

Online Inquiry Form Momentus Elite

CAPTURE MORE LEADS WITH A MODERN WEB FORM

The online inquiry form enables venues to capture event leads or inquiries through a web form that can be stylized and embedded in either public facing or internal website. Inquiries captured through the online inquiry form create inquiry records in Momentus Elite which can then be moved from the proposal stage to contracting and invoicing.

Maximize revenue and create memorable experiences.

Drive revenue by capturing event leads and inquiries

Save time by reducing incoming emails and phone calls

Capture essential information with required fields

Promote brand consistency with customizable styling



Streamline internal booking requests.

At many venues, staff are allowed to request use of their own space for internal events such as staff meetings, internal trainings, or private events. While these staff members do not have direct booking access to the calendar, an online inquiry form provides a standardized format for placing these requests that can then be vetted and approved or denied within Momentus Elite. The online inquiry form can also capture details such as the nature of the event and any amenities required, such as Audio-Visual or Food & Beverage.

Increase sales with event inquiries.

Venue Sales and Booking teams often work with both outbound sales efforts and inbound inquiries or requests. While the outbound efforts secure larger “primary” events, inbound inquiries are typically smaller events which can take advantage of excess capacity and increase space utilization. These events may include meetings, smaller conferences, banquets, weddings, or parties. Online Inquiry Forms enable the venue to capture these inquiries which can then be vetted within Momentus Elite. Sales teams can convert the Inquiry to a Prospect and go through the sales process, from the Proposal stage to Contracting and Invoicing.

The Momentus Solution

Challenge:

Venues often have excess capacity or space that is not fully utilized, leaving revenue on the table.

Solution:

OIFs allow the venue to market the additional spaces and capture prospective events to fill this capacity.

Challenge:

It is time consuming to manage inbound phone calls and emails for event requests.

Solution:

OIFs move this process off the phone or email inbox and into Momentus Elite for qualification.

Challenge:

Many of these requests are not qualified leads or lack enough information to take action.

Solution:

Required fields ensure that sufficient level of detail is captured to vet and move forward with leads.

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