



PARTY PROMOTING 3.0

FREE SPECIAL REPORT

7 Ways To Successfully Work With Your Event Venue

For Access To The Full Party Promoting 3.0 Program
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To be successful you need to develop a good working relationship and understanding with your event venue. You want to make your promotion a win-win situation for both you and the venue so that you don't absorb some of the related cost in securing a location. Creating the image of a partnership with your venue is important to reaching your goals and a more successful outcome.

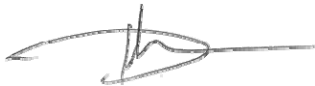
1. The first thing you want to do is obtain as much information about the venue prior to entering negotiations. You should know what good nights and what bad nights they currently have. Amongst other things, you should also know what other promoters they have worked with and what they expect of a promoter.
2. Once you sit down with someone from the venue, they may mention that they require a rental fee. Try getting it reduced or waived by requesting the venue to offset your promotional cost that will bring more business to their facility. You can also mention that you can refer other promoters and get their venue rented out on a consistent basis for a reduced rate.
3. Once you've gotten a general agreement with the venue and start talking details, ask that they cover or split some of the in-house expense with you. You may want to include things such as security, police enforcement, and the DJ as expense line items that the venue can cover or help with.

4. Request that they run drink specials or an open bar on certain drinks to help stimulate bar sales. Being able to promote specials will beef up your promotion and give customers something to look forward to if they don't have too much money to spend partying and drinking.
5. Ask the venue if they're willing to give you a commission on the bar revenue if your event exceed their typical drink sales. This would be good motivation for you to get the bar sales as high as possible and give them a justified reason to reward you for a job well done.
6. Remember to be professional and respectful at all times when negotiating a good deal with your venue. If you get too comfortable in your dealings, you may see a lack of professionalism from the venue and may have issues with them signing detailed contracts with you or honoring them.
7. Be confident, be yourself, and relax. Go into each situation determined to get the deal that you want. Let your charm, and most importantly, your promotional plans speak for themselves. Present yourself in a way that the venue would not want to let your event pass them by.

Ready to Get To The Money and Start Eatin' Gooooood!?

Get the complete Party Promoting 3.0 program for a step-by-step guide to becoming a Successful Promoter. Plus, I'm Revealing All The Nightclub and Party Promoter Secrets You Won't Find Anywhere Else!

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-Trent