I anticipate you will agree that it has been quite a challenging time for so many this fall. With the hurricanes that negatively impacted Puerto Rico, Texas, Florida, the Virgin Islands and other areas; the fires in California; the earthquake in Mexico; and the tragic event in Las Vegas, we all know someone (or many) adversely affected.

It has been a difficult time for sure, but it has also been a time which showcased the best of humanity too, with so many individuals helping others.

When we witness these events, the natural reaction is “What can we do?”

We in the meetings industry have a unique opportunity to contribute in a particularly meaningful way that can provide a tremendous positive impact to these affected communities, their businesses and residents, while displaying our caring nature.

How Can We Help?
Our team, like others, has been discussing ways in which we as an industry can help.

We agreed that the best way to invest in these communities is to “Give with a Meeting.” In other words, consider booking a meeting or program in these impacted hotels, resorts and communities at a time when they are in great need.

We have been discussing this idea with our member hotels and resorts that were affected and we are working hand in hand to surface new opportunities to help them.

Throughout the industry and in conversations with customers, we continue to spread the word. Let’s do what we can, now, to be of assistance.

The “Give with a Meeting” message also was beautifully shared and received within the association community by John Graham, President and CEO of the American Society of Association Executives, during the recent 1,000-person ASAE Summit Awards dinner in Washington, D.C.

So the message of encouraging those who can proactively support a disaster-affected area, has been positively received by so many.

Making A Difference
We are hopeful that many more will spread the word and many more meetings will be booked at hotels and resorts in these impacted areas. After all, it is vitally important to these properties, their associates and the local economies that they receive new group bookings. As you can imagine, these areas need to put their colleagues back to work, and build their businesses back to full employment. While helping these people, businesses and destinations, your group will be raised up (internally and externally) for all of the right reasons.

I think we all agree, as an industry, we have a real opportunity to make a difference. Whether it is a meeting of 30 or a convention for 2,000, every program will make a difference. Just booking now for the future provides encouragement and hope.

As you look to 2018, 2019, and beyond; if your company or organization has any upcoming meetings which have not yet been placed, we encourage you to consider placing your meeting in a destination which has been affected by a recent disaster. The destination, hotel and service company colleagues and their families will be very appreciative of the support. Your attendees will have a meaningful experience, beyond your content-driven program with the positive impact they are making to so many others.

From Texas to California, Las Vegas to Florida, Mexico, Puerto Rico and the Caribbean islands, the need is great, the opportunity is significant and the time to help is now.

Please, consider supporting Give with a Meeting, for all the right reasons! You’ll be glad you did.
If there’s one thing I faced every time I strapped into an F-16 in combat – it’s fear. Fear of getting shot down…becoming a prisoner of war…letting down my team. They were all obstacles.

But the biggest obstacles weren’t the missiles launched on my aircraft. They were the missiles in my mind.

Three years into my flying career, I almost died in a scuba diving accident. When I was 35 feet under water, my mask malfunctioned and I inhaled a lungful of burning salt water. I’ll never forget choking into the mask, gasping for air and trying to clear my lungs. I almost died.

The result? I developed claustrophobia, and then suffered panic attacks that often robbed me of the joy I had for flying. But I never quit. I learned to break through my fear barrier and eventually become a highly decorated fighter pilot with over 65 combat missions.

Obstacles and fear are part of life. It’s not a matter of if they will appear, but when.

The result? I developed claustrophobia, and then suffered panic attacks that often robbed me of the joy I had for flying. But I never quit. I learned to break through my fear barrier and eventually become a highly decorated fighter pilot with over 65 combat missions.

Obstacles and fear are part of life. It’s not a matter of if they will appear, but when.

They are all obstacles. I prefer to call them challenges. To beat them, and eventually win your life missions, requires perseverance, resilience, and most of all, courage.

In my years of flying, along with coaching leaders and entrepreneurs on personal growth, I’ve discovered five powerful tactics that helped me to overcome obstacles and achieve breakthroughs. Individually they may not be enough to conquer fear. But together, they may be just what you need to reach new heights.

