

AGENDA

Sales Committee Meeting

Wednesday, September 16, 2015, 3:30PM – 5:00PM



MCCVB Conference Room | 787 Munras Ave, Suite 110, Monterey, CA 93940

CALL TO ORDER

Welcome & Introductions

PUBLIC COMMENT

(This portion of the meeting is reserved for persons to address the Sales Committee on any matter not on the agenda but under the jurisdiction of the MCCVB Sales Committee. Committee members may respond briefly to statements made or questions posed. They may ask a question for clarification; make a referral to staff for factual information, or request staff to report back to the Committee at a future meeting but no deliberation may occur.)

MEMBER AND STAFF ANNOUNCEMENTS

CONSENT AGENDA

A. Minutes of the July 22, 2015 Sales Committee Meeting

Recommended action: Approve Minutes

B. Monthly Reports

Recommended action: Accept Monthly Reports

REGULAR AGENDA

A. MCCVB Leads

Recommended Action: Review current lead flow and rules around lead generation

B. Wedding Lead Ideas

Recommended Action: Review and discuss wedding lead options

C. July & August Pace Report & Hotel Scorecard

Recommended Action: Review the July & August Pace Report and Scorecard

D. Group Incentive Fund

Recommended Action: Continue discussion about creating a group incentive fund and the rules/guidelines around it

E. Good of The Order

Information: Comments from members of the Committee for the Good of the Order and possible recommendations for future committee items.

ADJOURN

NEXT MEETING:

Wednesday November 18, 2015 | 3:30 – 5:00 PM | MCCVB Conference Room