

Navigating Resources



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How To Maximize And Leverage Hospitality Resources



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Mark Peterson
Regional Vice President - Introduction

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AGENDA

- **LamontCo**
- **State of the Industry**
- **Proposal Phase**
- **Contract Phase**
- **Additional Partnership Opportunities**
- **Q&A**

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We are ready to support your next meeting, event, or incentive!

OUR TEAM WILL HELP PLAN AND EXECUTE YOUR EVENTS WITH EASE AND EXPERTISE.

HOSPITALITY SOLUTIONS

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- Global Venue Sourcing
- Cruise Sourcing
- Contract Negotiation
- Golf Incentives, Retreats & Group Tournaments

LIVECON

- Full Meeting Management
- Production Management
- Housing & Registration
- Air & Ground Transportation Coordination
- Mobile Apps
- Custom Solutions for Hotels, Management Companies, DMOs and DMCs

CSRCONNECTIONS

- Creative Social Responsibility Solutions
- Team Building
- CSRSimplified Solutions
- Professional CSR Education and Speaking

lamont international

- Experience in negotiating and executing events in 130+ countries/territories, with Associates based outside of North America.

CONTACT US

Reach out to your LamontCo team member to learn more and to set up a consultation!

Follow us on social media for the latest updates!



www.lamont-associates.com

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State of the Industry

- **Compression for availability in most cities**
- **Transient demand is still high**
- **Rates are still higher than prior to pandemic**
- **Hotels trying to hold firm on negotiating rate, concessions, F&B pricing, contractual clauses**

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Proposal Phase

- **Design detailed and strategic proposals**
Multiple years for buying power
 - **Multiple destinations for leverage**
 - **Flexible dates for better demand dates**
- **Take the time to follow up with hotels**
 - **We have time to follow up frequently**
 - **It takes more emails than ever before**
 - **We take HOURS off of clients schedules in follow up**
 - **More attention to negotiations**

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Proposal Phase cont.

- **Be strategic in your concessions and key items in the sourcing phase**
 - **Include key contractual requests**
 - **Outside AV**
 - **Special menus**
 - **Prioritize key concession**
 - **No credit card fees**
 - **Food item allowances**
 - **Special menus**

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Contract Phase

- Room block review
- Undisclosed Charges
- No embedded links
- Spell out all concessions - also write in NO resort fees and/or destination fees
- Limit/Cap all catering, AV pricing and Service fees/labor fees annually - even taxes if you can.
- No Lower rate verbiage
- Room Block Audit
- Economic Downturn
- No additional credit card fees for deposits and/or master account
- Outside AV allowance



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Partnership Opportunities

- **Outside AV provider**
 - **Key resource to save you \$\$ - largest % increase in many cases**
 - **Leverage outside provider for best pricing**
 - **Outside provider can work with in-house AV to create a win/win/win**
 - **Time savings in the planning phase**
 - **Often have newest equipment**
 - **Develop legacy relationships with the AV team you use**



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Partnership Opportunities

- **Housing and Registrations software/sites**
 - You control the process
 - Track rebates and CVB incentives
 - Increases capture percentages
 - Allows for sponsorship opportunities
- **Event Apps**
 - Sponsorship opportunity
 - Push notifications
 - Branding
 - Polling
 - Gamification
 - And more...



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Partnership Opportunities

- **On-site and Planner support**
 - **Staffing support (supplement existing client staff)**
 - **Knowledgeable**
 - **Flexibility in work experience**
 - **Registration/ BEO's/rooming lists/ Accounting support and more**
 - **An advocate for your program on-site**
 - **Manage deadlines, deposits, cut-off dates and more**



Partnership Opportunities

➤ Group Air support

Associations can utilize this service

- No fee to association itself
 - \$35 per ticket fee
 - 24-hour travel support
 - strategic destinations reporting and analysis for flight costs in advance
 - Discount options (depends on ticket class)
 - Better cancellation protection – KEY
 - Individuals get their points
 - Association get Biz Bonus points **
- Additional sponsorship opportunities



Specialty Group Services

➤ Group

- Lamont Cruises
- CSR Connections
- Group Air
- Dine Around services
- Meetings/Events only services (no rooms)
- Health and Wellness activities
- Speaker services
- Gift - A - Trip
- Specialty name tags (Jabbayak)
- Tradeshow services
- Promotional Products
- Golf Incentive and tournaments

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Questions?