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**Stop Being Fearless**
Being fearless sounds cool, but it’s unreasonable. It puts rose-colored glasses around your challenges. The more I tried to be fearless and resist my claustrophobia, the more it overcame me. As the saying goes, “what resists, persists.” When I acknowledged my fear and used it as an ally, I became more humble. Humility makes you realize that you’re not invincible and that you don’t have all the answers. Fear taps into a more powerful emotion that elicits positive action: courage.

**Outsmart Your Obstacles**
When I first dealt with my claustrophobia, I read case studies to learn tools that could assist. While it didn’t help 100%, it prepared me to face my fears with more confidence. Confidence builds courage, and courage crushes fear. When obstacles arise, get smarter! Develop new skills. Take a course. Start a new fitness program. Hire a coach. Improve your perspective. By doing so, you’ll develop a cache of weapons to shoot down obstacles with confidence.

**Nurture Your Team**
In combat, nothing diminished my fear more than knowing that if things went wrong, my wingmen would back me up. Relationships are crucial when dealing with obstacles, but you need to build relationships before the obstacles come. Appreciate your friends and co-workers by giving them support, advice, and your time. In return, they will be there for you. Knowing that you have wingmen who will lend you their wings is a great way to dissipate fear and face obstacles with courage.

**Focus on the Mission**
The missiles of fear will blind you of your dreams and put you in survival mode. You’ll lose sight of your mission objective. The target. Survivors focus on threats. Winners focus on targets. Don’t lose sight of what it is that you’re really fighting for – the new position, your future partner, your dream home. It will help you stay resilient. Imagine the feeling of accomplishing your goal. It will reignite the fuel to your passion.

**Think Outside the Cockpit**
Fear normally comes when you’re focused on yourself. By shifting that focus to those who need you, it loses its power. When the weight of your obstacles seems too much to bear, remember who needs you. Focus on your loved ones as they will always give meaning to your mission. This is the essence of service.

You are on a mission to win. Don’t allow the winds of change or the turbulence of fear push you off course.

Fly your aircraft. Keep sight of the target.

For on the opposite side of fear, is growth.

Lt. Col. Rob “Waldo” Waldman is the New York Times bestselling author of “Never Fly Solo,” and a highly sought-after keynote speaker. YourWingman.com
CLIFF HOUSE
Defining the Year-Round Coastal New England Landscape

After a landmark transformation, Cliff House is one of the most captivating oceanfront destinations of its kind. The hotel offers panoramic ocean and coastal views from its stylish guest rooms and suites, unforgettable event venues, a luxury spa and wellness center, oceanfront dining, outdoor adventures and year-round activities. Cliff House is set on the edge of the Atlantic, on the rocky coast of Southern Maine; located minutes from Ogunquit’s sandy beach and just over an hour north of Boston.

Testimonials

“We cannot believe how close you are to Boston; it only took us an hour and twenty minutes to get here! Before we had to go three hours into Maine for our program.”

~Planner for a 2017 Company Retreat

“Cliff House is truly a destination location. I can’t believe how much you have to offer! This is the perfect coastal venue that we have been looking for. The ocean view from the Atlantis Ballroom is absolutely breathtaking.”

~Bride-to-be for a Spring 2017 Wedding

Fast Facts

- With over 145 years of history, Cliff House has been welcoming guests since 1872
- Captivating location overlooking soaring Bald Head Cliff
- Year-round recreation and programming for the entire family
- Indoor and outdoor pool and hot tubs
- Enjoy the stunning Spa at Cliff House and experience rejuvenating treatments inspired by the wild and free Maine coast
- 226 guest rooms and suites, as well as a charming cottage
- Two restaurants on site offer oceanfront dining, including the casual Nubb’s Lobster Shack featuring unique twists on classic New England fare
- For a more refined dining experience, enjoy The Tiller restaurant suspended over the Atlantic and featuring farmer- and fishermen-inspired dishes in partnership with hyper-local purveyors
- Pet-friendly accommodations available

ALHI Luxury on Sale™

November 1 – April 15, 2018

- Rates starting at $159
- Complimentary Coffee Break
- 10% off Banquet Menus
- Reduced Resort Fee to $10

For more information on Cliff House visit ALHI.com/CliffHouse
COPENHAGEN, DENMARK

TIVOLI HOTEL
A Superb Location in the Heart of the City

One of the largest conference and event venues in beautiful Copenhagen, Tivoli Hotel & Congress Center can accommodate events for up to 5,500 attendees. In total, 55 meeting rooms – including two auditoriums and the 17,053-sq.-ft. international standard Congress Hall with natural daylight seats 2,400 and features perfectly balanced acoustics, making it perfect for presentations, banquets, concerts, and more.

