I wanted to share some helpful information on myself and the benefits of using ConferenceDirect. Please feel free to share with your Board and Planning Committee.

My background: I have been in the Hotel/ Hospitality Business for the past 26 years. I spent the first 20 of these in Hotel Sales representing large convention hotels that included Hilton, Renaissance, Marriott, Sheraton and Independent Hotel brands. This gives me the experience gives me an advantage when negotiating the best deal and contract for NFPA. As I shared earlier, you were my first client when I made the transition from hotels to ConferenceDirect. It was NFPA that gave me the courage to make this leap. Thank you for the opportunity that you provided to me.

I chose **ConferenceDirect** as my company because they are the best of their kind in the Industry with a professional reputation. The company only hires experienced associates with strong contracts in the Industry. By using ConferenceDirect as your third party, you are not just getting many years experience, you are also benefitting from a strong network within the hotel community and huge "buying power". With 400 Associations, CD books **13,050** conventions/events each year, representing **4400** Global Clients. As my client, you benefit from this booking power and leverage. This translates into cost savings for NFPA. Additionally, CD has pre-negotiated contracts with major hotel chains, which provides extra protection for your organization. (We have your back). All of these benefits are absolutely complimentary for you! The hotels will commit in our agreements that our clients could not negotiate a better price if they had not used ConferenceDirect.

I hope you all will continue to use my services. I enjoy working with you. Yours in Hospitality,
Dana

Dana Baker
Global Account Executive
ConferenceDirect®