

Conference Direct Event Planner 11/7/2018

I recommend that MGC use Conference Direct to find the venue in the District of our choice that meets our requirements and have them negotiate the contract for the 2020 MGC Annual Conference, as a test case. –Carol Brodbeck

Rationale:

- NGC is currently using Conference Direct for future NGC Annual Conventions and has found that using them saves thousands of dollars and recommends that states consider using them, also. They use Michelle Eggert at michelle.eggert@conferencedirect.com (Wisconsin) who worked in the hotel industry for years and knows how to negotiate with hotels. She seems very knowledgeable and definitely personable.
- A professional such as Michelle can help to cover all bases and either negotiate reasonable fees or see outside sources (e.g., A/V, reduced parking fees, security, etc.).
- They serve as a source to deal with the unexpected.
- It is getting increasingly difficult to find host clubs willing to take on such a responsibility and negotiating a contract is not always MGC members' strengths.
- Using them may reduce registration fees—making it more palpable for members to attend. May also reduce frustrations of having unexpected charges.

Key Points

- Can be used for meetings over 35 or up to thousands of attendees
- Must include a hotel overnight stay---Michelle's fee is paid by the hotel, not by MGC.