



January Meeting
Wednesday, January 4, 2006
Wyndham Garden, RTP
4:00 – 6:00 pm

The Life or Death of an RFP



Facilitator: Michelle Streath, Greenville Convention Center
Actors: Andrew Schmidt, Greenville CVB
Tammy White, Clyde Smith and Christina Ruotolo, Hilton Greenville



Meeting Planners: Have you ever gotten a proposal from a supplier and thought, where did they get this quote from? What are they thinking? Was this room rate pulled out of a hat? And can I get the magic eight ball they used?

Believe it or not, there is a rhyme and reason for what a supplier provides a meeting planner in the form of a proposal. Come to January's program and watch some of Greenville, NC finest actors share with you what suppliers go through on a daily basis: **Business Review**. After the skit, join the team in a lively discussion on why rates are what they are, why we charge rental, when is the best time to have a meeting and how to get the proposal you asked for. And we will even give some of magic eight balls away!!

Download registration form and get directions at the chapter's
website <http://www.ncsgmp.org/calendar>