



eCURRENT

A Monthly Digital News Communication for MPI D/FW Members



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2015 October Chapter Experience:



LEARN and LUNCH LEGAL FORUM

The MPI D/FW Chapter is excited to bring you an action packed day that is CMP Preferred Provider Approved. You can attend a one hour workshop and receive more advanced training on specific topics (two sessions available, running concurrently), and then join us for the lunch session for an interactive training session.

Space is limited so register early!

Workshop 1: Advanced Contract Issues: Going Beyond the Basics

Lead by Kelly Bagnall, Partner, Holland & Knight LLP, Dallas TX and James M. Goldberg, Esq., Goldberg & Associates PLLC, Washington D.C.

This workshop is designed for senior planners and other experienced contract managers.

The workshop will be facilitated by two leading hospitality industry attorneys, one representing the Meeting Planner side and one the Supplier side. Come ready to listen and learn about the following topics:

Disclosure of fees and policies

Compliance with laws, rules and policies

Insurance

Workshop 2: Recent Lawsuits and Legislation Affecting the Hospitality Industry

This session, lead by UNT Professor, Dr. Elliot A. Dubin, will include a wide variety of legal/operational issues that will be of most interest to supplier companies, including but not limited to Hotels GM's and Senior Staff, including Human Resources, Golf Club Managers, Special Event Venue Managers, Catering Companies and others suppliers. Come ready to take notes, ask questions and learn best practices that could

save you money and time.

LUNCHEON – POINT COUNTER-POINT DEBATE

In our 45-minute luncheon discussion, two leading hospitality industry attorneys, one representing the Meeting Planner side and one the Supplier side, will debate some of today's most popular Hotel Group Contract issues. Come ready to listen and learn, and to ask some of your most burning questions about group contract negotiations. This session will be lead by Kelly Bagnall, Partner, Holland & Knight LLP, Dallas TX and James M. Goldberg, Esq., Goldberg & Associates PLLC, Washington D.C.

Discussion Topics include:

Force Majeure

Termination v. Partial Performance Issues

“Emergencies” v. “Situations beyond the control of the parties”

“Illegal or Impossible” v. “Commercially Impracticable”

Cancellation

Concept of liquidated damages

Profit vs. gross

Ancillary revenue

Recoverable damages if hotel cancels



CIC/CMP Clock Hour Credits:MPI D/FW has applied for your time spent at this experience to count toward your earned clock hours. If approved, we will send your email address to CIC for them to track the credits which we will submit on your behalf. We provide this service at no cost to you.

If you do not want us to provide this service, you must opt-out when you register. If you want this free service, make sure the email address you are using today is the same as the one you used or will use on all CIC applications and correspondence.

We will inform you when the clock hour application is approved or not approved.

When: Thursday, October 22, 2015

Where: Hotel InterContinental Dallas, 15201 Dallas Pkwy, Addison, TX 75001, USA

Time: 10:15 AM – 11:15 AM – Workshop 1: Advanced Contract Issues: Going Beyond the Basics, Lead by Kelly Bagnall, Partner, Holland & Knight LLP, Dallas TX and James M. Goldberg, Esq., Goldberg & Associates PLLC, Washington D.C. – Laliqne II Room

10:15 AM – 11:15 AM – Workshop 2: Recent Lawsuits and Legislation Affecting the Hospitality Industry, Lead by Dr. Elliot A. Dubin – Le Gala Room

11:00 AM – 11:30 AM – New Member Orientation – Colonnade A Room

11:00 AM – 11:30 AM – Mentor Café – Colonnade B Room

11:00 AM – 11:45 AM – Registration/Networking/Supplier Showcase – Crystal Ballroom

12:00 PM – 1:30 PM – Luncheon and Program: Point-Counterpoint Debate with Kelly Bagnall, Partner, Holland & Knight LLP, Dallas TX and James M. Goldberg, Esq., Goldberg & Associates PLLC, Washington D.C. – Crystal Ballroom

Early Bird Registration Fees:

MPI Member: \$35.00

Non-Member: \$45.00

MPI Student Member: \$25.00

EARLY BIRD REGISTRATION CLOSES at 5:00 PM on Thursday, October 8, 2015

Advance Registration Fees:

MPI Member: \$40.00

Non-Member: \$50.00

MPI Student Member: \$25.00

Reserved Table of 8: \$280.00

ON LINE REGISTRATION CLOSSES on Monday, October 19, 2015 at 5:00 P.M.

