

QUESTIONS TO CONSIDER IN DETERMINING “GROUP READINESS”

	YES	NO
➤ Do you currently take groups?	<input type="checkbox"/>	<input type="checkbox"/>
If yes:		
➤ Do you greet the groups upon arrival?	<input type="checkbox"/>	<input type="checkbox"/>
➤ Do you track where your groups come from?	<input type="checkbox"/>	<input type="checkbox"/>
If no:		
➤ Have you in the past?	<input type="checkbox"/>	<input type="checkbox"/>
➤ Why did you stop? _____	<input type="checkbox"/>	<input type="checkbox"/>
➤ Are you open to accepting groups in the future?	<input type="checkbox"/>	<input type="checkbox"/>
➤ What’s the largest group size you can accommodate? _____		
➤ Are you a seasonal business?	<input type="checkbox"/>	<input type="checkbox"/>
➤ How far in advance can you accept group reservations? _____		
➤ How many people can you accommodate at once? _____		
➤ Do you have a “special hook” or experience you can offer?	<input type="checkbox"/>	<input type="checkbox"/>

QUESTIONS TO CONSIDER IN DETERMINING “GROUP READINESS” CONT’D

- | | YES | NO |
|---|--------------------------|--------------------------|
| ➤ Do you have any special offers for groups? (Special menus, group pricing, exclusive experiences, small gifts, etc.) | <input type="checkbox"/> | <input type="checkbox"/> |
| ➤ If you don't, would you be open to creating a special offer for groups? | <input type="checkbox"/> | <input type="checkbox"/> |
| ➤ Do you offer a “no charge” for the driver and group leader? (hotels and restaurants) | <input type="checkbox"/> | <input type="checkbox"/> |
| ➤ If not, would you be willing to? | <input type="checkbox"/> | <input type="checkbox"/> |
| ➤ Do you have multiple restrooms? | <input type="checkbox"/> | <input type="checkbox"/> |
| ➤ Do you have a place for the motorcoach to easily drop off at your door and park? | <input type="checkbox"/> | <input type="checkbox"/> |
| ➤ How handicap accessible are you? | | |
| ➤ Not at all- people with mobility issues, wheelchairs, walkers, or visual impairments would have a hard time navigating my business | | |
| ➤ Some – people with mobility issues, wheelchairs, walkers, or visual impairments can navigate most of my business, but a few places may be challenging | | |
| ➤ Fully - people with mobility issues, wheelchairs, walkers, or visual impairments can access all parts of my business without issue | | |