



**Wednesday, March 14, 2011
11:30 a.m.-1:15 p.m.**

Red Lion Hotel Seattle Airport
18220 International Boulevard
Seattle, WA 98188
206.246.5535

RSVP
NEEDED BY
FRIDAY,
MARCH 9
PLEASE!

Hotel Negotiations **A Planner/Supplier Panel Discussion**

Panel Members:

- **Barb Gendron**, State Director of Sales Washington/Oregon, Red Lion Hotels
- **DeAnn Hartman, CMP**, Meeting Planner, Association of Washington Cities
- **Jesse Walker**, Education Program Assistant, Office of the Administrator for the Courts
- **Kristin Wood**, National Sales Manager, Skamania Lodge

Educational Topic:

A moderated discussion with between our panel members will explore the basics of hotel negotiations - including the keys to negotiating with confidence from both the supplier's perspective and the planner's perspective; the difference between negotiating *needs* and negotiating *wants*; the importance of flexibility at the negotiating table; and much, much more!

After the panel presentation, all meeting attendees will have an opportunity to participate in the discussion. Join us in March as we learn from each other and share best practices regarding this important skill.

9:30-11:15 a.m.	SGMP PNW Chapter Board of Directors' Meeting
11:30-11:45 a.m.	Registration and Networking
11:45 a.m.-1:15 p.m.	Lunch and Program

Our Community Service Partnership

PRISON PET PARTNERSHIP PROGRAM (PPPP) is a non-profit Washington State based organization. PPPP rescues and trains homeless dogs for persons with disabilities, while providing life-skills training for inmates at the Women's Correctional Facility in Purdy. Our chapter holds a raffle at each monthly meeting, with all proceeds going to PPPP. Tickets are \$1 each or six tickets for \$5. Chapter board members donate the prize each month.



PRISON PET PARTNERSHIP
PROGRAM

YWCA of Olympia-THE OTHER BANK has provided personal hygiene and household cleaning supplies to individuals and families in need in Thurston, Mason, and Lewis counties since 1986. ALL YEAR LONG > Please bring any of the following to ANY future meeting: Toilet paper, Tampons and Pads, Toothpaste and Toothbrushes, Deodorant, Shampoo, Bar soap, Powdered laundry soap, Dish soap, Razors and Shaving Cream, Diapers.

Raising \$\$\$ for the Chapter's Scholarship Fund

THE \$5 HOLLER

Donate \$5 take a minute to 'holler' about your property, update us on your association or company - or maybe a 'holler' about another SGMP member.

Please...RSVP no later than Noon on Friday, March 9 to:

Bobbi Barkley at bobbi.barkley@hilton.com

New Fees as of 7/1/2011:

Planner Member - \$20.00
Planner Guest - First meeting is complimentary
Planner Guest after first meeting - \$30.00

Supplier Member - \$30.00
Supplier Guest - \$40.00

Fees after the deadline or no-shows:

Planner - \$30.00
Planner Guest after first meeting - \$40.00

Supplier Member - \$40.00
Supplier Guest - \$50.00

Bring your payment with you the day of the meeting.

CASH OR CHECK ONLY

or

Send check prior to:

PNW SGMP
P.O. Box 6224
Olympia, WA 98507

Payable to

PNW SGMP

NO CREDIT CARDS.

Receipts will be provided at the meeting.

Please sign us up!

Name _____ \$ _____

Name _____ \$ _____

Guest _____ \$ _____

TOTAL DUE \$ _____

General Directions to the Red Lion Hotel Seattle Airport:

From I-5 North or South

Take Exit 152 (188th Avenue). Follow 188th Avenue to International Blvd and turn right. The hotel will be on the right 2 blocks down. Detailed directions are available on the hotel's website.

Future Dates—Mark Your Calendars!

April 11, 2012 *How to Boost Your Attendance* Olympia area
Speaker: Jocelyn Creighton McCabe, VP of Communications
Association of Washington Business

May 9, 2012 *AV Technology & Trends* Bellevue area
Speaker: James Toycen, Regional VP, Operations – WA & OR
PSAV Presentation Services

June 6, 2012 *A Year in Review* Olympia area
Annual Awards Luncheon
Speaker: TBD

July 11, 2012 *SGMP National Conference Recap* Seattle area
Speaker: TBD

Aug. 8, 2012 *Dress Your Professional Best* Olympia area
Speaker: TBD