



MEETING ESCROW

We simplify and secure meeting & event payments globally.

Today's Presenters



Liz Holtby
VP, Operations



Grant Snider
President & CEO



Cynthia Connelly
VP, Sales & Marketing

MEETING



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Welcome to Meeting Escrow



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What is Meeting Escrow?



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How does Meeting Escrow work?



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Vendor Acceptance



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Trust, Compliance, Security



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Pricing



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How can we help you?

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Conclusion



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What is Meeting Escrow?



“It’s all about the money...”



Behind every great meeting, incentive or event, there is a budget to manage, payments to make, reconciliations to complete – all invisible to participants and stakeholders.

Meeting Escrow reduces the workload, simplifies the processes and mitigates the risks associated with vendor payments so that Meeting Professionals can spend more time on strategy and tasks that impact the success of their events.



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How does Meeting Escrow work?

How does Meeting Escrow work?

1. Single Vendor Payment Solution



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2. Foreign Currency Budget Protection



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3. Advance Deposit Escrow Protection



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4. Other Services



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1. Single Vendor Payment Solution



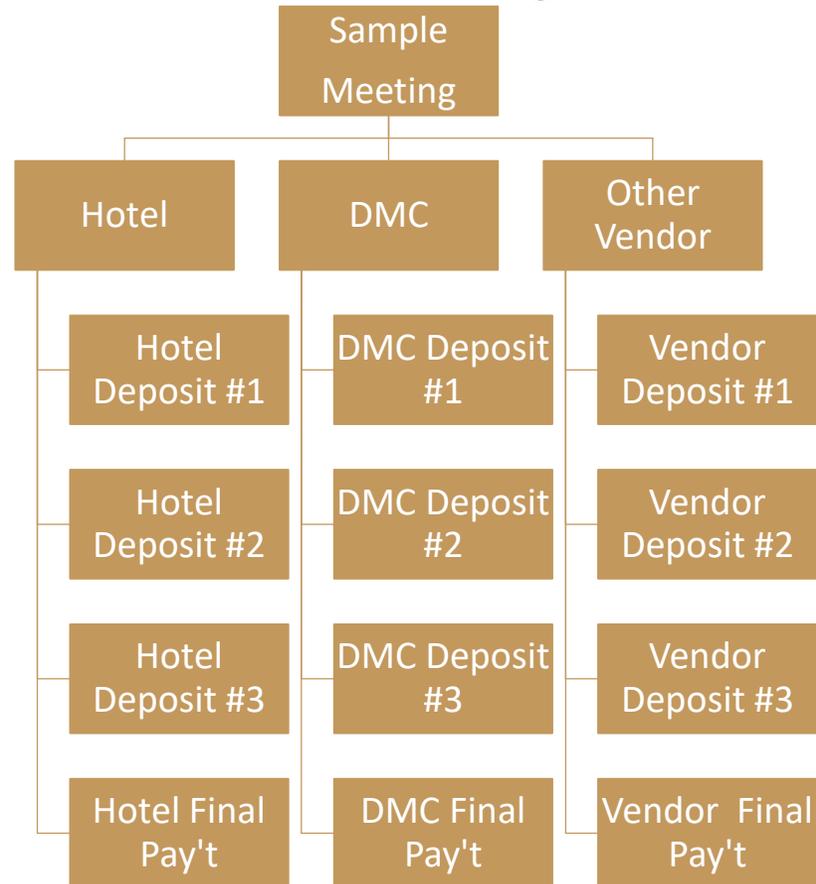
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So many payments for just one program...

A simple meeting with 3 vendors to onboard for payment x 4 payments per vendor = 12 payments



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DEPOSIT:

Unless you have been approved for credit for the total estimated charges for your meeting (and the approved credit has not been subsequently withdrawn), the deposits outlined in the table below are due as indicated. The deposits will be applied to your Master Account for this particular program. Unless you have been approved for credit for the total estimated charges for your meeting (and the approved credit has not been subsequently withdrawn), the deposits outlined in the table below are due as indicated. All deposits are non-refundable. The deposits will be applied to your Master account for this particular programme.

