

Duff on Hospitality Law

Paradigm Shift in Sales Contracts

By Greg Duff on 7.19.13 | Posted in Publications

Published in [Northwest Meetings + Events Magazine](#), summer 2013. HOSPITALITY ATTORNEY GREG DUFF has noticed a paradigm shift in the sales contracts his clients send him. The founder of Garvey Schubert Barer's national [Hospitality, Travel & Tourism](#) practice, he says, "Either the contracts have more terms or conditions than I have seen in the past, or those terms that have been somewhat common in the past have been revised to be more difficult." Duff shared the pros and cons of some of the newer provisions he's seeing...

Please [contact me](#) if you have any questions regarding venue or sales contracts.

Tags: sales contracts, venue contracts