

AGENDA

Sales Committee Meeting

Wednesday, July 22, 2015, 3:30PM – 5:00PM



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

CALL TO ORDER

Welcome & Introductions

PUBLIC COMMENT

MEMBER AND STAFF ANNOUNCEMENTS

CONSENT AGENDA

A. Minutes of the June 17, 2015 Sales Committee Meeting

Recommended action: Approve Minutes

B. Monthly Reports

Recommended action: Accept Monthly Reports

REGULAR AGENDA

A. 2016 July – Dec Tradeshow and Client Events

Recommended Action: Review the tradeshow and client event calendar for July – December of 2016 and agree upon recommendation to board.

B. SCS Programs & Services

Recommended Action: Marissa will review all SCS programs and services currently offered to clients.

C. June Pace Report & Hotel Scorecard

Recommended Action: Review the June 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. MCC Update

Recommended action: Nancy will give group an update on MCC renovation progress

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, September 16, 2015 | 3:30 – 5:00 PM | MCCVB Conference Room