- Upon return of signed contract
 - On or before July 19, 2017
 - On or before January 19, 2018
 - On or before May 19, 2018
- Any and all deposits may be applied to fees or charges due to cancellation or attrition and Attrition Policies below. We reserve the right to revise the deposit schedule.
- \$5,000.00
 - 50% of Anticipated Master Account Charges
 - 75% of Anticipated Master Account Charges
 - 90% of Anticipated Master Account Charges

Deposit	Due Date	Due Amount	Description
£ 3,424.60	15 April 2017	10%	Payable Upon Contract Signature
£10,273.80	02 February 2018	30%	Payable Six (6) Months Prior to Arrival
£11,986.10	02 May 2018	35%	Payable Ninety (90) Days Prior to Arrival
£ 8,561.50	02 July 2018	25%	Payable Thirty (30) Days Prior to Arrival

Any and all deposits may be applied to fees or charges due to cancellation or attrition as outlined in the Cancellation and Attrition Policies.

METHOD OF PAYMENT
We operate a policy whereby deposits and payment on check-out settled by credit cards are not subject to surcharge, however upon commencement of credit facilities, we reserve the right to apply the following surcharge to amounts settled by credit card:

Visa, MasterCard, Delta, JCB: 1.5% Surcharge
 American Express and Diners Club: 3.5% Surcharge

