



## How to handle the infamous “Pricing Question”

The letter “L” in ELITE means: \_\_\_\_\_

Write an example of L: \_\_\_\_\_

\_\_\_\_\_ of front desk staff do not ask for \_\_\_\_\_ once they have quoted a price.

The letter “T” in ELITE means: \_\_\_\_\_

Write an example of T:

\_\_\_\_\_

What is another way of saying “We’re booked” \_\_\_\_\_

\_\_\_\_\_

List 3 ways to avoid No Shows:

- 1.
- 2.
- 3.