

Hotel Arrangements for 2015 Regional Conventions

Note to speaker: This is to be given by the secretary. Become familiar with the principles so that the information is clearly delivered. Please highlight the value of the new arrangement and how the brothers can support it if they plan on using a hotel. If available, use the slides of the website during the presentation.

NEW ROOMING ARRANGEMENT (4 min.)

We always look forward to our annual regional conventions. Convention dates and location now released.

New rooming arrangement. First time on such a large scale.

After direction from Teaching Committee, there is a new approach to rooming.

Negotiating accommodation for regional conventions to help majority who need accommodation.

At the beginning of September 2014, a team of 40 brothers trained to become proficient in effective hotel negotiations. They spent much time over several months, making numerous visits to hotels (or hotel bureaus) for each regional convention.

Because of their effort, you will generally find a **bigger selection of hotels** is now available and the majority of **rates offered are more competitive than they were last year.**

In the past, when hotels were aware that the same venue would be used for consecutive years, they would raise their hotel rates for the dates of our convention. **By supporting this new arrangement,** it will allow brothers to **negotiate cheaper hotel rates for future years.** If support is not given to the arrangement it weakens the negotiating ability for the future.—Luke 16:10.

We kindly ask you to support this arrangement if you plan to stay in a hotel. However, this arrangement does not affect those who make use of bed and breakfasts or other similar accommodation.

Recommended Hotel List/Bureau

From all the negotiating, there is a *Recommended Hotel List/Bureau* available. This is a list of all the hotels that have cooperated with us and provided competitive prices.

Some hotels have refused to cooperate and as a result they are not listed. If a hotel is not cooperative we hope that if they are cooperative in the future they can be added to the *Recommended Hotel List/Bureau*.

How can you get access to the *Recommended Hotel List/Bureau*?

NEW CONVENTION WEBSITE (4 min.)

[If possible, show the slides of the new website to the congregation.]

Pleased to inform you we have new dedicated website available for all our convention hotel bookings.

The website is: **ibsaconvention.org**

- You may gain access to the website by entering your congregation number [secretary announces number] and then selecting “enter.”
- You will then see a list of all 2015 conventions – read the instructions then select the appropriate convention.
- Help on using the site is available at the top of every page (select “HELP”).

A printed copy of assigned convention hotel list will be available on the noticeboard after January 10.

You will find the website very easy to navigate and use. Talk to secretary if you have questions.

Please book one of the selected hotels listed on the new website and use the booking code provided. By using the ibsaconvention.org website portal to make our hotel bookings we will greatly strengthen the position of our negotiating brothers when they visit hotels to discuss even better rates for 2016.

However, if your economic situation is such that you cannot afford to use any hotels listed, make whatever arrangements you feel are necessary for you and your family to attend and enjoy the convention.

You should find that the website list provided is broad enough to give a choice of good quality accommodation while using the most cooperative hotels.

What you should do: The website is open on **Saturday January 10**. This allows everyone to have the same opportunity to book hotels.

BENEFITS TO NEW ARRANGEMENT (2 min.)

Smoothness of how the new rooming arrangement functions will largely depend on cooperation of everyone involved.

We appreciate many brothers have access to Internet hotel offers, however, these discounted prices are only for a small number of rooms and then the prices increase sharply.

Therefore, may we encourage you to support the recommended hotels from the website which will help to secure better rates for the majority of brothers.

Benefits of new rooming arrangement:

- Association with brothers and sisters at same hotels
- Cheaper hotel rates collectively for the majority
- Providing support for better negotiations in the future

TO BE COVERED IN 10 MINUTES