Foster Garvey

Events

“Beyond the Fine Print: Negotiating Smarter Group Sales Agreements,” 2026 MPI Cascadia Educational Conference

February 9-11, 2026 Cle Elum, WA

Melia A. Preedy is a featured speaker at the 2026 MPI Cascadia Educational Conference, where she will address the contract realities shaping today's group sales negotiations. Her discussion takes a close look at how federal "junk fee" regulations are influencing resort and destination fees and how increased focus on data privacy and force majeure provisions is changing the way agreements are evaluated. She will examine the clauses that tend to carry the most weight in negotiations, including competitor clauses, rate guarantees and cancellation policies, and discuss how planners can better distinguish business terms from legal commitments when structuring group contracts.

For more information or to register, visit the MPI Cascadia website.

Featured People

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Related Areas

- Hospitality, Travel & Tourism

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