

tures into one package for a lump-sum cost. The packages may include items such as meals, meeting space, coffee breaks, cocktail receptions and private dinners. "You know up front that a group will cost a certain figure

shop around can find a good value at an all-inclusive resort in Mexico or the Caribbean. The hot deals are attracting some financial and insurance firms to use the resorts for the first time.

Although (at the time of this writ-

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Michelle DeClerck, CMP, President
Conference Event Management, Clive, IA

ing) there hadn't been one reported case of the H1N1 flu in Cabo San Lucas or Cancun, some resorts are offering to reimburse meeting costs if an attendee gets sick with the illness, said Eli Gorin, CMP, president of gMeetings Inc., a meeting management firm in Aventura, FL.

Looking to counter any negative images created by the flu threat, The Moon Palace Golf & Spa Resort announced that, in July, the property hosted the Global Flu Summit of health specialists and representatives from 50 countries.

When It Feels Like Free

All-inclusive resorts offer predictable pricing by combining several fea-

per night for everything. That's such an easy number to plug into a budget, and it is less work for planners. That is attractive to planners," said Santoro.

It's also attractive to the companies that use all-inclusive resorts in Mexico and the Caribbean. "Financial and insurance companies love the appeal of what 'feels' like free food and beverage, along with the value of additional inclusions, and are huge motivators behind utilizing an all-inclusive resort. The companies are sold on them from a cost perspective, while attendees love not having to personally pay for anything during their stay if they only use the resort's provided services," said DeClerck.

Discerning meeting planners who



Moon Palace Golf & Spa Resort, a premiere all-inclusive meeting property in Cancun, Mexico, is the site for MPI's MeetDifferent, February 20-23, 2010. The Galactic Ballroom features permanent staging and unobstructed views for up to 3,000 people.