

HOTEL SITE SELECTION

U.S. SPECIALISTS

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 YOU SHOULD CONTACT 21ST CENTURY GROUP

21st Century Group was founded in 1994 and has been actively engaged in hotel site selection ever since. Most of our current staff has been with the company for a minimum of seven years and all of them are experts in every major U.S. destination including city properties, resorts and airport facilities.

Every year the company places hundreds of meetings throughout the U.S. Hotel operators know us as a credible entity and our history with them assures favorable pricing. Once a decision is made on a property we can also provide assistance with local vendors such as destination management, activity, entertainment and transportation companies.

Finally, we are familiar with **U.S. hotel contracts, fee schedules, F&B requirements, reservation procedures, attrition schedules** and other elements of booking a U.S. meeting. It is in *our* best interest to make sure that these contracts are fairly written and we will represent *your* best interest as negotiations proceed.

What type of organization uses 21st Century Group?

Organizations with planners who run their own programs but may not be familiar with U.S. destinations, facilities and hotel contracts.

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 operate the program. You sign the hotel contract and all financial arrangements are between you and the hotel. 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 based on your needs.

Arrange site inspections.

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

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

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.



U.S. MEETINGS MADE EASY!

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