

WHERE DO WE GO FROM HERE?

Event Contracting in the New Norm

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MPIWSC and PCMA Northwest
9th Annual Meetings Industry Summit
September 14, 2010

THE AGENDA

- The New Norm
- Basic Negotiating Positions and Key Contract Provisions
- Contract Audits
- “Other” Provisions

THE NEW NORM

- Uncertain economy
- The “J” word
- Increased venue competition
- Increased group negotiating power

IMPORTANT CONTRACT PROVISIONS

- Contracting window(s)
- Rates and concessions
- Attrition and cancellation
- Force majeure

CONTRACTING WINDOW(S)

- Proactive vs. reactive
- Longer periods; multiple periods

RATES AND CONCESSIONS

- It's not all about the rate
- Amenities
- Room upgrades & improved ratios
- Master account discounts

ATTRITION AND CANCELLATION

- Reduced percentages
- Reduced minimums
- Rebooking percentages and time frames
- Unused room block = group asset

ATTRITION AND CANCELLATION CONT'D

Categories - Hotel Rooms for ReSale - Windows Internet Explorer

http://www.meetingscommunity.org/index.php?option=com_kunena&Itemid=0

McAfee

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A Community for the Meetings Profession

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HOTEL ROOMS FOR RESALE

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Welcome, **Guest**
Please [Login](#) There is no need to login to post a hotel room for resale post.

Hotel Rooms for ReSale
(1 viewing) (1) Guest

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Hotel Rooms for ReSale

| Forum | Topics | Replies | Last Post |
|--|--------|---------|--|
| <p>Hotel Rooms for ReSale</p> <p>We have a place now on The Meetings Community website that planners can now post information on rooms that they need to sell because of some cut back to avoid attrition and cancellation penalties. This service is now here and is completely FREE! Like everything we do at MeCo we try to offer services to our members at no charge to them. Also the posts from the Hotel Rooms for ReSale message board are posted to the MeCo Google group!</p> <p>Moderators: Administrator</p> | 2 | 1 | <p>Re: Have a Room Block in New York City October 3-7</p> <p>by Administrator 09/09/2010 09:31</p> |

Board Categories Go

MEETING INDUSTRY TWEETS

meco MeCoTweets tweeted 1 RT
@chrisuschan: Get the #engage365

Chat Transcripts :: Topic = EventCamp [#ectc10](http://ow.ly/2DoEi)
#eventprofs about 9 hours ago from TweetDeck

meco MeCoTweets tweeted 1 RT
@barbaraconvenc: More learning styles myth-busting, from NYT [#eventprofs](http://tinyurl.com/26chkwl)
#pcma #ectc10 6 days ago from TweetDeck

meco MeCoTweets tweeted 1
Don't miss @NYPCMA's education

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FORCE MAJEURE

- Old norm = “acts of God,” fires, floods, etc.
- “Commercially impractical” (vs. “impossible”)
- Economically detrimental

RISE OF THE GROUP ADDENDUM

- More groups using them
- Terms usually conflict with venue agreement
- Which document governs?

CONTRACT AND POLICY AUDITS

- Increased competition/transparency
- Hotel scrapbook
- Inconsistent terms and methods
- Fallbacks and alternatives
- Training

“OTHER” PROVISIONS

- Change in ownership or management
- Exclusivity and non-competition
- Confidentiality
- Music licensing
- Taxes
- Contracting party/joinder

QUESTIONS?



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