

Events

“Better Terms, Greater Outcomes: Negotiating Group Sales Agreements in 2025,” IMEX America 2025

October 6, 2025 Las Vegas, NV

[Melia A. Preedy](#) is a featured speaker at IMEX America 2025, the largest trade show for the global meetings, events and incentive travel industry. The conference convenes more than 15,000 participants and 3,500 exhibitors from over 150 countries, offering education, networking and business development opportunities for event professionals worldwide.

In her session, Melia will unpack the contract terms most likely to create exposure and explain how evolving regulations are reshaping negotiations. She will share strategies for strengthening protections, highlight approaches to drafting language that stands up under pressure and provide tools to help planners walk away from the table with agreements that safeguard their organizations.

For more details or to register, visit the IMEX America [website](#).

Featured People

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