

Best Practice: No Fee Hotel Site Selection & Hotel Contract Negotiation

When tasked with finding the best-fit hotel for your next offsite meeting, please consider engaging our hotel site selection partner, HelmsBriscoe. They have partnered with us on various INBRE and NISBRE symposiums, by helping us source and secure hotel contractual arrangements that are in line with our budget and our programs' needs. Their partnership has taken the guesswork out of choosing an appropriate hotel for our programs.

With 900 associates throughout the US, HB's scope can handle our hotel needs, no matter the market size, or the size of program --- whether it's a 10 person board meeting or a 1,000 person symposium.

And, most importantly, there is no need to budget for their site selection or contracting services, as they are paid a placement fee *from whatever hotel* earns the business. We do not pay for their services. Hotels do.

Given their volume of bookings in the industry, (\$1Billion + *annually* in sleeping room revenues); HB is routinely granted rates that are lower than we could get on our own....and those competitive rates are passed along to us.

Along with competitive rates, the experts at HB also help ensure our arrangements with the host hotel are fair and feature concessions that are in line with our needs.

The account manager for us within HelmsBriscoe is Dan Gassel. His contact information is here:

Email: dgassel@helmsbriscoe.com

Phone: 913-766-5776 (CST)

Cell: 913-660-5914

Link to profile and new Meeting Request: [HB INBRE NAIPI Meeting Request](#)

Dan and his team at HB are eager to partner with us. They focus on their core business of hotel site selection and contracting, so we can focus on ours, including our programming and our students and faculty.

Additionally, HB can help provide full meetings management, including housing & registration, and onsite management as needed. Please contact Dan's team for details.