

“Planning for The Future”



| REGISTRATION NEEDED | Chapter Meeting Notice |
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| By Friday, April 6, 2018 (Note: late cancellations will be billed for lunch) To SGMP Gmail <i>Payment can be mailed in advance or taken at door.</i> | Wednesday, April 11, 2018 11:30 a.m. – 1:15 p.m. Washington Cities Insurance Authority 320 Andover Park East Tukwila, WA 98188 |

Are you getting the best bang for your buck? Understanding Revenue Management.

Donya Alward; Director of Revenue Strategy for RLHC will give us a behind the scenes explanation of why hotels quote the way they do. We will learn about length of stay patterns, the importance of flexibility when looking for a venue, peak season and shoulder seasons and so much more! You will also have the opportunity to ask questions and uncover ways to get more with less. Don't miss this opportunity!

Please note:

- This program is eligible for one contact hour in Financial and Contract Management.
- Attendance at this event constitutes your permission to the Pacific Northwest Chapter SGMP to use your name and photographic likeness on the PNW SGMP Facebook page and informational displays and for other lawful purposes, unless you inform us in writing that you prefer to opt out.

Meeting Agenda

11:30 a.m. – 11:45 a.m. Registration and Networking

11:45 a.m. – 1:15 p.m. Lunch and Program: **Understanding Revenue Management**

Directions from I-5 Southbound/Northbound

From I-5 North: Merge onto I-405 N via EXIT 154A on the LEFT toward RENTON. Take the WA-181 S/W. VALLEY HWY. exit, EXIT 1, toward TUKWILA. Keep RIGHT at the fork to go on W VALLEY HWY/WA-181. Turn RIGHT onto STRANDER BLVD. Turn LEFT onto ANDOVER PARK East. The 320 Building is on the left; turn in the drive way before the railroad tracks.

From I-5 South: Take Exit 153 toward Southcenter Parkway & Mall. Take the SOUTHCENTER PKWY SOUTH ramp toward TUKWILA. Keep right to take the SOUTHCENTER PKWY S. ramp toward Tukwila. Merge onto SOUTHCENTER PKWY. Turn LEFT onto STRANDER BLVD. Turn RIGHT onto ANDOVER PARK EAST. The 320 Building is on the left; turn in the drive way before the railroad tracks.

Registration Instructions

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| Planner Member | \$20.00 | Please bring your payment with you the day of the meeting (CASH, CHECK, or CREDIT CARD) or Mail check with attached registration form prior to the meeting to: SGMP PNW • P.O. Box 98213 • Des Moines, WA 98198 Payable to SGMP PNW |
| Planner Guest | First meeting is complimentary | |
| Planner Guest after first meeting | 30.00 | |
| Supplier Member | \$40.00 | |
| Supplier Guest | \$40.00 | |
| No shows will be billed at their full registration fee | | |

Please RSVP by Friday, April 6, 2018 to:
pacificnwsgmp@gmail.com.

PLEASE indicate any dietary restriction with your RSVP

Washington Cities Insurance Authority
320 Andover Park East
Tukwila, WA 98188

Raising \$\$\$ for the Chapter Education Fund

The \$5.00 Holler

Take a few minutes to 'holler' about your property, update us on your association or company, or maybe a 'holler' about another SGMP member or something exciting that is happening in your life.

Our Community Service Partnership

Ronald McDonald House Charities

RMHC of Western Washington & Alaska provides support to families with seriously ill children. When you donate, you help ensure these families can be together near the hospital and their child's medical team during this difficult journey.

A donation to the Ronald McDonald House means families can focus on getting their child the care they need. Your gift provides the essentials for families, so they do not have to worry about where to stay, what to make for dinner, or buying everyday supplies.

THIS MONTHS REQUESTED DONATION— Paper Towels and or Toilet Paper

INCENTIVE: For your donation you will receive a **FREE** door prize ticket.

Mark Your Calendar!

May 9, 2018

Topic – Using AV Successfully

Location: Governor House Olympia, WA

June 13, 2018

Topic: Year in Review "Jeopardy"

Location: L&I Building Olympia, WA