

## May Meeting Recap

### "The Good, the Bad ... and the Unanswered"

*Terry McDonald, Tri Rentals*

Ever wonder what meeting planners are REALLY thinking? HSMIAI's May program was one no salesperson in the hospitality industry should have missed! Our panel of planning experts included **Patti Sacco**, President, Sacco & Associates, **Jamie Cook, CMP**, President of Strategic Meetings, Ltd., **Jodi Lee Beert, CMP** and **Kathi Overkamp, CMP**, Manager of Special Events for US Airways.

The discussion was facilitated by Linda Ruby, CHME, CMP of the Radisson Fort McDowell Resort & Casino. Some highlights:

*What are your pet peeves of suppliers i.e. hotel sales people?*

The 3 top pet peeves are: Ignorance of value of group, then time and efficiency of RFP's and third the necessity to negotiate with integrity.

*What's your insight on the current economic conditions?*

The consensus was that at this time the meeting planners have not slowed down in amount of meetings however there is a need in finding partners that are willing to work closer with them on pricing issues.

*How important is the Green issue?*

Doesn't factor in their decision making process.

*How important are site inspections?*

Meeting planners need to feel completely welcomed and treated with the utmost common courtesy; and all agreed that meeting the general manager is the best!

Finally most agreed that long term relationships inspired with honesty, trust and being upfront and fair will keep repeat business.

Thank you to our partners at the beautiful **Eagle Mountain Golf Club** who generously hosted and sponsored our meeting. For more information, visit <http://www.eaglemtn.com> or contact Bill Mesa at (480) 883-6319.



## May Meeting Photo Memories



Top Row: Kathi Overkamp, Jamie Cook, Linda Ruby and Pam Patterson.  
Bottom Row: Patti Sacco and Jodi Lee Beert



Kelly Murphy, Bill Mesa and Melanie Volkers



Pam Patterson recognizes Craig Smith from the Eagle Mountain Golf Club