

More Revenue, Less Management: Maximizing **TRACK** Revenue Automated Rate Tool

Today's Presenter



Austin Ford
Associate Director of
Revenue Management

About Me



Revenue Management, Marketing, and Sales



10 Years Experience and a Graduate Degree



Vacation Rentals, Resorts, and Hotels



CABINS for YOU

NEXT

Session Background & Expectations



Art- TRACK Revenue Automated Rate Tool



 TRACK Revenue FULL SERVICE using Art



User Tools & View Customizations



Explore Global settings



Rate, Minimum Stay, & Listing Settings



Groups, Seasons, & Manual Overrides



NEXT
SESSION

ART-Automated Rate Tool

**Easy
to
Use**

Quickly make changes to your pricing strategy for multiple date ranges, weekends, whole months, and more

Seasonality



Adjustments

Adjust your seasonality curve to what fits your property best

**Min & Max
rates
+
Time
based
premiums
&
discounts**

Set min & max rates, by season & add up to 10 layered time based premiums or discounts

**Custom

Rates**

Set fixed or percentage adjustments to any listing or date you choose. Owner mandated rules - no problem

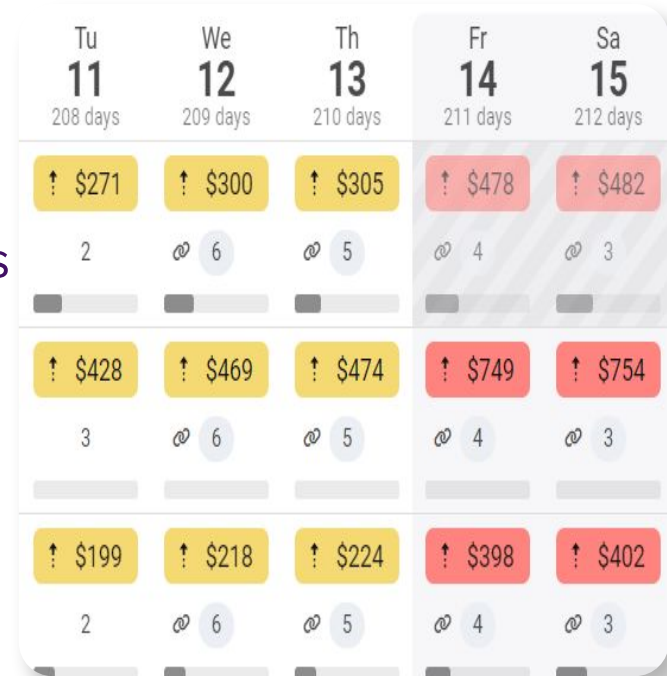
**Groups
&
Limitless
Tags**

Sort, filter, and make changes to groups using built in filters or your custom groups and tags

Full-Service with TRACK Revenue

Full Service Includes:

- ✓ Dedicated team of revenue experts
 - Managers, Analysts, and Data Scientists
- ✓ Strategize and set prices
- ✓ Monitor performance
- ✓ Make custom adjustments
- ✓ Custom reports and meetings





Questions?



*The **Heart** of Hospitality*