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# Meetings Quest<sup>®</sup>

## Event Security and Hotel Contract Negotiation Take Center Stage at Meetings Quest in Atlantic City

**Expert presenters will provide insights on key elements of  
successful events when Meetings Quest is held in Atlantic City June 28–29**

Meetings Quest will address two of the hottest topics impacting meeting planners when it is held June 28–29 in Atlantic City, New Jersey. Hosted by Meet AC, Meetings Quest is the nation's longest-running series of educational and networking events for meeting planners and will be held at the Borgata Hotel, Casino & Spa.

In the first educational session, "Your Market, Your Contracts and How You Negotiate Them," Jonathan Howe—founding partner of Howe & Hutton and general counsel for Meeting Professionals International—will discuss the key elements that need to be considered when negotiating hotel contracts. As if negotiating hotel contracts was not complex enough, meeting planners must be mindful of other contractual considerations such as those related to group activities. Equipped with Howe's expert insights, attendees at Meetings Quest will learn to navigate beyond the "contracts" maze. Howe's session will address some of the overlooked—and often misunderstood—contract clauses that meeting planners need to understand. Howe will also reveal what clauses meeting planners may want to leave out as well as those that they need to include.

Event safety has become a top priority for meeting planners as travelers' concerns are heightened by ongoing terrorist and security threats. A second educational session, "Crisis Management and Event Security," will feature Steven Hacker, the former president of the International Association of Exhibitions & Events. Hacker will provide an overview of the steps to take when organizing an event and will detail available resources for appropriately planning for the safety and security of attendees. He will also discuss how to respond should an event be affected by a crisis.

Meetings Quest in Atlantic City will also include an Opening Celebration on the city's iconic Boardwalk, a keynote address by seven-time Olympic medalist Shannon Miller and an afternoon appointment-based expo.

For further information, visit [MeetingsQuest.com](http://MeetingsQuest.com) or call (877) 577-3700. Click [here](#) to watch the Meetings Quest video overview.

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For further press information or to request credentials to cover Meetings Quest, please contact [jlee@ntmlc.com](mailto:jlee@ntmlc.com) or (877) 577-3700.

### About Northstar Travel Group

**Northstar** is the owner of well-known brands including Travel Weekly, TravelAge West, Business Travel News, Successful Meetings, Meetings & Conventions, Travel Weekly China, Incentive, M&C China and SportsTravel. The company produces the annual TEAMS Conference & Expo and more than 50 face-to-face events in 13 countries in retail travel, corporate travel, travel technology, and the meetings industry. In addition, Northstar owns Phocuswright, the leading research, business intelligence, and event producer serving the fastest growing segment of the travel industry, online travel distribution. Northstar is also the majority shareholder in Inntopia, the leading SaaS e-commerce software provider serving the mountain destination, activities, and specialty destination travel markets.

### About Meet AC

Meet AC, Inc. was officially formed as a 501(c)(6) organization on June 23, 2014. Prior to its formation, the Meetings and Convention sales and marketing group was operating under the Casino Reinvestment Development Authority (CRDA). **Meet AC**, a tourism economic development agency, focuses on three primary objectives: sales, marketing and services.



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