

MPINCC Professional Breakfast Program - January 19, 2011

Open Space Brainstorming Summary – David Kliman, CMP, CMM

Bringing more Meeting Planner participation into MPINCC

Your Next Chapter “What’s next?”

- Doing what you love
- Part of job
- Downsizing
- Make less but live better

Planner\$ to MPINCC

- Lack of support from employees
- No time, more work, less people
- Better scheduling

Contracts

- Heated?
- Attrition lack of understanding
- F&B
- Ratios 90/10, 80/20
- Not profiting from force majeure
- Expenses that cannot be recouped
- Feel it but both live with it
- Deposits

Wine at Meetings

- Good Idea
- More!
- Education: Experts, Rockstars
- People who don't drink
- Onsite/offsite
- Liability
- Team Building

Contracts

- Attrition & Cancellation: suppliers/customers both suffer, attrition based on profitability
- What is the true cancellation?
- F&B minimums
- Deposits, rooming list cut-off dates
- Re-booking clauses, non compete clauses, obligations