

**Tourism Vancouver - Member Extranet
M&C Leads**

Lead Status Update for Members

In an effort to keep you informed and up-to-date on the progress of all leads, sales managers and associates are pleased to add any lead follow up information to the new “**Status Update for Members**” section.

This section is located on the Extranet, in the Lead and under the Additional Fields section, as illustrated in the following pictures.

Kindly refer to this section for any updates on leads before contacting Tourism Vancouver, as any correspondence with clients or additional intelligence will be noted in the “Status Update for Members” section. The date when last updated will be entered along with the latest update.

If the “Status Update for Members” information does not suffice, please do not hesitate to contact your Tourism Vancouver sales representatives to further discuss the lead. Thank you for your understanding and continued support.

Examples:

Additional Fields	
General	
Region UDF	Eastern USA
Group Profile	
Venue	Hotel
	Vancouver Only? No
Meeting Website	Meeting Hashtag

Current Status & Likelihood	
Definite Comments	
Status Update for Members	Very Tentative. Lead received via email. Competition unknown. This incentive is for Exceed WetSuits (http://www.exceedwetsuits.com/) and from all accounts is in no way affiliated with AAN Conference. Request for an update sent Nov. 18th. Planner waiting to hear from the client. No timeline yet.
Cancelled, Declined, or Lost Reasons	

Selected City	
Extended Lost Comments	
Declined by Vancouver Comments	
Declined by Vancouver Code	
CDF, Subsidies & Rebates	
Subsidy Housing	Subsidy Total
Commission Yes - 10%	CDF Requested

Additional Fields	
General	
Region UDF	Washington, DC Region
Group Profile	
Venue	Hotel
	Vancouver Only? No
Meeting Website	Meeting Hashtag

Current Status & Likelihood	
Definite Comments	
Status Update for Members	August 28: Tentative. Client is interested in Vancouver. Competition is unknown at this time. Decision due April 2015. June 1 & August 28: Request for and update sent to client. Oct. 29: Call/voicemail to client for update. Nov. 20: Final follow up attempt, will issue lost if no feedback.
Cancelled, Declined, or Lost Reasons	

Selected City	
Extended Lost Comments	
Declined by Vancouver Comments	
Declined by Vancouver Code	
CDF, Subsidies & Rebates	
Subsidy Housing	Subsidy Total
Commission	CDF Requested
CDF Approved	

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OPPORTUNITY DETAIL (CLOSED/LOST): 2016 USA NATIONAL BRAIN BEE

Opportunity Information	
Opportunity ID: 11237	Profile: USA National Brain Bee
Meeting Name: 2016 USA National Brain Bee	3rd Party Meeting Planner:
Account: HelmaBriacco (VA & MD)	3rd Party Meeting Planner Contact:
Contact: Heather Godlewski 4213 56th Ave Nottingham, MD 21236 UNITED STATES 443.421.2599 hgodlewski@helmaBriacco.com	
Type: In-House	Source Code: 3rd Party Planner
BEI Type: 2016 US - \$52,467.67	Market Segment: Education
Decision Making Process:	Meeting Pattern:
Status: Closed/Lost	Room Attendees: 43
Decision Date: 30-11-2015	Show Attendees: 43
Hotel Response Due: 25-08-2015	Site Inspection?: No
Repeat Business: No	Confidential: No
Bureau Rep: Jacqueline Sencer jsencer@tourismvancouver.com 604.688.0640	
Meeting Requirements: Please quote guaranteed 2016 commissionable guestr ... (Show More)	
Schedule of Events: No meeting space is being requested at this time.	
Action Requested: You have already received this lead in Event. Plea ... (Show More)	
Comments: There are 43 local USA chapters. The room block i ... (Show More)	
Competitive Sites: Baltimore - However, would prefer Vancouver due to ... (Show More)	
Meeting Space: <ul style="list-style-type: none">RFP - 2016 USA National Brain Bee from HelmaBriacco.pdf	
Lost Business Code: Not Shortlisted	
Lost Comments: The group selected Baltimore, MD.	
Arrival Dates	
Preferred Date: 4/15/2016 - 4/21/2016	Date Comments: Dates are not flexible.
Alternate Date:	
Alternate Date:	

Requested Rooms							Totals and Peak	
Thu	Fri	Sat	Sun	Mon	Tue	Wed	Requested Rooms:	Peak Requested:
04/14	04/15	04/16	04/17	04/18	04/19	04/20	161	42
42	42	22	11	11	11	11	Additional room requests/nocds	
100%	100%	52%	25%	25%	25%	25%		
Thu	Fri	Sat	Sun	Mon	Tue	Wed		
04/21								
11								
25%								

History/Futures
History/Futures are not available for this lead

Additional Fields

General

Region UDF: Washington, DC Region

Group Profile: The International Brain Bee was founded in 1999 and is a competition for high school students. Students will qualify in local competitions and only 43 will be able to compete in this national competition. The winner will then go on to the International competition.

High school students compete for the title of National Brain Bee. The winner of each National Bee is invited to compete in the International Brain Bee Championship.

Venue: Hotel Vancouver Only?: No

Current Status & Likelihood

Definite Comments

Status Update for Members: Aug 19: Tentative. Baltimore and Vancouver Only. Group rate sensitive. Waiting to join the American Academy of Neurology (AAN) 68th Annual Meeting. Uncertain if group will sign contracts by Dec. 31, 2015.

Selected City: Baltimore, MD

Extended Lost Comments

Declined by Vancouver Comments

Declined by Vancouver Code

COF, Subsidies & Rebates

Subsidy Housing: Commission: Yes Subsidy Total: CDF Requested

COF Approved

Responses					
Add/Edit	Meeting Dates	Room Request Dates	Responded	Last Updated	Comments Attachments
	04/15/2016 - 04/21/2016 (Primary)	04/14/2016 - 04/21/2016	No Response Entered		No

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