



MEETINGS MADE
EXTRAORDINARY

MEET ALEXANDRIA GROUP SALES

Your Partners at Your Service

EXTRAORDINARY

Alexandria



Lorraine Lloyd

Sr. VP Sales

Executive Committee & Sales Team Leader

Marketing & Budgeting

International Tour & Travel

Board Reporting



Carla Bascopé – Hebble

Destination Sales Manager

Specialty: Association | Corporate (East Coast | Southeast | Washington DC A- M)

Membership Affiliation: PCMA



Robin Roane, CTE, HMCC, CMP

Senior Sales Manager

Specialty: Association | Corporate, (Midwest-West Coast | | Washington DC N - Z)

Membership Affiliation: MPI

Potomac Chapter

Project Lead: HB Valued Partner Program | Events Industry Council



Jen Deluca

Destination Sales Manager

Specialty: Government | LGBT SMERF | Tour & Travel | International

Membership Affiliations:

AMPS | SGMP

Project Lead: Wine & Wisdom Wednesday

Alexandria, Ideal for Executive to Mid-size Meetings



Get out of the hustle & bustle of big downtowns. In Alexandria, small to mid-size meetings are always a big deal!

Top 5 Best Small City
in the U.S.
Condé Nast Traveler
Readers' Choice Awards
2018

#1 BEST VALUE U.S.
TRAVEL DESTINATION
2018 MONEY magazine



CONVENIENT CAPITAL LOCATION

Within eyesight of Washington, D.C. & National Harbor
Minutes to Reagan National Airport

Accessible & Affordable

3 Airports/Lift & Carriers

4 Metro Stops

AMTRAK & VRE

Water Taxi to DC

Meeting Deals & Discounts

ALX Extra Perks

15% Discount on Attractions/Services

Transportation

PREMIER HOTELS & UNIQUE VENUES



- Walking distance to restaurants, shops & waterfront
- Metro access or shuttle to airport or Metro





Things to Do

A walkable mile recognized as one of the “Great Streets” of America with over 200 restaurants, boutiques, art galleries and intimate museums. Unique and plentiful off-site activities for groups or on own.

[Top 10 Reasons to Choose Alexandria](#)

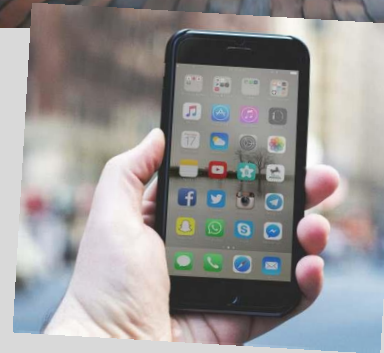
Visit Alexandria Planner Services

- Restaurants & Dine-arounds
- Off property events, tours & activities
- Team Building & CSR Activities
- Transportation & Vendor Recommendations
- Attraction & Services Discounts
(Extraordinary Meeting Partners)
- Maps & Visitors Guide
- Tailored Site Inspections/Virtual Tours
- Official Welcome letters
- Extraordinary You Benefits



Planner Promotional Tools

- Promotional Videos & Virtual Reality Experience
- Custom-tailored Social Media Posts through Visit Alexandria
- Image Gallery
- Digital Visitor Guide
- Print Brochures, Guides & Maps
- Custom Welcome Webpage
- Attendee Free Time
- Stay an Extra Day



Attendee Free Time

If you have an hour or two or stay a day late, there is plenty to do in Old Town and around the region.

[Learn More >](#)

Selling Tools For You To Use



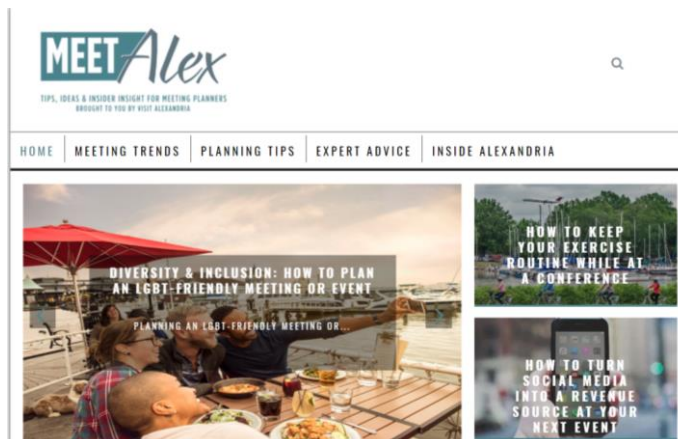
- [Videos](#)
- [Image Gallery](#)
- [Informational PDFs](#)
- [ALX EXTRA PERKS](#) (participating hotels)
- Full service Visit Alex sales team
- Keep in the “Know” & *follow us at:*



GET CONNECTED with Sales Team on LinkedIn

Working Together – Partners!

- Meetings Made Extraordinary Program
Extraordinary Site Inspections & Extraordinary You!
- [Tradeshows | Joint Sales Calls](#)
[Client Events | Sponsorships](#)
- [MeetAlexandriaVA](#) listings
- Follow [MeetAlex](#) blog



FY2020 Meeting Initiatives

Contact Us to Learn More

- Executive Leadership Opportunities Campaign
- ALXNetWorks & CVB Reps partnerships
- Monthly WWW *Speed* Fams
- Quarterly Feeder Cities Sales Missions
- 2020 Alexandria Wedding Showcase (tentative)
- Cvent Advertising & Procedures
- EIC Educational Webinars
- M & C Marketing and Advertising