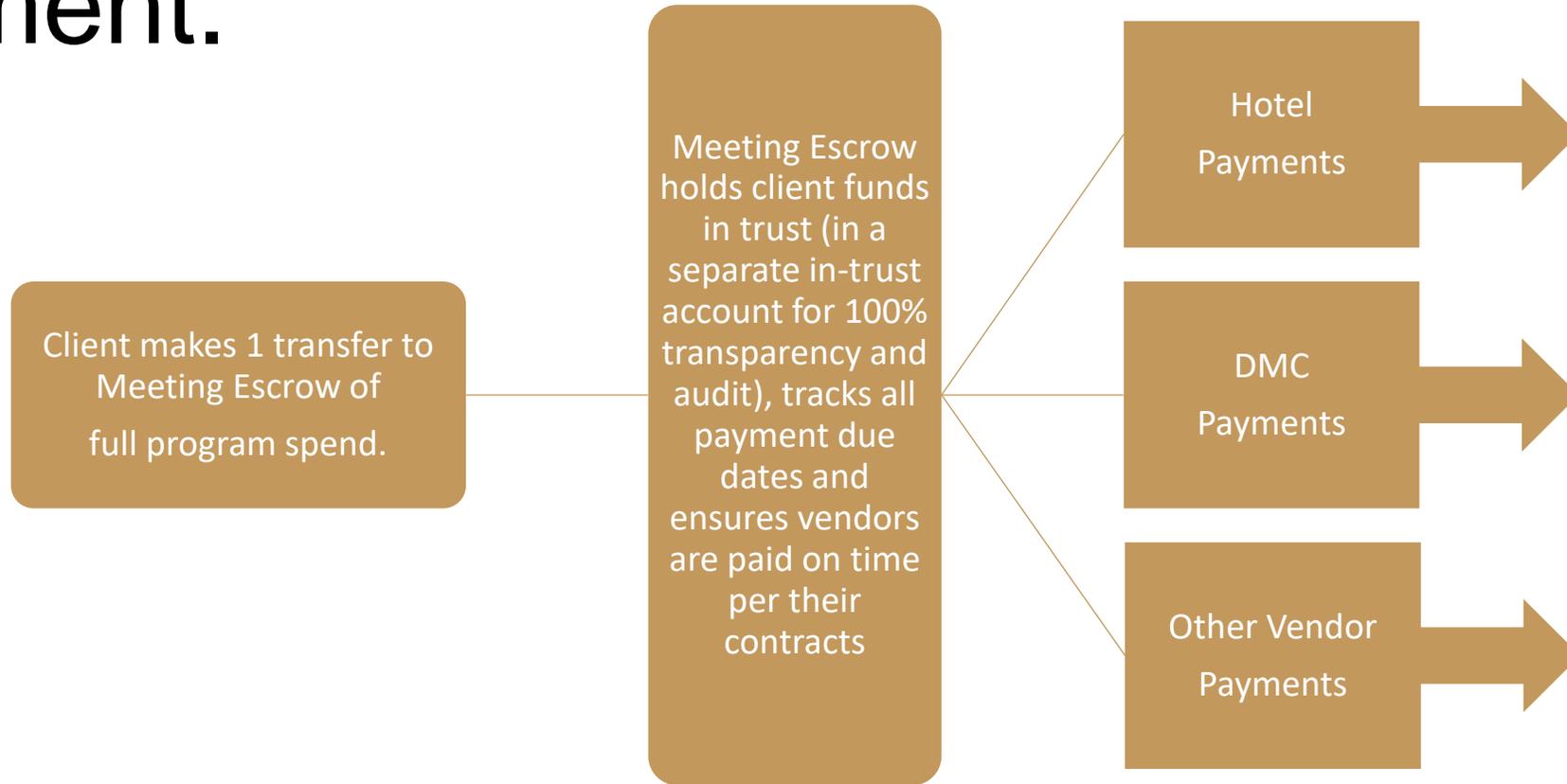
ADVANCE PAYMENTS

- An initial deposit of \$75,121.00, which represents ten percent (10%) of the estimated charges, is required within (30) days of signing of this contract. **Initial Deposit has already been received on September 18, 2015.**
- An additional deposit of \$204,923.00, which represents thirty percent (30%) of the estimated charges, is due on **December 13, 2017** (180) days prior to arrival.
- An additional deposit of \$239,077.00, which represents fifty percent (50%) of the estimated charges, is due on **March 13, 2018** (90) days prior to arrival.
- An additional deposit of \$23,908.00, which is seventy five percent (75%) of the estimated charges, is due on **April 12, 2018** (60) days prior to arrival.
- A final deposit of \$291,067.00, which is one hundred percent (100%) of the estimated charges, is due on **May 12, 2018** (30) days prior to arrival.

ancellation
e or

Description		ITEMIZED INVOICE		Total Amount	
Charter Components		Units	Cost		
Charter Rate		1		\$ 327,714.00	\$
Port Charges (compulsory)		0		\$ 147.00	\$
Gratuities - Cruise Director & Crew (pre/post nights not included)		0		-	\$
Payment Schedule Per Charter Agreement					
10% charter rate due at signing			108.00 €		
15% charter rate	08-Jul-14	\$			
75% charter rate	08-Dec-17	\$			
Land, port charges, gratuities, extra services	07-Apr-18	\$	32,771.40		
	07-Apr-18	\$	49,157.10		
			245,785.50		
					Paid

With Meeting Escrow, just make one payment.



Sample Corporate Trust Account Structure



What is your time worth?



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2. Foreign Currency Budget Protection



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Fact: Exchange Rates Vary Constantly

XE Currency Charts: USD to GBP

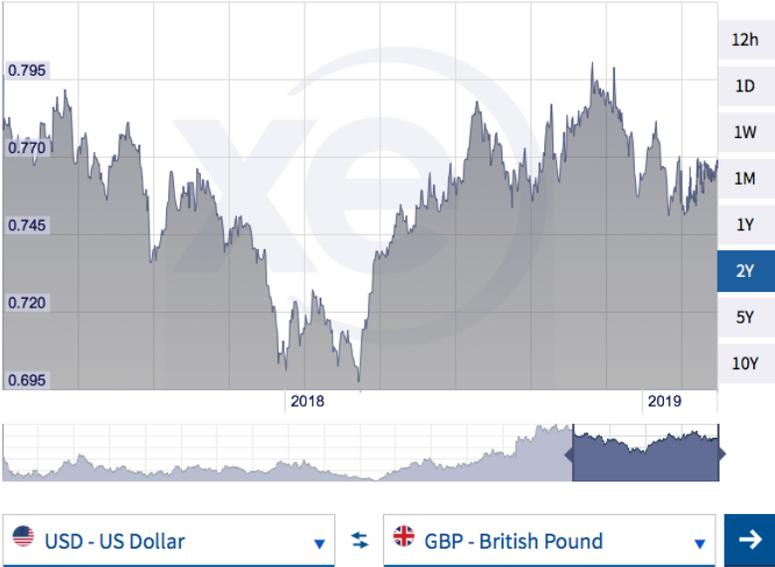
US Dollar to British Pound Chart
This USD/GBP Chart lets you see this pair's currency rate history for up to 10 years! XE uses highly accurate, live [mid-market](#) rates.

