

Do Trade Shows Really Make Nearby Hotels More Expensive to Book?

Hotel-comparison worksheet

Compare current offers for the actual stay. This worksheet does not predict the cheapest booking date.

Show / venue: _____

Check-in / check-out: _____

People / rooms / occupancy per room: _____

Required arrival time at the hall: _____

- ☐ Quote date, booking source and original total currency
- ☐ Full-stay room total, compulsory fees and tax basis
- ☐ Room type, occupancy and breakfast inclusion
- ☐ Cancellation deadline, refund conditions and payment date
- ☐ Journey route, travel time, parking and transport cost
- ☐ Nearby alternative and a wider-radius alternative

Comparison	Nearby option	Further-out option
Hotel and source		
Full-stay quote		
Refund conditions		
Transport / parking		
Travel time		
Total compared cost		

Do not substitute map distance for a checked route. A missing online price does not prove that the hotel is sold out. Quote differences are only useful when the room and booking terms suit the same trip.