

JUDY ALLEN

# Marketing Your event *planning* Business

A Creative Approach to  
Gaining the Competitive Edge

# Marketing Your Event Planning Business A Creative Approach To Gaining The Competitive Edge

**Tobias Bleicker**



## **Marketing Your Event Planning Business A Creative Approach To Gaining The Competitive Edge:**

**Marketing Your Event Planning Business** Judy Allen, 2013-02-06 Practical prescriptive advice on successfully marketing your event planning business Recent years have been tough on the event planning industry The terrorist attacks of September 11 2001 economic downturns wars and SARS have all negatively impacted the business There are fewer corporate dollars dedicated to travel budgets and special events creating even more pressure on businesses in an already highly competitive industry This book tells you all you need to know to market your business and build your client base in good times and bad Marketing Your Event Planning Business shows you how to gain a competitive advantage by setting yourself apart from the competition pursuing new markets and soliciting sales It covers all the vital topics in event planning marketing including how to diversify your client base develop niche markets improve your customer service establish emergency business plans and much more Ideal for event planners marketing managers in the industry and professionals in the hospitality culinary or travel industries Includes actionable advice on successfully marketing an event planning business Features illustrative examples practical tips and useful checklists and other resources Marketing Your Event Planning Business is packed with practical tips and examples giving you creative new ways to showcase your talents build your business and bring added value to your clients Marketing Your Event Planning Business ,2010 **Marketing Your**

**Event Planning Business** Judy Allen, 2010-05-20 Practical prescriptive advice on successfully marketing your event planning business Recent years have been tough on the event planning industry The terrorist attacks of September 11 2001 economic downturns wars and SARS have all negatively impacted the business There are fewer corporate dollars dedicated to travel budgets and special events creating even more pressure on businesses in an already highly competitive industry This book tells you all you need to know to market your business and build your client base in good times and bad Marketing Your Event Planning Business shows you how to gain a competitive advantage by setting yourself apart from the competition pursuing new markets and soliciting sales It covers all the vital topics in event planning marketing including how to diversify your client base develop niche markets improve your customer service establish emergency business plans and much more Ideal for event planners marketing managers in the industry and professionals in the hospitality culinary or travel industries Includes actionable advice on successfully marketing an event planning business Features illustrative examples practical tips and useful checklists and other resources Marketing Your Event Planning Business is packed with practical tips and examples giving you creative new ways to showcase your talents build your business and bring added value to your clients

*Event Planning* Judy Allen, 2009-04-16 This bestselling all in one guide to the event planning business is back and better than ever fully updated and revised to reflect the very latest trends and best practices in the industry This handy comprehensive guide includes forms checklists and tips for managing events as well as examples and case studies of both successful and unsuccessful events Judy Allen Toronto ON Canada is founder and President of Judy Allen Productions a full

service event planning production company      **Time Management for Event Planners** Judy Allen, 2009-12-09 Event planning never stops This industry goes 24 7 365 days a year Planners work evenings weekends and holidays often far away from their home base organizing and running events that simply must go on and go smoothly Missing a critical deadline is not an option in the event planning field Time management errors can cost a company a potential sale lose them an existing customer and damage their professional reputation Burnout and chaos are real risks in this hectic world of deadlines and multiple projects Planners often find themselves working down to the wire against crushing deadlines and a mountain of obstacles that impede their progress Too frequently there is not enough time to get the job done properly let alone to spend on personal or professional pursuits And for many involved in the event planning field there is the extra dimension of travel to factor in juggling multiple projects on a daily basis across a multitude of time zones For smooth event implementation and for business success it is essential that planners know how to manage their own time as well as they manage an event Time Management for Event Planners teaches readers how to successfully manage their workload and do what matters most when it matters most Analyze and prioritize tasks Structure your workload and your day for maximum performance Identify red flag activities that hinder productivity Reduce stress producing time crunches Identify when extra help is needed as well as how to delegate outsource and even partner with suppliers in crunch periods Work with rather than against deadlines Save time using technology Manage multiple projects even in multiple time zones Balance your personal and professional life Whether you are an event planner a hospitality professional in public relations or other related fields Time Management for Event Planners offers time saving tips techniques examples and expert insight that will help you get time on your side

