

NAM RFPS

Key Account Provides

- Cover letter – Company Information
- Travel Program
- Volume Reports
- Rate/Amenity Expectations

NAM Provides / Discusses

- Tracking Reports
- Business Cases
- Economic Preview

NAM RFPs

Pre RFP Work / Business Cases

- Tracked Volume
- Competitive Research

Hotel's RFP Response

- Rate
- Amenities
- Negotiations / Rate vs Amenities