

# ISLAND *style*

CARIBBEAN, BAHAMAS, AND BERMUDA

Resorts throughout the region are responding as they have to many challenges, working harder than ever to attract meeting business. Deep discounts, never-before-seen concessions, and flexibility in everything from attrition policies to scheduling are matched by a positive attitude. "The important thing to recognize is that groups are still meeting and booking future events," says David Wahba, director of sales and marketing, The Westin Resort, Aruba. "Companies realize the value in meeting outside of the typical corporate setting to conduct business, and in rewarding their employees for their performance."

Already, hoteliers are looking for the region to come out of the crisis with renewed strength and are devising new strategies to let their clients know that the Caribbean still makes sense—in terms of finances and fun—for meetings and incentives.

## HOTEL UPDATE

### *Dominican Republic*

**MOON PALACE CASINO, GOLF & SPA RESORT**, on the easternmost tip of the Dominican Republic, has opened. The resort features a 65,500-square-foot convention center divisible into 32 sections and includes an 18-hole championship course designed by Jack Nicklaus.