

"Lessons Learned: Experiences from the Group Sales Trenches," MPINCC Annual Conference & Expo

Speaking engagement
February 26, 2019
San Francisco, CA

Contact

Greg Duff

Greg Duff's interactive presentation will focus on issues and challenges recently encountered in connection with the drafting and negotiating of a variety of group sales contracts and the practical lessons learned.

Learner Outcomes:

Identification of issues that frequently arise in current sales contracting and negotiating

Identification and evaluation of contract solutions to address those issues

Preview of group contracting in the future

This session has been approved by the Events Industry Council for 1.00 CE credit in CMP-IS: Domain D: Financial Management.

For more information, visit [Meeting Professionals International's website](#).

Venue information:

Moscone West
747 Howard Street
San Francisco, CA 94103