Walk-in registration will be taken for this program on a first-come, first served basis if seating is available.

Walk-In Fees: MPI Member: \$55.00; Non-Member: \$65.00; Student: \$35.00

Pre-Payment by Credit Card is required.



For additional information please contact the Chapter Office at info@mpidfw.org

PARKING: Complimentary Self Garage Parking

Pssst.. you won't want to miss this event, attendees will be eligible to win a prize from our sponsors - unforgettable trip to Prague! Come meet our guests from one of the most beautiful European destinations:



[Liberty Incentives & Congresses](#)
[Prague Congress Centre](#)
[La Bohème DMC & Incoming Tour Operator](#)
[Hilton Prague](#)
[Vienna International Hotels & Resorts, Czech Republic](#)
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MINNIE'S FOOD PANTRY

The MPI D/FW CSR Committee will be collecting donations of instant potatoes to help Minnie's Food Pantry reach their 2015 Thanksgiving Dinner goal. Minnie's Food Pantry is the beneficiary of our Q3 CSR Project. For more information, contact VPLeadership@mpidfw.org



Our October Chapter Networking Experience will be a fun filled experience!

Friday night fun and networking with the MPI family on the lake. Experience the hotel and sail the lake before you bring out your next group.

When: Friday, October 16, 2015

Where: Hilton Dallas/Rockwall Lakefront, 2055 Summer Lee Dr, Rockwall, TX 75032, USA

Time: 6:00 pm-7:00 pm – Drinks and food in the hotel. (guests receive drink tickets and

cash bar afterwards)

7:00 pm-8:00 pm – Sail with Scott (food and beverages provided by hotel)

8:00 pm – Dessert in hotel.

Advance Registration Fees:

MPI Member: \$25.00

Non-Member: \$45.00

MPI Student Member: \$30.00

Walk-in registration will be taken for this program on a first-come, first served basis if seating is available.

Pre-Payment by Credit Card is required.

ON LINE REGISTRATION CLOSES on Monday, October 12, 2015 at 5:00 P.M.

[Click Here](#) for more details



Join your MPI Sales Blitz Team to Get your Foot in the Door!

Don't miss this unique opportunity to secure face-to-face appointments with up to 15 planners over a three day period. Participants from our last sales blitz are still raving about the return on their investment as many of them secured substantial pieces of business from their participation! Space is limited and the slots are filling up quickly! This is one Chapter event you do not want to miss! [Click Here](#) for more information!



Save the Date: 2015 November Chapter Experience

This is an event you will not want to miss!

Our keynote speaker, Anne Grady will present excellent leadership tips that each of us can use in our day-to-day work and personal lives. Be sure to register early to take advantage of the early bird rate!

What do the following have in common?

- a) Competing priorities
- b) Unclear expectations
- c) Cranky co-workers

All of these run the risk of sabotaging our success. Leadership is the art of successfully influencing others to act and may be demonstrated at any level of the organization. Great leaders build relationships, play to people's strengths, and positively influence others, regardless of their title or status in the organization.

Get ready for a dynamic, fun, and interactive session that will provide tools to create buy-in, gain support for your ideas, and be the person people want to follow.

What's In It For YOU:

- Identify current leadership best practices
- Build leadership presence and credibility
- Leverage individual and team strengths
- Tap into the unique strengths and motivators of others
- Modify behavior styles to maximize communication effectiveness
- Influence others to action
- Utilize emotional intelligence to build connections and strong relationships

When: Thursday, November 19, 2015

Where: Sheraton Dallas Galleria
4801 Lyndon B Johnson Fwy
Dallas, TX 75244

Time: 11:00 am - 11:30 am - New Member Orientation & Mentor Café
11:00 am - 11:45 am - Registration & Networking
12:00 noon - 1:30pm - Luncheon and Program

MPI Member: \$35 early bird; \$40 Advanced; \$55 Walk In

Non-Member: \$45 early bird; \$50 Advanced; \$65 Walk In

Student: \$25 early bird; \$25 Advanced; \$35 Walk In

Reserved table of 8: \$280

Walk-in registration will be taken for this program on a first-come, first served basis if seating is available.

Pre-Payment by Credit Card is required.

