

Seminar

November 16, 2011
8:30 am - 10:00 am

Markel Corporation
Offices
Glen Allen, VA

[CLICK HERE](#)
for more
information and for
a registration form

[Rick Butts](#), President
VHSMP

PS: Remember, Continuing Education credits for CAEs and
CMPs are now available for VHSMP events.

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Board Nominations

Please consider serving on next year's
VHSMP Board of Directors.

For more information and for the Board
Nomination Form, please [CLICK HERE](#).

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Upcoming Events

[November 18-29, 2011](#)
Winter Online
Scholarship Auction
[CLICK HERE](#)
to go to the Auction Website.

[December 1, 2011](#)
5:00 pm - 7:00 pm
Annual Holiday
Party
Shula's Lounge at the Hilton
Richmond Hotel & Spa at
Short Pump
[CLICK HERE](#)
for a Registration Form.

[CLICK HERE](#)
for a Complete
Calendar!

November Seminar:

Government Meetings:
Are You Getting Your Fair Share?
with Eric Whitson



Eric Whitson

[Wednesday, November 16, 2011](#)
8:30 am - 10:00 am
Markel Corporation Offices
4501 Highwoods Parkway, Glen Allen, VA 23060

Join VHSMP for this informative and timely session
on how you can tap into the government meetings
market!

Real Change in Washington...
for Government Meetings:

Several new developments last year indicate that the federal
government and, specifically, the General Services
Administration (GSA), is recognizing the volume of government
meetings occurring in the marketplace and the need to make it
easier for federal agencies to buy the right meeting product at
the right place. Opportunities are increasing for government
meetings to be purchased quickly, easily, and at the best rates
and terms available.

How can you tap into this increased government
market?

Over the past several years, with the weak economy causing
many association meetings to shrink and some corporate
meetings to disappear, many hotels, resorts and conference
centers have shifted strategy to court the government meetings
market. Among them is The National Conference Center in

Quick Links

[Our Website](#)

[VHSMP Membership
Application](#)



Join Our Mailing List!

Leesburg, VA, which is the nation's largest marketing conference center and the first to be awarded a GSA Schedule Contract. The National Conference Center hosts more than 80,000 government room nights each year, a market that represents more than 50% of their annual business.

Our speaker Eric Whitson, as Director of Sales and Marketing at The National Conference Center, is uniquely qualified to lead this session, having learned from his seasoned government sales team many of the nuances of working with the federal government. Don't miss this interactive and informative session!

Join us on November 16th as we learn some government meeting tips that will help you be competitive in this growing market!

[CLICK HERE for more information on this seminar and to register.](#)

Our Sponsors

THANK YOU
2011 Sponsors!

PLATINUM SPONSOR:

Visual Aids Electronics
Mr. Greg Lupsha
804-353-3700



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Dee Harris Scholarship
**2011 Winter
Online Auction**
DATES HAVE CHANGED!!!
November 18-29, 2011



It's not too late to DONATE!!!

Take advantage of this great opportunity to promote your resort or company while providing for a worthwhile cause - the future of the hospitality industry - through a scholarship fund for deserving hospitality students!

GOLD SPONSOR:

Covington Meetings &
Events
Ms. Dee Dee White
804-747-4129



[CLICK HERE for more information and a donation form.](#)

Thank you to the following donors:

Colonial Williamsburg Hotels
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Holiday Inn Koger Conference Center
James Limousine Services
The Jefferson Hotel
Kingsmill Resort
Markel Corporation

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Nemacolin Woodlands Resort

Norfolk Waterside Marriott
OMNI Charlottesville Hotel
Pets At Play
Richmond Marriott West
Richmond Raceway Complex

SILVER SPONSORS:

AFFLINK
Ms. Terry Lynn Cunningham
804-237-1153



Afton Hospitality

Management
 Mr. Ed Denton
 757-333-7176

Sheraton Roanoke Hotel & Conference Center
 Virginia Skydiving Center
 Virginia Tourism Corporation
 Wintergreen Resort



****Donation's value was greater than \$500 - Thank you!****

THEN... CHECK OUT and BID on the ONLINE AUCTION ITEMS from November 18-29!

Bizport
 Ms. KayLeigh Vodenichar
 804-283-3430

[CLICK HERE](#) to go directly to the auction website.



Share the fun, excitement and competition of online bidding by going to our auction website and view our many items! Purchase great holiday gifts, winter getaways and spring fever trips! Items won will be shipped in time for Christmas, upon timely payment by the winning bidder.

Cvent
 Mr. Dan Stone
 703-226-3508



Let your friends, family and neighbors know about this online auction - they can bid, too!

HelmsBriscoe
 Ms. Jo Edgerton Heath
 804-364-5383

Direct your friends/colleagues to www.tinyurl.com/VHSMPAuction.



Remember - NEW DATES:

James Limousine
 Mr. Randy Allen
 804-273-1540

Auction starts - 7:00 am on Friday, November 18th
 Auction ends - 12:00 noon on Tuesday, November 29th



A portion of the proceeds from the auction goes towards scholarships for deserving hospitality sales and meeting planner students in Virginia through the Dee Harris Scholarship Program.

