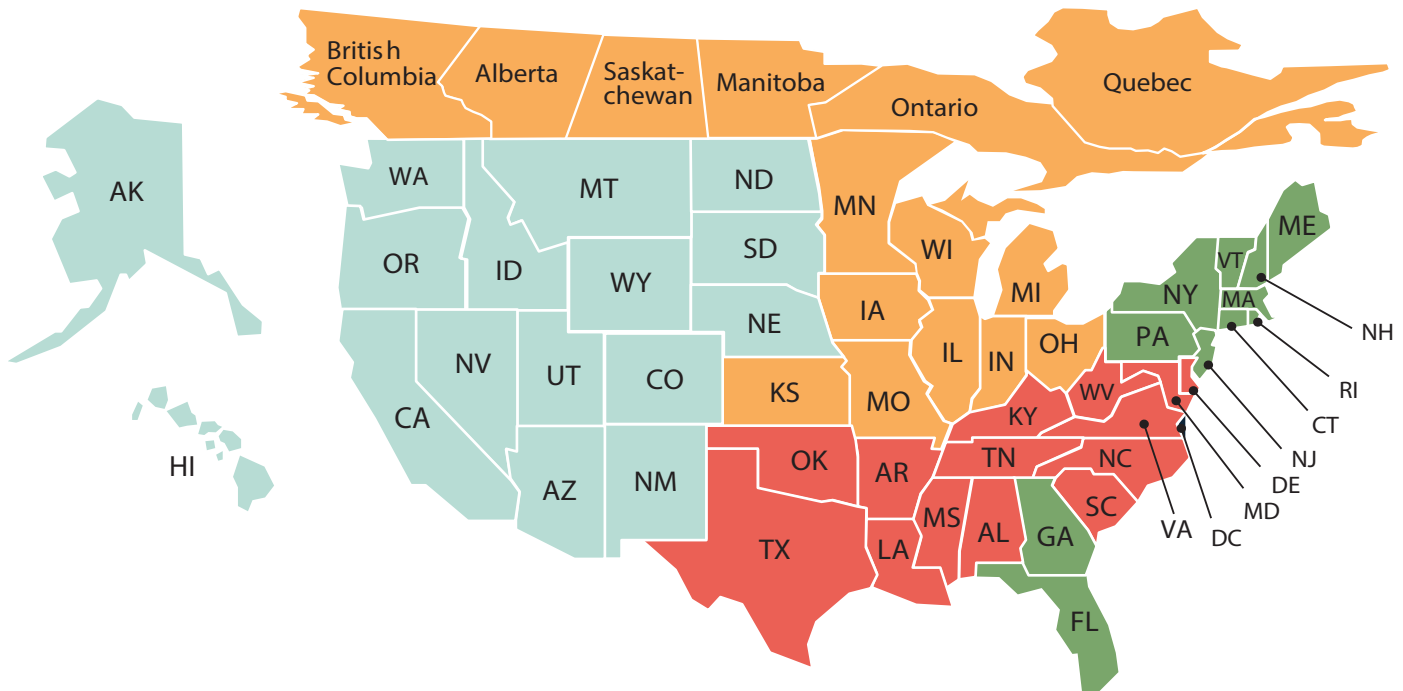


# HOTEL & RESORT TEAM



**LORNE EDWARDS**  
**Chief Sales Officer**  
 602-452-6210  
 ledwards@visitphoenix.com

**RONNIE COLLINS**  
**Director of Sales**  
 602-452-6215  
 rcollins@visitphoenix.com

**DEB LAHTI**  
**Director of Hotel & Resort Sales**  
 Mega Events & Key Accounts  
 Vertical: Large-Scale  
 Sporting Events  
 602-452-6220  
 dlahti@visitphoenix.com

**KATIE FLATEN**  
**Manager of Sales Events**  
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**JOHN YOUNG**  
**National Sales Coordinator**  
 602-452-6222  
 jyoung@visitphoenix.com

