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Kerry Camp

Attention all Campers! Gather round the Fire!

www.kerrycamp.com

2200 Subscribers

Winter 2009



Kerry Camp is Boot Camp training for individuals who desire to become **superstars in sales**, marketing, business development and **revenue management**.
Hotel & airline sales teams, travel agents, hotel management professionals, and revenue/reservations departments will all benefit.

Now drop and give me 20... room-nights!



Click for a Slideshow of our campers!

WELCOME! * TO KERRY CAMP!

Current Campers

Groups:

[Joie de Vivre Hospitality](#)

(West Coast USA)

[Coast Hotels](#)

(Western USA & Canada)

Southern California:

[Shade Hotel Manhattan Beach](#)

[Varden Hotel Long Beach](#)

[Le Petit West Hollywood](#)

[Park Manor Suites San Diego](#)

Northern California:

[Hotel Adagio San Francisco](#)

[Hotel Rex San Francisco](#)

[Americania Hotel San Francisco](#)

[Carriage Inn San Francisco](#)

[Good Hotel San Francisco](#)

[Ventana Inn Big Sur](#)

[Waters Edge Tiburon](#)

London, England:

[The Landmark Hotel](#)

[The Royal Lancaster Hotel](#)

[K West Hotel & Spa](#)

CABIN ONE * BOOT CAMP! SUPERSTAR SALES TRAINING

Openings in February & March



Sales Training:

The Kerry Camp

mission is to teach the method and then engage 'campers' in **face-to-face meetings** with top

decision makers. The economy is slowing down. Take the time and invest in your self and your team. **Learn the tricks of staying on top and thriving while your competition scratches their heads.** **Kerry Flowers'** unique brand of relationship marketing will help get you through it.

Schedule:

New York, New York (week of January 20-23),
SOLD OUT

London, England (week of January 26-30, 2009),
SOLD OUT

Vancouver, B.C. (week of February 2-5, 2009)
SOLD OUT

Long Beach, California (week of February 9-13, 2009) **SOLD OUT**

Los Angeles, California (week of February 16-20, 2009) **OPENINGS**

Los Angeles, California (week of February 23-27, 2009) **OPENINGS**

Los Angeles, California (week of March 30-April 3, 2009) **OPENINGS**

San Francisco, California (week of April 13-17, 2009) **SOLD OUT**

[Click here for details](#)

CABIN TWO *

REVENUE MANAGEMENT & E-COMMERCE TRAINING

Openings available February & March



Revenue

Management:

This is the art and science of what rate to sell, to whom, where, when, and why. Originally mastered by the airlines, hotels have eagerly adapted the skill resulting in significant **increases in bottom line revenue and ADR**. We will teach you how to maximize your potential based on an over-view of your hotel and its current goals, available reporting, and staff level.

[Click here for details](#)

CONTACTS *
NEWS * PRESS



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CABIN ONE * BOOT CAMP!
SUPERSTAR TESTIMONIALS

Heard around the Campfire . . . Happy Campers!

Catherine Nelson
General Manager
Waters Edge Hotel, Tiburon, CA

I had such a **great time** with you, and as I said before, **I came away much the wiser!** I truly enjoyed your class and I hope I get to see you more often. You are an **inspiration** to me; I learn so much just watching you do your 'shtick" and absorbing all you have to say. Anytime you want to get away from it all, come and stay at the Waters Edge.

JoLise Vought
Sales and Events Manager
Shade Hotel, Manhattan Beach, CA

I can't begin to thank you enough for sharing your amazing knowledge and expertise of the Boutique Hotel sales world. I learned a great deal about the **art of communicating** with the client and the **negotiating** of pricing in today's business world. You presented an array of tools and effective approaches to stimulate the kind of creative thinking for workplace innovation and successful problem solving. **These approaches could work equally well in one's personal life.** I highly recommend Kerry Camp to anyone trying to market themselves in a creative business. Thank you again. **It was inspiring to work along side you! NOW DROP AND GIVE ME 20!**

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