

AGENDA

Sales Committee Meeting

Wednesday, November 18, 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 September 16, 2015 Sales Committee Meeting

Recommended action: Approve Minutes

B. Monthly Reports

Recommended action: Accept Monthly Reports

REGULAR AGENDA

A. Trade Show & Sales Missions

Recommended Action: Review and discuss trade show and sales mission challenges and solutions.

B. September & October Reports

Recommended Action: Review the September & October Monthly Reports

C. MCC Update

Recommended Action: Nancy will review current progress of renovation, booking pace, and need periods.

D. GM Meeting

Recommended Action: Scott will review GM meeting sales items

E. DCI Winning Strategies Report

Recommended Action: Review DCI Research Study and discuss ideas from report

F. 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 January 20, 2016 | 3:30 – 5:00 PM | MCCVB Conference Room