

# How To Sell & Influence Powerfully~ a session for leaders

DATE: Thursday, September 11, 2025  
LOCATION: Nairobi, Nairobi County, KE

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## Event Description

How To Sell & Influence Powerfully~ a session for leaders is a premier conferences event in Nairobi. 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:** 36/100

**Expected Attendance:** 209 people

**Event ID:** 6nPFEAZkgYef3yUBYR

## Hotel Demand Indicators

**ADR Impact Index:** 4.6x 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:** 84 across all properties

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