Events Management Glenn A. J. Bowdin, Johnny Allen, Rob Harris, Leo Jago, William O'Toole, Ian McDonnell, 2023-07-31 A must have introductory text of unrivalled coverage and depth focusing on events planning and management the fourth edition of Events Management provides a complete A to Z of the principles and practices of planning managing and staging events The book offers a systematic guide to organising successful events examining areas such as event design logistics marketing human resource management financial planning risk management impacts evaluation and reporting The fourth edition has been fully updated and revised to include content covering technology including virtual and hybrid events concepts such as social capital soft power and events social inclusion equality accessibility and diversity and the latest industry reports research and legal frameworks The book is logically structured and features new case studies showing real life applications and highlighting issues with planning events of all types and scales in a range of geographical locations This book has been dubbed the events management bible and fosters an interactive learning experience amongst scholars of events management tourism and hospitality      **Events Management** Glenn Bowdin, Johnny Allen, Rob Harris, Ian McDonnell, William O'Toole, 2012-05-23 Events Management is the must have introductory text providing a complete A Z of the principles and practices of planning managing and staging events The book introduces the concepts of event planning

and management presents the study of events management within an academic environment discusses the key components for staging an event covering the whole process from creation to evaluation examines the events industry within its broader business context covering impacts and event tourism provides an effective guide for producers of events contains learning objectives and review questions to consolidate learning Each chapter features a real life case study to illustrate key concepts and place theory in a practical context as well as preparing students to tackle any challenges they may face in managing events Examples include the Beijing Olympic Games Google Zeitgeist Conference International Confex Edinburgh International Festival Ideal Home Show and Glastonbury Festival Carefully constructed to maximise learning the text provides the reader with a systematic guide to organizing successful events examining areas such as staging logistics marketing human resource management control and budgeting risk management impacts evaluation and reporting fully revised and updated content including new chapters on sustainable development and events perspectives on events and expanded content on marketing legal issues risk and health and safety management a companion website [www.elsevierdirect.com/9781856178181](http://www.elsevierdirect.com/9781856178181) with additional materials and links to websites and other resources for both students and lecturers

International Encyclopedia of Hospitality Management 2nd edition Abraham Pizam, 2012-06-25 The International Encyclopedia of Hospitality Management is the definitive reference work for any individual studying or working in the hospitality industry There are 185 Hospitality Management degrees in the UK alone This new edition updates and significantly revises twenty five per cent of the entries and has an additional twenty new entries New online material makes it the most up to date and accessible hospitality management encyclopedia on the market It covers all of the relevant issues in the field of hospitality management from a sectoral level lodging restaurants food service time share clubs and events as well as a functional one accounting and finance marketing strategic management human resources information technology and facilities management Its unique user friendly structure enables readers to find exactly the information they require at a glance whether they require broad detail that takes a more cross sectional view across each subject field or more focused information that looks closely at specific topics and issues within the hospitality industry today

**Promoting and Marketing Events** Nigel Jackson, 2013-10-28 This accessible book introduces students to the theories concepts and skills required to promote an event successfully To promote an event effectively it is essential to understand marketing but it is also important to recognise that it is not just consumers who are the audience other publics who may not necessarily attend can have a fundamental effect on the success of an event as well Uniquely therefore this book covers two related themes marketing and public relations in an events context This will offer events planners a comprehensive guide on how to promote events to a range of audiences and on how to use this to manage an event's long term reputation The book focuses on core marketing and PR current theory specifically relevant to the events industry and introduces topics such as marketing strategy the consumer marketing PR and how to use the internet to promote events It integrates a range of international case