Your participation is crucial to the success of this important event!

Richmond Metropolitan CVB
 Ms. Nancy Bass
 804-783-7420

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Annual Holiday Party

**December 1, 2011
 5:00 - 7:00 pm**

Shula's Lounge at the Hilton Richmond Hotel & Spa at Short Pump



Virginia Business
 Ms. Susan Horton
 757-625-4233

CELEBRATE the holidays and the close of a busy year with your colleagues at VHSMP at Shula's Lounge at the Hilton Richmond Hotel & Spa at Short Pump, for an evening of networking and fun!



The cost is very reasonable - \$15 for VHSMP members, \$30 for Non-Members and FREE for VHSMP Meeting Planner Members. Registration fee includes one drink and hot and cold hors d'oeuvres.

Virginia Tourism Corporation
Ms. Joni Johnson, CTP
804-545-5544



If you will be staying overnight for the VSAE Holiday Party the next day, special room rates are available of \$125 single/double. Please call 800-443-8667 and mention the Virginia Society of Association Executives.

For more information on the Holiday Party, and to register to attend, please [CLICK HERE!](#)

Thank you to our sponsors:

BRONZE SPONSOR:

Neathawk Dubuque and Packett
Ms. Shaun Amanda Herrmann
804-783-8140



Meeting Planner Drinks:



Hotelier Drinks:



Food:



We encourage you to patronize those that support us!

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John Dufour Lifetime Achievement Award



John Dufour

Nominations Now Being Accepted!
[Please CLICK HERE for a Nomination Form.](#)



Virginia Association of Hospitality Sales & Meeting Professionals

10231 Telegraph Road,
Suite A
Glen Allen, VA 23059
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Fax: (804) 747-5022
E-mail: [CLICK HERE!](#)

Website: www.vhsmp.org

Board List: [CLICK HERE](#) for Contact Information

OFFICERS
President:
Rick Butts

President-Elect:

The John R. Dufour Lifetime Professional Achievement Award was created to recognize an individual who possesses dedication to the hospitality industry, integrity, honesty, professionalism, leadership, compassion, and dedication to the hospitality industry.

The award was named for John Dufour of Hot Springs, VA. He was a longtime member and the 1997 VHSMP President. He is a legend in the hospitality industry for his integrity, honesty and professionalism.

Nominated by your peers as a recognized and respected professional in the hospitality industry, the recipient is chosen by the VHSMP Board of Directors. The criteria used to choose the best candidate for the award include, but are not limited to:

- Dedication to the industry
- Integrity
- Professionalism
- Leadership
- Compassion
- Extended service to VHSMP
- Involvement and leadership with other related organizations
- Minimum of 10 years in the hospitality industry
- Member of VHSMP

The winner will be presented his/her award at an event next spring.

[Cathy Grieve](#)

Secretary/Treasurer:
[Nancy Bass](#)

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[Ed Denton](#)

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[Rick Eisenman, CAE](#)

Account Manager:
[Tami Guthrie](#)

Editor: [Mary Ellen Smith](#)

Deadline for submitting a nomination is [January 13, 2012](#).

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MEMBERS IN THE NEWS



Homemades By Suzanne Moves to the John Marshall Ballrooms

[Amy Clements](#), Event Coordinator for Homemades By Suzanne & John Marshall Catering, announces that Homemades by Suzanne is moving from the Colony Club to the John Marshall Ballrooms, as the ballrooms of the Historic Hotel John Marshall will be opening November 17th. Homemades by Suzanne will start catering special events immediately with regular lunch hours to start in December.

James Limousine Expands Operations

[Kate Kirby](#), Director of Marketing & Sales, announces that James Limousine has expanded their operations into the local Charlottesville market, where they will now be offering their professional sedan, SUV, limousine and coach services at their value packed local pricing structure.

Welcome New Babies!

[Mary Kelly](#), Sales Manager at the Hilton Virginia Beach Oceanfront, gave birth to a baby girl named Mary Kate on September 27th. Mary Kate weighed 7 lbs. 10 oz. and was 10-1/2 inches long. Congratulations, Mary and husband Bill!

[Jamie Mitchell, CMP](#), Sales Manager at the Chesapeake Convention & Visitors Bureau, gave birth to a baby boy named Dawson James Mitchell on October 10th. Dawson weighed 7 lbs. 14.6 oz. and was 20 inches long. Congratulations, Jamie and husband David!

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Welcome New Members!

We've added 4 new members this month!



HOSPITALITY SALES

Harmony Hospitality - Virginia Beach, VA:
[Mr. Simon Chey](#), Corporate Director of Revenue

Homemades by Suzanne & John Marshall Ballrooms - Richmond, VA:

[Ms. Amy L. Clements](#), Event Coordinator

The National Conference Center - Leesburg, VA:

[Mr. Joe McCarey](#), Sales Manager

MEETING PLANNERS

