



How can venues and conference organisers maximise their partnership

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In an increasingly competitive marketplace for both venues and conference organisers where time is an important commodity, what can we do to make the buying process for both parties more effective and develop that important partnership that is based on trust, integrity and honesty? If we had a 'magic wand' what would we ask our venue or our conference organiser to do differently?

The objectives for both parties are the same – staging a successful conference. How can we harness the experience and skills of venues and conference organisers to create the ultimate in relationships and partnerships that deliver an outstanding conference?

This is an opportunity for you to have an open and honest discussion with your colleagues from the world of venues and conference organisers on how we can make the buying process easier and more effective for both parties