- 679 guest rooms and suites
- Fitness center and a large swimming pool.
- A 17,053-sq.-ft. international standard Congress Hall with natural daylight seats 2,400 and features perfectly balanced acoustics, making it perfect for presentations, banquets, concerts, and more.
- Four restaurants and two bars on property including Tivoli View Restaurant which boasts spectacular views of the city.
- Daily Executive Breakfast and afternoon wine and snacks for guests staying in Executive rooms, Junior suites or Suites
- Larger groups can book rooms with Tivoli Hotel’s sister properties, including the nearby Wakeup Copenhagen and Copenhagen Island, located just around the corner.
- Special events available through the hotel’s association with historic Tivoli Gardens, the nearby amusement park and pleasure garden, offering offers rides, games, musicals, ballet, and major concerts.
- Free WiFi

Fast Facts

MIAII (CORAL GABLES), FLORIDA

THE BILTMORE HOTEL
A Place of Beauty and Old-World Charm

The Biltmore Hotel is a national historic landmark located in the exclusive Coral Gables area. The 273-room resort includes 133 suites and features spectacular Mediterranean architecture with classic Italian, Moorish, and Spanish influences spread over 150 acres of tropical landscape. A favorite of world leaders and celebrities since its opening in 1926. The Biltmore is one of South Florida’s preferred sites for leisure and business travel, high-level corporate briefings and public policy conferences.

Fast Facts

- Featuring 75,000 square feet of flexible indoor and outdoor function space accommodating meetings of all sizes. Group privatization upon request.
- Largest hotel pool on the east coast of the United States with private cabanas
- Recreational activities including 18-hole, Donald Ross Championship golf course, European spa and fitness center
- Four dining destinations including the award-winning Palme d’Or, and culinary academy offering an array of cooking classes.

ALHI Luxury on Sale™

Experience Miami Differently; Host your next meeting in 2018 at The Biltmore and receive the following value-added amenities:

- One complimentary room night based on every 30 room nights materialized on a cumulative basis.
- Choice of one 30-minute hosted wine and beer reception or 30-minute ice cream pm break.
- Credit of 3% of actualized room revenue to the master account.

For more information on Tivoli Hotel, visit ALHI.com/TivoliHotel

For more information on The Biltmore, visit ALHI.com/Biltmore
WASHINGTON, D.C.

WASHINGTON COURT HOTEL ON CAPITOL HILL
Pick Your Perks in D.C.

For more information on Washington Court on Capitol Hill visit ALHI.com/WashingtonCourt

ORLANDO, FLORIDA

THE VILLAS OF GRAND CYPRESS
Back Nine of 2017 Meetings Package

Experience an Orlando event location where groups get grand attention! With elegant terraces and lakeside settings, the Executive Meeting Center is just a short walking distance from luxurious accommodations and endless recreation options. The Villas of Grand Cypress offers a unique meeting venue, perfect for corporate and association groups of up to 240, with up to 10,500 sq. ft. of flexible function space.

ALHI Luxury on Sale™

Book a meeting to be held in January or June through August 2018 and pick your perk.
20-49 Room Nights = 1 Perk
50-75 Room Nights = 2 Perks
75 + Room Nights = 3 Perks

Choose from the following perks:
• 3% Discount off of your master account
• 1 Complimentary coffee break
• 1 Complimentary room per 35 reserved

For more information on The Villas of Grand Cypress, visit ALHI.com/TheVillasofGrandCypress

Centrally located between Union Station and the U.S. Capitol Building, this independent D.C. hotel is ideal for everything from intimate executive meetings to stylish soirees with 700 attendees. You’ll also enjoy warm, personalized service from a talented team of event planners, culinary artists, and audiovisual specialists.