studies from small scale events to mega events to help show how theory can be applied in practice It further includes inserts of interviews with practitioners in the field to offer insight into the realities of event communication and to show how to overcome potential pitfalls Learning outcomes discussion questions and further reading suggestions are included to aid navigation throughout the book spur critical thinking and further students knowledge The book is essential reading for all students studying Events Management and provides valuable reading for students academics and practitioners interested in marketing and public relations in general Your Stress-Free Wedding Planner Judy Allen,2004 Use the tools and techniques the experts use for stress free planning Every wedding moves through the same series of planning steps but the time money energy and emotion invested can vary tremendously Couples who use the tools and techniques the experts use are prepared to do what matters when it matters most With the logistics in order they have the freedom to enjoy the events leading up to their special day as well as time to relax and plan their future life together As they work their way through the planning stages couples will find that their initial stress over planning their wedding day has disappeared Couples committed to creating a memorable meaningful wedding day will come to view the wedding planning process not as an ordeal to get through but as a fun experience Judy Allen is a professional event planner and shows brides a step by step approach to minimize the complexity of planning the wedding day When an event is planned in these 10 stages whether over six weeks or a year or longer the planner will always be in control of the process will not go over budget and will find the whole process relaxed and stress free The 10 stages 1 Visualization Wedding Day Dreams 2 Decision Making What Matters Most 3 Designing a Realistic Blueprint 4 Choosing the Perfect Wedding and Reception Site 5 Selecting the Right Wedding Vendors 6 Before You Sign on the Dotted Line Questions to Ask 7 Organizing Wedding Day Timelines and Wedding Day Flow 8 Wedding Day Flow Sheets 9 Wedding Supplier Previews and Wedding Day Rehearsal 10 On Site Wedding Day Orchestration

Confessions of an Event Planner Judy Allen,2009-08-26 For anyone planning events student novice or experienced professional Confessions of an Event Planner is an apprenticeship in a book This insider s guide takes you on a narrative journey following a fictional event planning company that stages various types of events around the world for many different clients While other books college courses and training programs give you the theory and how to of the profession Confessions of an Event Planner reveals the real world of event planning and what can happen usually the unexpected on an event program when actual participants are added to the event planning design and execution mix In a climate of media scrutiny and corporate scandals event planners must be masters of discretion knowing how to avoid and deal with everything from sexual romps to financial shenanigans to chainsaw wielding salesmen dead set on re landscaping the grounds of the resort they re staying at From an event planner who s seen it all and knows how to deal with it all comes practical first hand advice delivered in an entertaining and accessible format Each chapter is set in a unique location with a cast of characters and a host of challenges and problems to overcome from the boardroom to the resort guest bedrooms Readers learn what they can

come up against how to problem solve creatively on the fly get ideas for staging spectacular events and see the principles of event planning in action The scenario in each chapter is introduced by an outline of what will be covered in the chapter and each chapter concludes with a series of review questions to explore key issues and stimulate reflection or discussion for individuals or groups Ideal as a companion to Judy Allen s six other event planning books as a textbook in event planning courses or as a professional training tool Confessions of an Event Planner prepares planners for what they can expect once they start working in the world of corporate and social event planning and will help decision makers set company policies procedures and protocol and promote discussion about codes of conduct in the office and offsite      *International Encyclopedia of Hospitality Management* Abraham Pizam,2005-04-18 The International Encyclopedia of Hospitality Management covers all of the relevant issues in the field of hospitality management from both a sectoral level Lodging Restaurants Clubs Time share Conventions As well as a functional one Accounting whether they require broad detail which takes a more cross sectional view across each subject field or more focussed information which looks closely at specific topics and issues within the hospitality industry today Section Editors Peter Harris ACCOUNTING FINANCE Oxford Brookes University UK Zheng Gu ACCOUNTING FINANCE University of Nevada Las Vegas USA Randall Upchurch CLUB MANAGEMENT TIMESHARE MANAGEMENT University of Central Florida USA Patti Shock EVENT MANAGEMENT University of Nevada Las Vegas USA Deborah Breiter EVENT MANAGEMENT University of Central Florida USA David Stipanuk FACILITIES MANAGEMENT Cornell University USA Darren Lee Ross HUMAN RESOURCES MANAGEMENT James Cook University Australia Gill Maxwell HUMAN RESOURCES MANAGEMENT Caledonian Glasgow University UK Dimitrios Buhalis INFORMATION TECHNOLOGY University of Surrey UK Allan Stutts LODGING MANAGEMENT American Intercontinental University USA Stowe Shoemaker MARKETING University of Houston USA Linda Shea MARKETING University of Massachusetts USA Dennis Reynolds RESTAURANTS FOODSERVICE MANAGEMENT Washington State University USA Arie Reichel STRATEGIC MANAGEMENT Ben Gurion University Israel      *The Meeting Professional* ,2005

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