

# Building a Marketing & Sales System - CAPS National President, Mark Black

DATE: Saturday, October 4, 2025  
LOCATION: Vancouver, British Columbia, CA

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## Event Description

Building a Marketing & Sales System - CAPS National President, Mark Black is a premier conferences event in Vancouver. This event attracts visitors from around the world and significantly impacts local hotel demand, creating opportunities for strategic revenue management and guest experience optimization.

## Key Information

**Category:** conferences

**Importance Rank:** 26/100

**Expected Attendance:** 62 people

**Event ID:** EypM9kDXFZxHwK7PGd

## Hotel Demand Indicators

**ADR Impact Index:** 3.7x baseline (varies by property tier & location)

**Occupancy Impact:** +60 percentage points over baseline

**Booking Lead Time:** Demand begins 30 days before event

**Impact Radius:** 15km from venue

**Estimated Room Nights:** 25 across all properties

*Note: Actual impact varies by property location, star rating, and local market conditions.*