

The Wyndham Grand Pittsburgh looks forward to partnering with you to make your program a resounding success. Here are some tips we've found helpful in increasing our groups' room blocks, thus avoiding any attrition charges.

Here are some simple rules to employ to lessen Group exposure to attrition, they are:

- ❖ Those newer to organizations tend to book outside the block more frequently than longtime members. A good strategy is to target attrition education at new attendees.
- ❖ Maintain historical pick-up from no more than the three previous years.
- ❖ Draw similarities between destinations – resort destinations behave differently than downtown locations. Primary cities offer a robust destination with ease of access and vary from secondary and tertiary cities.
- ❖ Promote the amenities of the Wyndham Grand Pittsburgh. Our marketing department can assist with any promotional material you might need.
- ❖ Convert an “early bird” registration discount into a discount for staying within the block.
- ❖ Offer a two-tiered rate plan for those who book within the desired time frame (prior to cut-off date) and then extend a higher rate for those attendees who book after cut-off (if available).
- ❖ Conduct a prize drawing for all attendees confirmed within your block to receive free registration to next year's meeting.
- ❖ Combine registration and housing to offer one-stop shopping. Ask us about how our reservation department may be able to help.
- ❖ The Wyndham Grand Pittsburgh is also happy to partner with you on joint e-mail marketing to increase your room block.