

SALES SUPPORT PROGRAM

The RTA provides many tools to increase business development through meetings and group sales. Our team can help you close the deal on potential business by supporting your client's needs. Your client information is confidential and only shared with other businesses if they request referrals for additional services such as transportation, entertainment, or other services. For more information, please contact PartnerServices@SeattleSouthside.com.

CLIENT MEET & GREET OR DESTINATION SITE VISIT

Our team can help your client feel supported by greeting them upon arrival at your venue for a site visit, prepared with a welcome gift and information about the complimentary services we can provide if they book at your venue. Or, if your client is interested in entertainment or restaurant options, our team can show them around Seattle Southside.

MEETING PLANNER ATTENDANCE TOOLS

The RTA has developed many tools to help meeting planners increase attendance at their events. Refer your client to SeattleSouthsideToolkit.com for access to these tools, including;

- Welcome amenities for attendees; including letters, convention bags, and Do More Save More discount passes
- Complimentary area guides, maps, and brochures
- Access to videos, photographs, customizable flyers, slideshows, and other promotional tools
- Personalized planning service including itinerary development or teambuilding activities
- Connections to resources planners need to help plan their event, including group admission to attractions, referrals for transportation, entertainment, or other services.

BULK LIGHT RAIL TICKETS

The RTA has partnered with Sound Transit to sell bulk light rail tickets. Seattle Southside partners, meeting planners, and group leaders are welcome to purchase these tickets, which ease connectivity between Seattle Southside and downtown Seattle. Bulk tickets are sold in groups of 25 passes or more. Visit SeattleSouthside.com/bulk-link-pass-sales-request-form to order.

MEETINGMAX

The RTA has invested in an online tool to maximize room nights from tournaments held at Starfire Sports. This online booking platform features area hotels and the link to this platform is sent to all those registered for Starfire Sports-run tournaments, streamlining their booking process and capturing booking data. To be included as a hotel option, please respond to the lead, which is sent out at the beginning of each tournament year.

PROPOSAL PARAGRAPH

The RTA has developed a paragraph for you to include in event contracts with clients. A digital copy for easy 'copy and pasting' is available on Seattle Southside RTA's Extranet.

PROPOSAL ADD-ONS

RTA meeting planner services, including attendance marketing tools and welcome services, can help you win business with planners deciding amongst locations. The RTA has created a pdf flyer and a landing page (SeattleSouthsideTools.com) that you can include in emails to inform your clients about the benefits of holding their event at your hotel. Other hotel properties are not offered on the flyer or landing page. The pdf is available on Seattle Southside RTA's Extranet.