

## Chapter 6 Outline

Convention Contract Format  
Predicting the Future  
    Rates  
    Number of Guests  
    Cancellation  
    *Force Majeure* Clause  
A Word About Insurance  
Contract Review  
Pertinent Case Law  
Important Points for Management

## Competencies

1. List some major items that should be included in a written contract between a hotel and its convention or group travel clients. (pp. 73–77)
2. Describe how hotels and their clients handle the challenge of trying to predict the future when negotiating convention contracts. (pp. 77–80)
3. Identify the types of insurance that a hotel might advise a convention or group travel client to carry. (pp. 80–81)
4. Indicate how often a hotel should review its convention or group contracts, and cite cases illustrating the importance of proper contracts with conventions or groups. (pp. 81–83)