



**DATE:** Thursday, October 20, 2016  
**TIME:** 11:00 AM to 11:44 AM  
**LOCATION:** Founders Room, US Bank

## **MEETING AGENDA**

### **GROUP SALES COMMITTEE MEETING**

#### **AGENDA DETAILS**

- I. Welcome and Introductions – Cathy Miller
- II. Review Groups Co-op Marketing Quarterly Results – Cathy Miller
- III. RFP/Leads and booked business status – Cathy Miller
  - Please close the circle on leads with me and the groups and event planner
  - Continue to provide booked business reports on groups produced from Chamber/Visitors Bureau's RFP's
- III. New/Old Business
  - Distribute co-op materials needed to each partner
  - Reminder: please post fall groups specials and packages
  - Business roundtable: Status of late fall/winter group bookings, news
- IV. Future meetings:
  - November 10 and 11: Huntington Beach (Annual Marketing Conference)
  - December: NO MEETING
  - January 19, 2017

**Mission:** To attract visitors and advocate for commerce on Catalina Island.