



Contract Negotiations

We negotiate more than 11,000 contracts every year. We use that insight to negotiate the most favorable terms possible for our clients.



When it comes time to negotiate meetings and event-related contracts, you want experienced professionals representing your interests. With an average of ten years experience in the hospitality industry, ConferenceDirect Associates are well trained and prepared for sharp contract negotiations. We take into account both the "hard dollar" meeting costs as well as the many hidden risks clients face when negotiating a hotel contract.

There are more than 60 negotiable terms in a hotel contract that can cost your company a great deal if not handled correctly. We understand every detail in these contracts and know what to look for. We anticipate problems and help protect our clients against these potentially costly and often overlooked details.

Without favor or bias, we facilitate the bidding process between interested venues, and negotiate the final contracts detailing all space requirements, rates, concessions, and risk-associated clauses. We have pre-negotiated contracts with many of the largest hotel groups. Client-friendly features include:

- + No add-on clause
- + Favorable attrition clause
- + Pre and post group room rates
- + Group rates available after cut-off dates
- + Special client-friendly cancellation terms

Why ConferenceDirect?

- + We already possess standardized contracts and service agreements with the industry's leading brands and destinations. We will leverage our relationships to customize those contracts to your organization's needs and support compliance with your legal department.
- + Our experienced Associates are proven negotiators sourcing and booking over 11,000 events annually. We will present the best value options each time for your meeting or event.
- + Our Associates have the flexibility to support small accounts with a personalized approach and/or engage our resources to drive SMMP with some of the largest organizations.
- + We utilize our own data coupled with market intelligence to measure and benchmark proposals to ensure we are getting the best value for the options presented.
- + We will leverage your total volume and meeting-spend to mitigate damages by off-setting attrition/cancellation fees with other meetings from your organization backed by the value of ConferenceDirect's other business opportunities.



ConferenceDirect: By The Numbers *

11,040

Events & Meetings Per Year

3.8+ Million

Hotel Rooms Booked Per Year

\$778+ Million

Group Room Contracts Per Year

450

Events Managed by Conference Management

262,800

Transactions Handled by Registration

636,000

Room Nights Booked Through Housing

12,000

Rooms on Peak - Largest Housing Group

40,000

Transactions - Largest Registration Group

* Statistics are as of year-end 2016.

Let's Talk

ConferenceDirect Global Headquarters

P.O. Box 69777
West Hollywood, CA 90069

☎ 323-648-3246 | 📠 323-655-3849

Email: contact@conferencedirect.com

 **ConferenceDirect®**