This hotel has recently transformed all its event venues with a fresh, yet sophisticated color palette, modern furnishings and custom touches from resin wall panels to artistic light fixtures. Downtown events have never looked quite this good! Get ready for events that are anything but ordinary, and celebrations sure to impress every guest on your list.

WASHINGTON COURT HOTEL ON CAPITOL HILL

Rates starting at $139/night
Waived resort fee
Complimentary parking and WiFi (guest rooms & meeting rooms)
Complimentary meeting space
Complimentary daily coffee break for groups over 35 rooms on peak
No F&B minimums
Up to 40% attrition allowance
$5 per night credit back to the master account

All based on availability. Valid thru 12/31/2017
On September 29, 2017, Streamsong introduced its third golf course. Highly anticipated as one of the best new courses in the world, Streamsong Black was designed by acclaimed architect Gil Hanse. It is a dazzling par-73 championship layout offering breathtaking views of the vast landscape, which includes flowing elevation with rolls, tumbles and sand ridges akin to the Sand Belt Region of Melbourne, Australia.

A Renowned and Revered Golf Experience

This resort’s golf legacy began in January 2013 with the debut of two courses: Streamsong Red, designed by Bill Coore and Ben Crenshaw, and Streamsong Blue, designed by Renaissance Golf Design (Tom Doak). Rankings on some of golf’s most prestigious lists include Golf Magazine’s “top 100 courses in the U.S.,” (Streamsong Red #10, Streamsong Blue #14) and Golfweek’s “Best Resort Courses.”

Already home to two nationally-ranked courses – Streamsong Red and Streamsong Blue (pictured at right) – guests will now have the opportunity to experience three must-play courses that will rival the best golf venues in the world.
Golf is Just the Beginning

Streamsong is about much more than golf. Situated amid stunning scenery and hushed seclusion in Central Florida, this new luxury meeting and incentive destination has been intentionally designed in harmony with its natural surroundings and is intensely committed to the highest aspirations of today’s corporate elite. Streamsong combines golf at its purest and a resort experience at its absolute finest. It’s rare that one resort can offer so many authentic experiences.

The resort features a distraction-free environment with 25,000 sq. ft. of dedicated meeting space. Its 13 large and small meeting rooms can accommodate 10 to 500 in complete comfort and privacy. General session and breakout rooms are conveniently clustered for effective program flow.

Set on 16,000 acres, Streamsong invites groups to get immersed in the outdoors via onsite guided bass fishing expeditions, sporting clays, archery, tennis and a nature trail. Guest favorites for relaxation and rejuvenation include a lakeside infinity-edge pool and the unique grotto style AcquaPietra Spa. Six distinct dining options include P205, Restaurant Fifty-Nine, Fragmentary Blue, SottoTerra, Hemy’s, and the new Bone Valley Tavern. The resort boasts a variety of breathtaking outdoor venues from an intimate rooftop terrace, covered patios and pavilions to expansive lawns – all taking full advantage of the lush lakeside location.

Modern, sophisticated and meticulous in detail, the lodge at Streamsong offers 228 spacious guest rooms and suites thoughtfully situated on five levels. Each features floor-to-ceiling glass with custom louvers and striking sunrise or sunset lake views that extend to the natural Florida horizon. Rich linens, plush robes and boutique amenities throughout ensure no element of your stay is overlooked.

For more information on Streamsong Resort, visit ALHI.com/StreamsongResort
If you love Southeast Asian cuisine like I do, you are in for a real treat with a visit to Straits. Offering a flavorful assortment of Malaysian, Indonesian, Chinese, Indian and Nonya dishes, there is something to please almost anyone in the party. Situated in the vibrant Santana Row district, this chic and contemporary restaurant serves unique cuisine for lunch and dinner, with the option of indoor or outdoor seating. Raw Bar options include Market Fresh Sashimi and Ahi Tuna Tartare. Or you may wish to consider the wonderful Chilled Seafood Platter for the table, which includes Maine Lobster, Crab, Prawns, Seared Fish and Oysters. Tasty small plate choices include Chicken Satay Sticks, Fresh Spring Rolls, and Straits Spare Ribs. The Chicken Curry is also very good.

