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From Sourcing to Booking: Power Plays

Betsy Bondurant | Bondurant Consulting
Jodi VanWoerkom | Association of American Medical Colleges
Barbara Altom | VisitDallas
Margot Connaughton | Enterprise Events Group
Stephanie Glanzer | Mandalay Bay, Delano, Luxor
Forward Looking Statements

This presentation contains forward-looking statements. All statements other than statements of historical fact contained in this presentation, including statements regarding macroeconomic trends that we expect to influence our industry, plans for capital expenditures, expectations regarding the introduction of new products, changes to the competitive marketing or regulatory landscape affecting our industry, and plans for growth or future operations are forward-looking statements. These forward-looking statements are only predictions and are subject to a number of risks, uncertainties and assumptions. It is not possible for the company to predict all risks, nor can it assess the impact of all factors on its business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements. Accordingly, you should not rely upon forward-looking statements as predictions of future events.
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OUR PANELISTS

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Stephanie Glanzer
Vice President of Sales,
Mandalay Bay, Delano, Luxor
Polling Question #1
Who is in the audience?

1) Meeting Planner/Travel Manager/Procurement
2) Third Party Planner/Sourcing Agency
3) Hotelier
4) CVB
5) DMC
6) Other
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Polling Question #2
For Buyers, on average, how long does it take to develop a medium size, simple meeting RFP?

1) Less than 15 minutes
2) 16 to 30 minutes
3) 31 to 45 minutes
4) 46 minutes to 60 minutes
5) 61 minutes +
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Polling Question #3
For Buyers, during the sourcing process, do you use:

1) GSO/NSO
2) CVB
3) Sourcing Agency
4) On-property Hotel Sales Manager
5) Other
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Polling Question #4
For Sellers, on average, how long does it take to complete a response to a medium size, simple meeting RFP?

1) Less than 15 minutes
2) 16 to 30 minutes
3) 31 to 45 minutes
4) 46 minutes to 60 minutes
5) 61 minutes +
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Key Takeaways

1. Be as thorough as possible (Buyers and Sellers)
2. Prioritize your concessions
3. Include the CVB – they are free and may have incentives for you to use
4. Explain the reason for unusual requests
Questions?
Thank You

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