

# SALES EXECUTION WORKSHOP

DATE: Thursday, August 14, 2025

LOCATION: Edina, Minnesota, US

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## Event Description

SALES EXECUTION WORKSHOP is a premier community event in Edina. 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:** community

**Importance Rank:** 32/100

**Expected Attendance:** 123 people

**Event ID:** MNI5MVJwLgvNeiEj9T

## Hotel Demand Indicators

**ADR Impact Index:** 4.2x 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:** 49 across all properties

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

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