

## Glossary of Meeting Terms

**attrition costs:**

An expense that occurs when the actual number of rooms to be occupied falls below the original number blocked in the signed contract. On a predetermined date, a certain percentage of the original block can be canceled without charge.

**breakout rooms:**

Small meeting rooms used in addition to the larger general session room, suitable for specialized training and problem solving.

**cancellation policy:**

If a meeting is canceled after the contract is signed and after a designated date, the hotel has the right to charge a substantial penalty to recoup their loss of revenue.

**day rate:**

The flat rate charged by the hotel or conference facility for guests who attend the full day but do not use sleeping rooms.

**event order:**

An outline of the entire meeting plan, including guaranteed number of attendees, times, locations, menus, room setups and orders for audiovisual aids.

**guarantee:**

To ensure that the facility has enough food for the meals planned, a final attendee count is given—or guaranteed—to the hotel 72 hours in advance.

**individual pay own:**

"IPO" on a rooming list informs the hotel that the attendee will pay for his or her room, tax and incidentals.

**no-show charge:**

The cost of a room charged to the meeting master bill if an attendee does not arrive and or cancels the room reservation.

**pre-con:**

A meeting prior to attendees' arrival that is held by the meeting planner and the key hotel personnel.

**transfers:**

Pre-arranged private transportation that will take attendees between the airport and hotel.

For more terms, please see:

<http://glossary.conventionindustry.org/>