

Planners and Suppliers Hone their Basic Meetings Industry Skills by Marcia durst, CMP, Professional Development Co-Chair

While geared toward entry level meeting professionals and administrative professionals who support events, several suppliers spent the day alongside planners in the Meeting Planner Boot Camp Basics held February 20 at the Hyatt Sacramento.

The Sawyer Hotel's Group Sales Manager, Rachel Brown, was among the suppliers attending. *"I'm new to the industry so learning the planning side will help me ask the right questions. I'll be able to steer conversations in more efficient ways,"* she noted.

Offered up as an overview of key planning topics ranging from budgeting, contracts, the Request for Proposal (RFP) process, Audio/Visual, venue planning, and food and beverage, industry professionals within our Sacramento/Sierra Nevada chapter shared their expertise with a mix of nearly 20 association and nonprofit planners, site selectors and property representatives

The Meeting Planner Boot Camp Basics is offered annually in conjunction with the February education lunch.



Above, Boot Camp Basics presenters: Top L to R - Heather Tanfani, CMP, Marcia Durst, CMP, MaryAnne Bobrow, CMP, CMM, CHE, CAE, Carolyn Brown. Middle L to R - Carolyn Brown and Jennifer Mann. Bottom - Ross Gimpel.

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