- XE Money Transfer**
- Fee free
 - Great exchange rates
 - Safe and secure

[Transfer Money Now](#)

USD to GBP Chart

18 Apr 2017 00:00 UTC - 18 Apr 2019 12:08 UTC **USD/GBP** close:0.76841 low:0.69730 high:0.80047

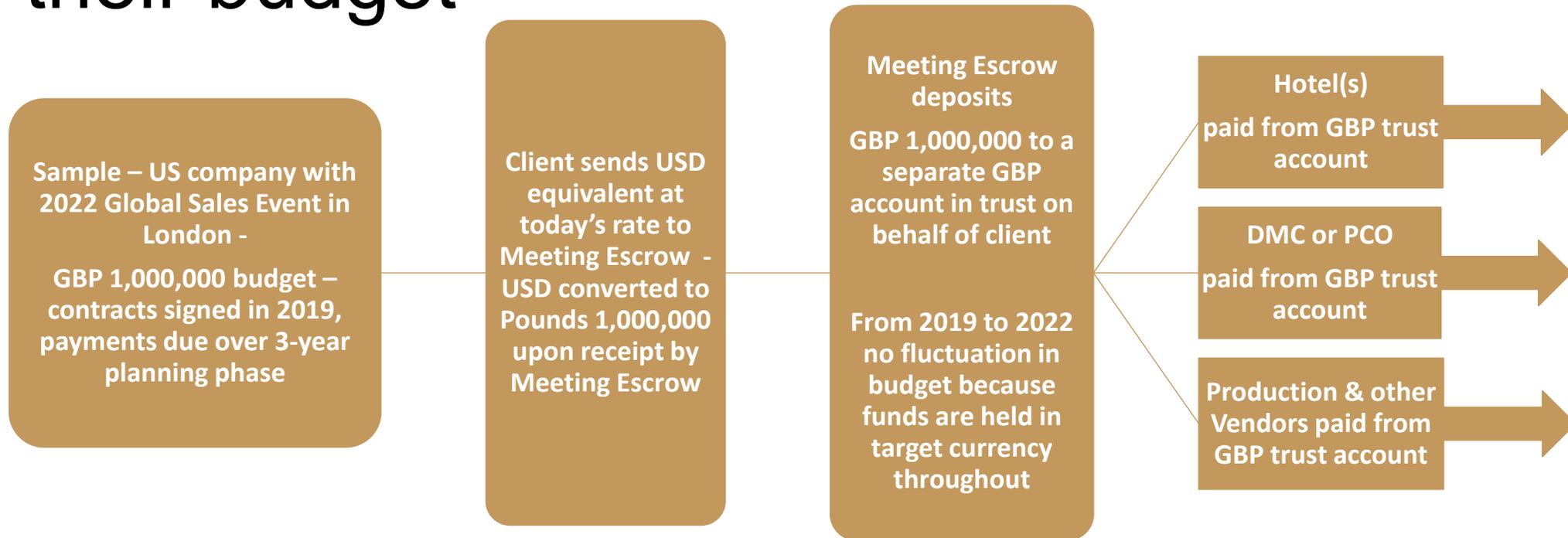


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Meeting Escrow clients can lock in their foreign exchange rate up front to sync with their budget

