



REVENUE
RESOLUTIONS

Retainer Packages



REVENUE MANAGEMENT SERVICES

FUNCTION

Review & Tweak current Pricing & Revenue Structure
Create a Demand Calendar
Set Dynamic Prices
Recommend Online Platforms and Sites to list on
Assist with the Revenue set up of online platforms
Availability Checks & Price Adjustments
Set Promotions & Monitor the performance
Review Negotiated Contracts Terms & Conditions
Negotiate Contracts on your behalf
Competitors Analysis
Apply Yield Management to Optimise Revenue
Annual Pricing Increases Recommendations
Revenue Performance Review Commentary & Recommendations
Revenue Performance Results

MONTHLY COSTS

MONTHLY COSTS PER ROOM PROPERTIES WITH LESS THAN 20 ROOMS

	STARTER	CLASSIC	PREMIUM
✓	✓	✓	
12 months out	18 months out	24 months out	
12 months out	18 months out	24 months out	
✓	✓	✓	
✓	✓	✓	
Every 2 nd Week	Weekly	Bi-Weekly	
✓	✓	✓	
	✓	✓	
	✓	✓	
	Annually	Bi-Annually	
		✓	
		✓	
		Quarterly	
Monthly	Monthly	Monthly	
ON REQUEST	ON REQUEST	ON REQUEST	
ON REQUEST	ON REQUEST	ON REQUEST	

ADDITIONAL SERVICES : ON REQUEST

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REVENUE BUSINESS PLAN

Business plan outlining both a strategic and tactical actions, to optimise and drive revenue growth.



SALES & MARKETING PLAN

Business Plan for both Sales & Marketing on focus areas off the back of the Revenue Plan.



INCOME BUDGET

Income budget drawn up based on past performance, the revenue plan and industry behaviour.



REVENUE MANAGEMENT PREPARATION FOR MEETINGS AND/OR TRADE SHOWS

The preparation of customer performance sheets with regards to production, challenges and opportunities.



FORECASTS

A calculated prediction of performance based on current demand behaviour, measured against last year and the budget.



REPRESENTATION AT TRADE SHOWS

Attending a trade show with the property to negotiate and contract clients as per the Revenue Strategy.