PARKING: Complimentary



Don't miss the opportunity to participate in our supplier showcase during the October Educational Monthly lunch. \$500 gets you a booth in the networking area of the event and 4 weeks of advertising exposure and one registration to the event. Contact dirfinance@mpidfw.org to sign up now!



Thank you to Discover Los Angeles and Dana Williams for sponsoring our September Monthly event! It was great to learn about all the great ways that she can partner with us to bring business to her city. AND, we loved hearing about all the great neighborhoods in Los Angeles! #webuympi #discoverla @discoverla #allinmpidfw Don't wait to contact Dana for your next opportunity for Los Angeles!



Name Michelle Carter, CHSP

Business Name w link to website [Gaylord Hotels](#)

Title Senior Group Sales Executive

Phone 972-394-7929

Email address mcarter@gaylordhotels.com

Tell us about your job - Working with both Corporate and Association Planners out of Texas, Oklahoma, New Mexico and Colorado to bring their meetings of 1,000 peak or greater to Gaylord Hotels

How long have you been a member? 25 years

Tell us about your most memorable experience being a part of MPI – Serving on the Board of Directors from 1993-1997, it was such a great learning experience both professionally and personally. Many of my dearest lifelong friends are those who I served

with on the MPI DFW Chapter Board.

What do you love about Dallas? There is such a variety of things to do, shopping, dining, sports and going to the spa of course .

Who would play the role of Michelle in your movie? Hum, good question. If I had my way it would be Michelle Pfeiffer or Kim Basinger.

What would you do if you weren't doing your current job? I would love to be a travel writer.

What do you do outside of MPI and your work? Work out, travel, movies, music, love to try new restaurants and go to the spa .

Members on the Move



Mark Stinson Stokes has joined the nation's largest LGBT Media company, Voice Publications, as their new Conference & Events Director. As director of the meetings division, he will oversee the development and production of the organization's LGBT consumer and B2B conferences, including the local bi-annual DFW LGBT Wedding Party & EXPO and the national LGBT Family Life Conference. Voice Publications is best known for their weekly LGBT community newsmagazine, Dallas Voice, which has been distributed in five North Texas counties since 1984, as well as an annual Dallas visitors guide, OUT in North Texas.



ATLANTIC CITY, N.J., Sept. 18, 2015 /PRNewswire/ -- Caesars Entertainment Corporation officially opened on Thursday, September 17th its Waterfront Conference Center at Harrah's Resort Atlantic City. The \$125.8 million center's grand opening was celebrated with a ribbon cutting, fireworks and customer event. The Harrah's Waterfront Conference Center has already booked meetings and conventions through 2019.

Harrah's Resort Atlantic City is an indirect subsidiary of Caesars Entertainment Corporation (NASDAQ: CZR).

Due to the addition of the conference center, there has been an increase of 90,000 advance room bookings for the upcoming 12 months at Harrah's Resort Atlantic City, compared to 7,000 advance room bookings for the previous 12 months.

The 97 confirmed meetings to date include Bradley Caldwell, Rita's Italian Ice and Meeting Professionals International's 2016 World Education Congress.



The city has entered “serious negotiations” with a developer to bring an MGM Grand operated hotel to Arlington’s entertainment district. If a deal is struck, a 750-room upscale hotel could be built on city-owned land west of the Arlington Convention Center and north of Globe Life Park in Arlington. The city declined to name the developer, but sources at City Hall have confirmed that MGM Grand would operate the hotel and possibly the convention center. Mayor Robert Cluck said Thursday that he’s feeling confident about the latest deal, which is expected to start with 750 rooms and eventually expand to 1,000. “I feel very positive. I think we’re closer than we’ve ever been. We’re

having regular meetings,” he said, declining to name the developer. “The people we’re dealing with now are the real thing. This firm has built hotels all over the Metroplex.

They do a first-rate job.”

<http://www.startelegram.com/news/local/community/arlington/article15464147.html#storylink=cpy>



Elyse Andersen Meeting Professionals International

Paul Cathey AT&T Performing Arts Center

Carolyn Colon-Johns CYC & Associates

David Fatheree AV Concepts Inc

Jim Ferris Breakout Technologies

Greg Lambert PrimeLending

Khadija Shahid

Nancy Shyi OrgSync, Inc.



November 2015
December 2015
January 2016



 **DALLAS/FORT WORTH CHAPTER**
MEETING PROFESSIONALS INTERNATIONAL

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