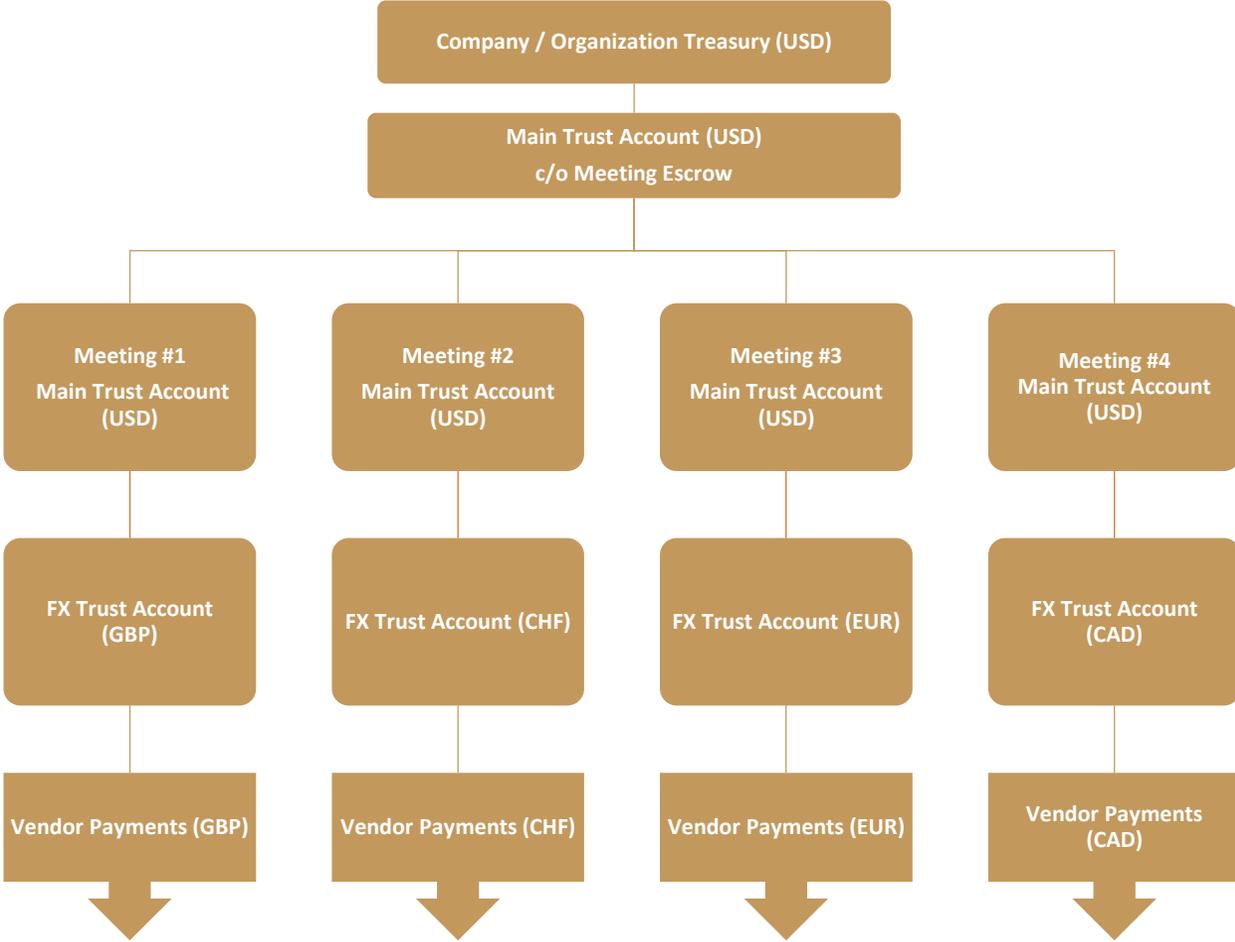


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Sample Corporate Trust Account Structure



Global Currency Accounts Available

- Australian Dollar
- Canadian Dollar
- Chinese Yuan Renminbi*
- Czech Koruna
- Danish Krone
- Euro
- Hong Kong Dollar
- Hungarian Forint
- Japanese Yen
- Mexican Peso
- New Zealand Dollar
- Norwegian Krone
- Polish Zloty
- Pound Sterling
- South African Rand
- Swedish Krona
- Swiss Franc
- Singapore Dollar
- Turkish Lira
- United States Dollar



3. Advance Deposit Escrow Protection



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Recent Meetings Industry Bankruptcies

Tuesday, October 1st, 2013; Cuba San Lucas

Dear Clients, Business Partners,

Here at AM&I Los Cabos D.M.C. expectations due to the financial and profound changes owners of am&i los cabos s.a. de c.v. regarding this announcement. If you are a client or business guaranteed with the same or supplier, all prior and future closer and stronger and if you a Many changes will have to be occasion and setting a new or "transition team" to ensure all to please stay tuned for more and valued support during this In 2007, AM&I Los Cabos D.M.C. the world location of meetings an Incentive Program category. AM&I Los Cabos D.M.C., is a specialize in all aspects of meet a solid name and presence in the AM&I Los Cabos D.M.C., holds agency as a quality tourism com We will make sure to keep you newsletter will start again to let See you at IMEX in Vegas soon! AM&I Los Cabos D.M.C.

Phenix rises from ashes of LSO International

02/10/2009

What's your view on this? Post your comments here:



Menno Meyer has launched a new Franco-based event management company

Meyer sold his DMC Menno Meyer Associates to LSO in October 2008 with a plan. However shortly after his appointment, Meyer uncovered financial problems with

"I discovered the financial situation was in a much worse state than I was told at the time. The shareholders were asked if they wanted to recapitalize the business



As MMA had been absorbed by LSO, Meyer could not resurrect the company and handling of business events on the Proroch Riviera - particularly in Cannes, Nice, and LSO.