**CAITLIN SHAFFER**  
**National Sales Manager**  
Territory: West Coast U.S.  
 76+ peak rooms  
Vertical: Fraternal  
 10+ peak rooms  
 602-452-6212  
 cshaffer@visitphoenix.com

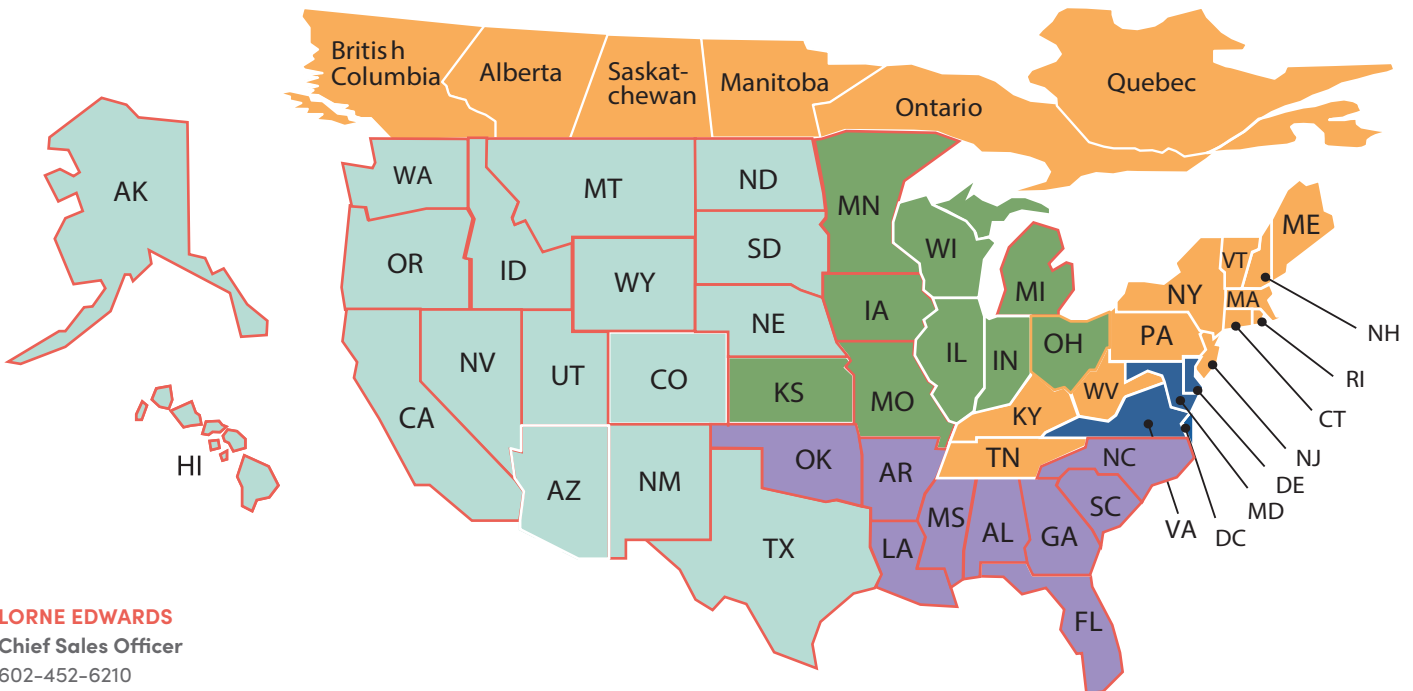
**JULIE NICOLAZZI, CMP**  
**Director of National Accounts**  
Territory: Midwest U.S.  
 76+ peak rooms  
 Canada  
 10+ peak rooms  
 602-452-6218  
 jnicolazzi@visitphoenix.com

**DEB LAHTI**  
**Director of Hotel & Resort Sales**  
Territory: Northeast U.S., Florida  
 & Georgia  
 76+ peak rooms  
 All International except  
 for Canada  
 10+ peak rooms  
 602-452-6220  
 dlahti@visitphoenix.com

