



HOTEL SITE SELECTION SPECIALISTS

800-918-8444

WHAT IS A HOTEL SITE SELECTION COMPANY?

Site selection companies are organizations dedicated to identifying and securing the best property for a given convention, meeting or incentive program. They will collect as many proposals as necessary, sort through them and present you with a list of viable options. Typically, site selection companies are made up of people who have worked in the hotel industry for an extended length of time and are able to advise and make recommendations to planners based on that experience.



WHY 21ST CENTURY GROUP?

21st Century Group was founded in 1994 and has been actively engaged in hotel site selection ever since. Initially, the company specialized in Hawaii but today with offices throughout the U.S. we operate worldwide. Most of our current staff has been with the company for a minimum of five years and all of them are destination experts.

The company has placed hundreds of programs throughout the world. Hotels know us as a credible entity and our history with them assures favorable pricing. Once you've made a decision on a property we can also provide assistance with local vendors such as destination management, activity and transportation companies.

In recent years we have been able to provide more and more planners with guidance regarding attrition situations and meeting cancellation penalties. For more information on either of these two subjects, please visit our website.

WHAT CAN 21ST CENTURY GROUP DO FOR YOU?

Throughout the selection process there are a number of services provided, however, you remain the hotel's client and operator of the program. 21st Century Group serves as the initial contact with the property right up until it is time to sign the contract or you say otherwise. Our services are designed to save you time and money—especially in the early stages of planning a program. Service highlights are listed below.

Make initial contact with properties.

Collect proposals or have them sent directly to you.

Provide a summary of proposal highlights.

Make qualified recommendations.

Arrange site inspections.

Negotiate comp concessions, meeting space rental, staff rooms, suite upgrades etc.

Contract review, deposits, rooming lists, cut-off dates, meeting space, **minimize attrition and cancellation penalties.**

What type of organization uses 21st Century Group?

Organizations with planners who run their own programs but are constrained by time or staffing are ideal candidates for our services.

FAQ'S

- Q. How is 21st Century Group paid?
- A. Payment for 21st Century Group services is direct from hotels and varies in form. It is usually an override on actualized revenue or commission, although in some cases we are on retainer or hired for specific projects.
- Q. Does it cost any more to utilize your services than if I go direct?
- A. No, and here's why. Hotels are more interested in winning your business than they are concerned about paying us any fees. In addition, properties know exactly who they are competing with and thus provide the most competitive rates without regard to any fees or commissions.

MISSION STATEMENT

Our mission is to match group travel buyers with the best suppliers for their programs and do it in an expedient and efficient manner.



WORLDWIDE MEETINGS MADE EASY!

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