Meyer said: "I have 30 years of experience in the industry and am well known as a company but I have a collection of leads and the outlook for next year is brighter

Phenix Events has already been awarded the handling of the International Forum Nice and expected to attract over 2,000 delegates.



Email the editor

Congrex holding company declared bankrupt after default

Congrex Holding, parent of beleaguered international professional congress organiser Congrex, has collapsed

25/10/2013

What's your view on this? Post your comments here:

Congrex Holding, the parent company of beleaguered international professional congress organiser Congrex, has collapsed defaulting on payments.

The Amsterdam-based company had been granted temporary suspension of payment, but that was lifted and the company was declared bankrupt.

A meeting with creditors has been set for 4 December.

It is unclear at this stage what this means for the subsidiary companies, but reports have suggested the entire business is in distress with potential losses of between €10-15m (£8.5-

At the end of last month Congrex Sweden filed for bankruptcy earlier this week Congrex UK was subject to a management buyout, led by former Congrex chief operating officer Rob Harrison.

Harrison's departure has left something of a power vacuum at Congrex, with no CEO in place since the departure of David Wade-Smith last year when a group executive board and management team was put in charge.

It is understood association clients are at risk of losing congress capital. Other creditors are likely to be venues, hotels and other suppliers holding out for unpaid services and advanced bookings.

Congrex's woes have thrown a harsh spotlight on the risky operating models of professional congress organisers, which some observers have said rely too much on projected revenues.

DESTINATION INFORMATION

Global Event Partners Closes Seven DMCs

By Matt Alderton | October 24, 2013

Global Event Partners (GEP), a consortium of 58 destination management companies (DMCs) representing more than 90 destinations, this week announced the immediate closure of its seven company-owned DMCs: GEP Washington, GEP Philly, GEP Baltimore, GEP Bahamas, GEP South Florida, GEP Utah and GEP Atlanta.

GEP Chairman and CEO Chris White said the move is designed to return the company to its original business model representing independently owned and operated DMCs.

"We felt it was in the best interest of the partnership to focus solely on our core business and return to our original business model. This has been successful for almost 15 years now and makes us an industry leader along with our sister company Kitznet Group," White said in a statement.

Three GEP headed DMCs in Arizona, Spain and Las Vegas are leased companies not owned by GEP and remain in business. GEP Orlando, meanwhile, will return to its previous ownership as Florida Coast to Coast.

All business that was contracted with the affected DMCs is being transferred to another DMC in the interim, and clients have been contacted directly with further information.

"We will continue to focus on the meeting professionals it needs to provide services with the best talent coupled with Kitznet's 250+ meetings hotels and resorts worldwide, and the best in support for representatives," White continues. "The bottom line is we will now concentrate even more fully attention to our partners, members and clients."

TOP STORY

Mash Events liquidated with £500k of debt

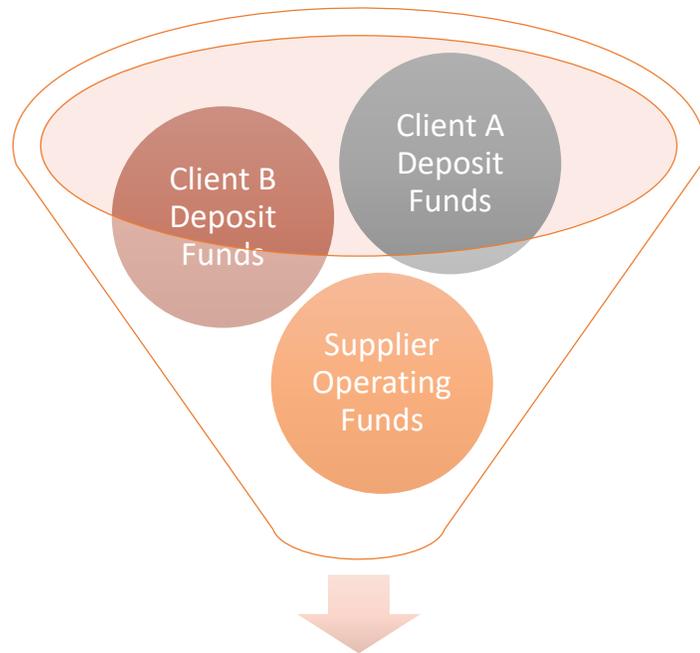
Mash Events, part of the Mash Media stable, has gone into liquidation with debts of more than £500k...

