

Events

“Lessons Learned: Experiences from the Group Sales Trenches,” MPINCC Annual Conference & Expo

February 26, 2019 San Francisco, CA

Greg Duff’s interactive presentation will focus on issues and challenges recently encountered in connection with the drafting and negotiating of a variety of group sales contracts and the practical lessons learned.

Learner Outcomes:

- Identification of issues that frequently arise in current sales contracting and negotiating
- Identification and evaluation of contract solutions to address those issues
- Preview of group contracting in the future

This session has been approved by the Events Industry Council for 1.00 CE credit in CMP-IS: Domain D: Financial Management.

For more information, visit [Meeting Professionals International's website](#).

Venue information:

Moscone West
747 Howard Street
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Featured People

[Greg Duff](#)

[Principal|Seattle](#)

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