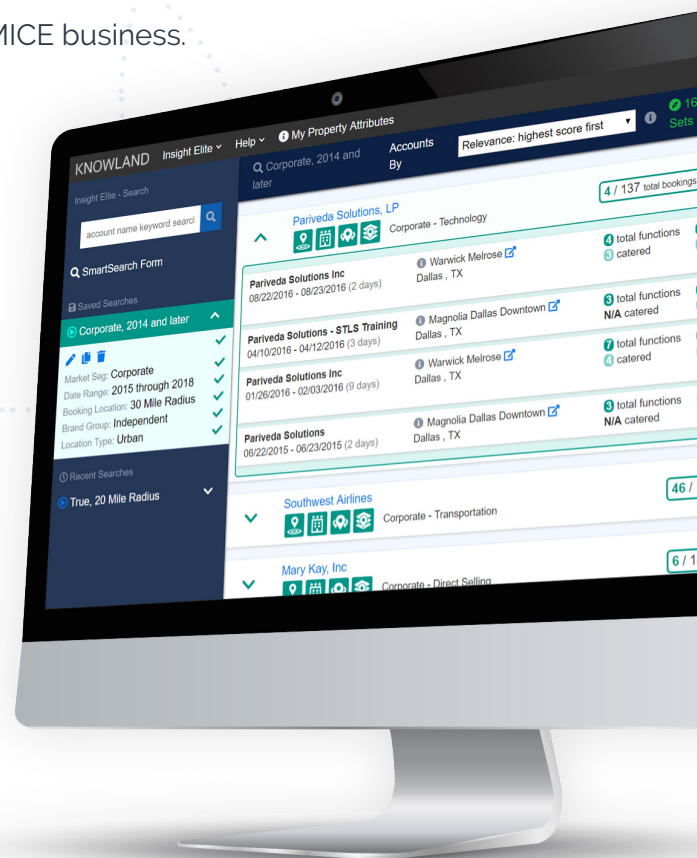


Knowland Platform with SmartSearch

Outperform your competition and optimise your profitability by prospecting your best-fit meetings and events business.

Prospecting for new meetings and events business is made easy using Knowland with SmartSearch. Accounts and leads are compared to your property's attributes, highlighting those most likely to book with you. There is nothing like it on the market today. SmartSearch applies cutting-edge, real-time search and analytics technology to the powerful Knowland event database. Leverage the power of search to find leads that are a great fit for your property. Use the event details to turn cold calls into warm conversations to advance sales cycles and win more MICE business.

- ✓ Optimise direct booking revenue by prospecting into accounts that meet the criteria you set and therefore have the highest potential for conversion
- ✓ Proactively source highly relevant, but hard to find, "Hidden Gem" account leads to prospect into, that fit your property even before the RFP hits
- ✓ Utilise Knowland-verified booking information and account history to easily prioritise the most-likely-to-convert leads
- ✓ Onboard and ramp up new sales managers faster using Knowland to build their sales pipeline of relevant accounts
- ✓ Access competitive set event data, build unlimited comp sets and validate share against your weekly STR Report



WHAT CUSTOMERS ARE SAYING ABOUT KNOWLAND with SMARTSEARCH

70%

discovered qualified prospects they wouldn't have found otherwise, influencing their sales strategies & winning more share

65%

saved time when creating a prospecting list, increasing efficiencies

70%

turned cold calls into warm calls using account details found in Insight Elite, accelerating sales cycles

Knowledge is Power

Knowland empowers hotels and other conference & event venues to deploy a Proactive Meetings and Events Sales Strategy. Our unbiased data, the industry's largest database of actualised events, helps you source the right business at the right time to take control of your revenue, build a stronger base of repeatable business and optimise profitability.

Knowland Gives
You Access To:

16,912,621 Events • **7,234** Hotels • **827,762** Accounts
99,855 Associated Contacts • **150+** Convention Centers

Take Control of Your Revenue

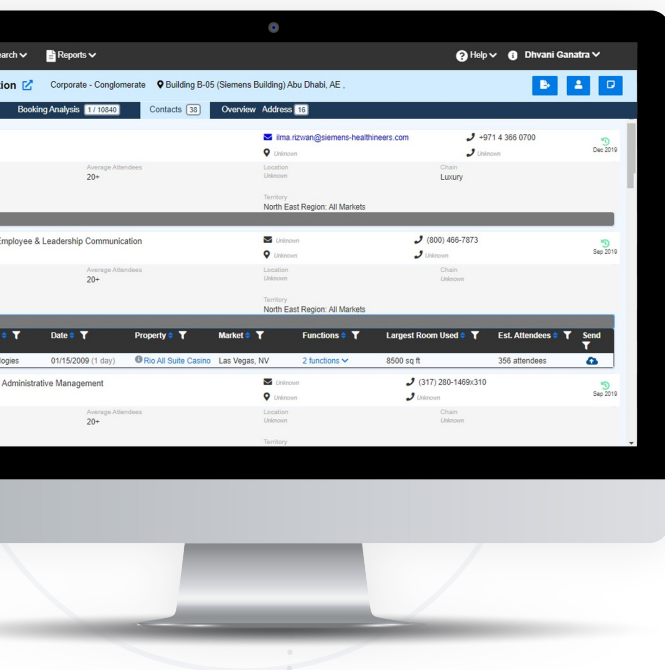
Our industry-leading SmartSearch capability enables you to proactively and directly go after the business that has the greatest likelihood of booking with your property. Prospect new accounts you might not have otherwise known about, "hidden gems," while also prioritising only the most qualified inbound leads. Empower your teams to have engaged "warm" prospecting calls and develop winning proposals utilising relevant Account booking history.

Build Repeatable Business

The more you know about the buyer on the other side of the table, the better chance you have at creating a successful business relationship. Knowland- Verified Event Information gives you actionable intelligence to personalise your offering against the planners needs to foster meaningful partnerships.

Optimise Profitability

Prioritising a Proactive Meetings and Events Sales Strategy over relying only on inbound lead sources maximises MICE revenue, improves conversion rates, customer relationships and lowers your cost of acquisition. Incorporating outbound selling in a strategic way places more emphasis on relationship and value-selling than purely on rates, dates and space.



At Knowland, we are changing how MICE business is sold. With the industry's largest database of actualised events, we harness the power of actionable intelligence so our customers gain control of pipeline development, optimise profitability, and build a stronger base of repeatable meetings and events business. That's the Knowland Advantage. See why thousands of customers trust Knowland to sell smarter and maximise their revenue. Knowland operates globally and is headquartered in Rosslyn,

KNOWLAND

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