**MARK METCALFE**  
**Director of National Accounts**  
Territory: Southeast U.S., Mid-  
 Atlantic U.S.  
 76+ peak rooms  
Vertical: IMN Solutions Accounts  
 10+ peak rooms  
 202-459-4481  
 mmetcalfe@visitphoenix.com

**KYLE OSTERBERG**  
**Sales Manager**  
Territory: U.S. Nationwide  
 Small Meetings  
 10-75 peak rooms  
Vertical: Non-Convention Sport  
 & Non-Convention Religious  
 10+ peak rooms  
 602-452-6217  
 kosterberg@visitphoenix.com

# CONVENTION CENTER/CITYWIDE TEAM



**LORNE EDWARDS**  
**Chief Sales Officer**  
 602-452-6210  
 ledwards@visitphoenix.com

**RONNIE COLLINS**  
**Director of Sales**  
 House Accounts  
 Rock & Roll Marathon  
 Fan Fusion  
 Major Legacy Events  
 602-452-6215  
 rcollins@visitphoenix.com

**KATIE FLATEN**  
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 mhidalgo@visitphoenix.com

**JOHN YOUNG**  
**National Sales Coordinator**  
 602-452-6222  
 jyoung@visitphoenix.com

**DONN OSWALD**  
**Director of National Accounts**  
Territory: U.S. Nationwide  
Corporate accounts:  
 AK, HI, WA, OR, ID, MT, WY, ND, SD, NE, CA, NV, UT, CO, NM, TX, KS, MN, IA, MO, MI, OK, AR, LA, MS, AL, GA, SC, NC, FL, DE  
Vertical:  
 Religious, Fraternal, Hobby  
 602-452-6219  
 doswald@visitphoenix.com

**AMANDA "AJ" ARNETT**  
**Director of National Accounts**  
Territory: West Coast and Central U.S.  
Association accounts:  
 AK, HI, WA, OR, ID, MT, WY, ND, SD, NE, CA, NV, AZ, UT, CO, NM, TX  
Corporate account: AZ  
Key Accounts: Mid States and ALL Arizona Accounts  
 602-452-6214  
 aarnett@visitphoenix.com

**MICHELE LAWRIE**  
**Director of National Accounts**  
Territory: Midwest U.S.  
Association accounts:  
 MN, IL, IN, OH, MI, IA, MO, KS  
Corporate accounts:  
 IL, IN, WI  
Key Accounts: Smith Bucklin  
 312-216-8777  
 mlawrie@visitphoenix.com

**CHRIS ROBERTSON**  
**Director of National Accounts**  
Territory: Canada and Northeast U.S.  
Corporate accounts:  
 TN, KY, WV, PA, NY, NJ, VT, MA, CT, RI, NH, ME, OH  
Vertical: All International, Sports  
Key Accounts:  
 Sports Inc., Cardiovascular Research Foundation, Volleyball Festival  
 602-452-6221  
 crobertson@visitphoenix.com

**KAREN MORRIS, CMP**  
**Director of National Accounts**  
Territory: Mid-Atlantic U.S.  
Association accounts:  
 DC, MD, VA, DE  
Corporate accounts:  
 DC, VA, MD  
Key Accounts: IMN Accounts  
 202-459-4484  
 kmorris@visitphoenix.com

**OPEN**  
**Director of National Accounts**  
Territory: East Coast U.S.  
Association accounts:  
 OK, AR, LA, MS, AL, GA, FL, NC, SC  
Northeast/Southeast Associations Rotation Schedule:  
 Chris: 12/19-1/8  
 AJ: 1/9-1/29  
 Karen: 1/30-2/19  
 Michele: 2/20-3/12  
 Donn: 3/13-4/2  
 Chris: 4/3-4/23  
 AJ: 4/24-5/14  
 Karen: 5/15-6/4  
 Michele: 6/5-6/25