StraitsRestaurants.com
(404) 246-6320

By Amber Voelker
Regional Vice President, U.S. West

Located on the banks of the scenic James River, and providing panoramic views of the downtown city skyline, The Boathouse is one of my favorite restaurants in Richmond. Specializing in authentic, fresh, locally sourced food, it is known for its terrific cuisine and great location. Among my favorite menu items are the Coconut Fried Shrimp, Corn and Jalapeño Hushpuppies, Boathouse Crab Cakes, Blackened Chicken Pasta, and Dynamite Shrimp Tacos. Note that the restaurant has three terrific options for private events: The River View Room can accommodate 150 seated guests, The Harbourmaster Suite on the top floor is able to host up to 40 for a reception, and The Boathouse Restaurant Main Floor can seat up to 150 guests.

BoathouseVA.com
(804) 622-2628

By Jolene Boatright
Director of Sales, U.S. Mid-Atlantic

For a truly memorable fine dining experience, be sure to visit Angus Barn. Under the direction of Iron Chef America winner Walter Royal, this elegant American steakhouse is widely (and justifiably) lauded for its perfectly prepared in-house aged steaks, but it also serves truly delicious fresh seafood, local grown vegetables and superb homemade desserts. Specialties include nine different cuts of steak, as well as their famous AB BBQ Ribs. I suggest selecting a Combination Dinner, such as the 7 oz. Filet and Alaskan King Crab Claws, and topping it off with their signature Chocolate Chess Pie. Note that the restaurant also has an extraordinary Wine Cellar (with two beautiful dining rooms), an impressive wine collection, and the fun Wild Turkey Lounge.

AngusBarn.com
(919) 781-2444

By Michelle White-Sukala
Regional Vice President, U.S. South

Q: Have any of ALHI’s golf resorts hosted a major golf tournament?
A: Yes – and the list is very impressive! Just to name a few, The American Club Resort in Wisconsin hosted the 2004, 2010 and 2015 PGA Championship, and will host the 2020 Ryder Cup. Pinehurst was site of the U.S. Open Championship in 2014, and the U.S. Women’s Open Championship that year too. Ireland’s renowned Ryder Cup was home to the 2006 Ryder Cup and 13 European Opens. The Garrick Golf Course at the 5-Star-quality Cameron House Resort in Scotland hosted the 2009 PGA Cup and the PGA EuroPro Tour in 2014, 2015 and 2016. Plus, Pebble Beach will host the U.S. Open Championship in 2019, and The Broadmoor will host the U.S. Senior Open in 2018. In addition, many of the PGA Tour events are played on ALHI’s top courses.

For more information about ALHI’s 60 exceptional golf resorts, with over 2,000 holes of golf, contact your nearest ALHI Global Sales professional.

Q: With winter approaching, what are some of the best options for Ski and Meet?
A: There are many breathtaking mountainside hotels and resorts in the ALHI portfolio that are outstanding choices for Ski and Meet programs. Among the many terrific options are the 440-room Sun Valley Resort in the truly beautiful Rockies of Idaho; Vermont’s luxurious 300-room Stowe Mountain Lodge; and the sophisticated and hip The Sebastian, offering 107 guest rooms and suites in picturesque Vail, Colorado. For details, check out the “Mountain Resort Collection” on ALHI.com and contact your ALHI Global Sales professional.

Thanks for asking!

Mark Sergot
Mark Sergot, Chief Sales Officer

Since 1986 Associated Luxury Hotels International (ALHI) has been providing corporations and organizations reliable, regionally based Global Sales services for their meeting and incentive programs with our Membership of over 250 luxury level hotels and resorts, plus an alliance of 23 luxury cruise ships and DMCs in over 100 destinations worldwide.

ALHI’S NEWEST DISTINGUISHED MEMBERS:

• Portola Hotel & Spa at Monterey Bay
  Monterey, CA

• The Loren at Pink Beach
  Bermuda

• Hotel Diplomat
  Stockholm, Sweden

ALHI.com
Visit ALHI.com and contact your local ALHI Sales Professional or call our Luxury Group Desk at 866-303-2544.