

Contract Negotiations in Meetings Process

☒ Meeting Professionals International has posted a free on-demand webinar on contract negotiations involving meeting planning.

On its website, MPI says contract negotiations can be a daunting and somewhat overwhelming process. This webinar will take you through the common clauses of an event contract in working with meeting facilities as well as things to look out for, clarification on wording, and tips on how to make the entire process something to look forward to instead of fearing.

Objectives in the webinar include advice on how to learn what to ask for within your contract and how to get it through compromise, how to review what is negotiable and the relation to your meeting objectives, and how to review the top confusing clauses and better understanding of them.

Watch the webinar.