

SESSION TITLE AND DESCRIPTION
CONVENTION CENTER LEASES AND LICENSES
Yes, they can be successfully negotiated!

Description:

To avoid unintentionally entering into a liability-laden convention center lease or license agreement, meeting professionals and exhibition managers can incorporate or modify a number of contractual provisions which can substantially reduce your organization's risk exposure. However, it takes knowledge combined with thoughtful and direct communication with the convention center facility to accomplish this task.

Participants will be provided with negotiating tips, and a greater understanding of the important legal issues that need to be reviewed, modified or included in today's convention center leases. Special focus will be paid to issues such as exclusive services, surcharges for using outside service providers, force majeure, termination, cancellation, unauthorized space release or assignment, and non-compete/conflicts of interest to help you keep those "*boilerplate clauses*" from turning into "*boiling water*".

Learner Outcomes:

This session will enable participants to:

- More effectively and efficiently negotiate convention center leases and licenses.
- Obtain a basic working knowledge of your organization's contractual rights and obligations
- Better understand the meaning and importance of "Boiler Plate" clauses in these contracts.
- Bring a greater awareness of how potential pitfalls can be avoided before entering convention center licenses and leases.