



## **SPEAKING ENGAGEMENTS**

### **Q1 Meetings Check In Q&A**

#### **DATE**

**February 24, 2023**

#### **SPEAKERS**



**Barbara F. Dunn**  
Partner

Barbara Dunn co-presented a webinar, “Q1 Meetings Check In Q&A,” in a point and counter-point format with Lisa Sommer Devlin, a hospitality lawyer who represents major hotel chains. The webinar was presented by HopSkip and attendees included meeting directors and hotel sales professionals from across North America. Barbara and Lisa addressed a variety of topics affecting hotel contracts as groups and hotels transition past the COVID-19 pandemic, such as the tightening of credit, requests for larger deposits and prepayments, resort fees and other add-on charges, service fees, cancellation, and force majeure. Of particular focus was how groups can update and improve their requests for proposal (RFP) for their meetings as a means to gain an advantage in the pricing and terms of their hotel contracts.

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