USMOTIVATION CLOSSES DOORS

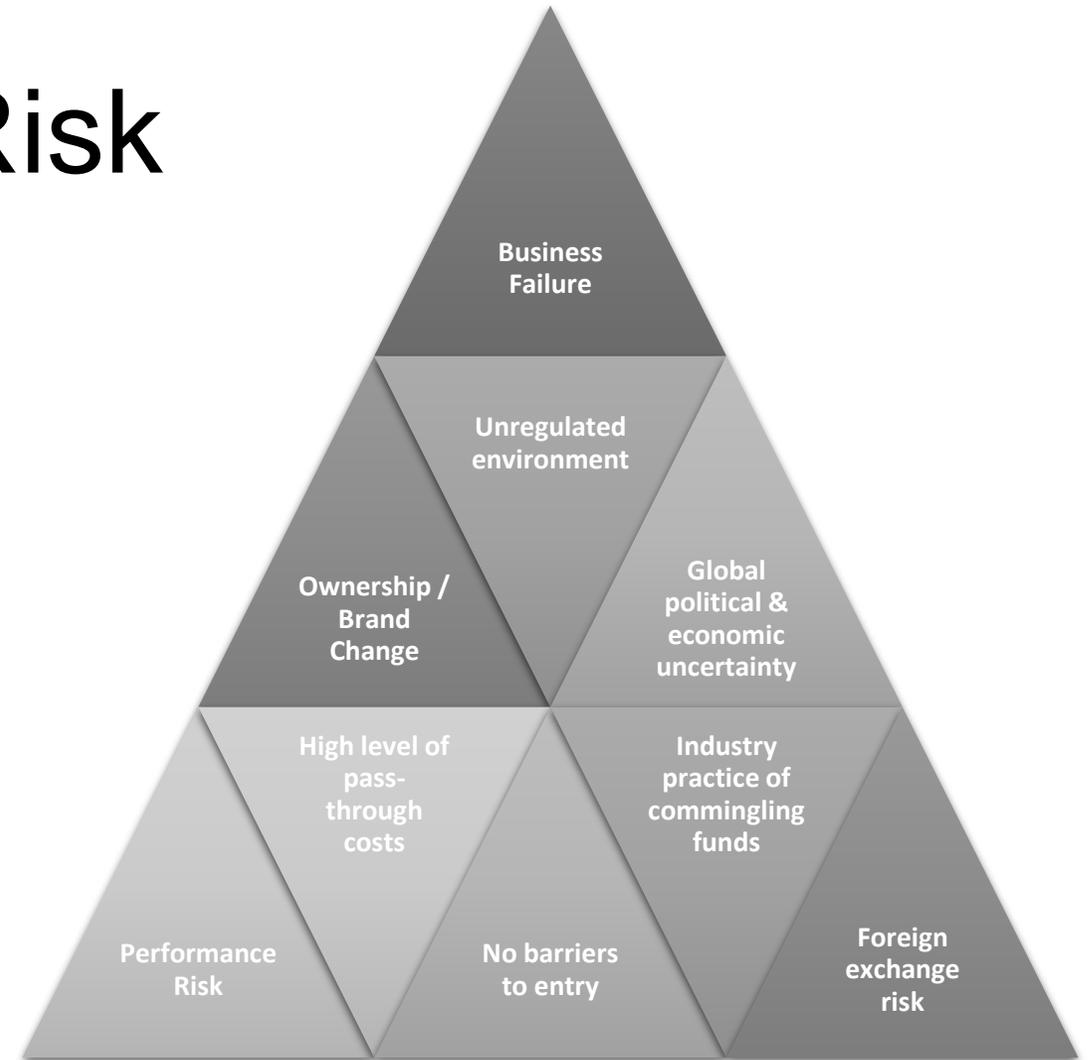


International Confex

Commingled Funds Risk



Client deposits are mixed with general operating funds and other client funds



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Meeting Escrow Securely Holds the Deposits

- 100% separation of client deposits from other client funds
- 100% transparency (all stakeholders receive copies of monthly in-trust bank account statements)
- 100% verification (account audits on demand)
- All-party escrow contract

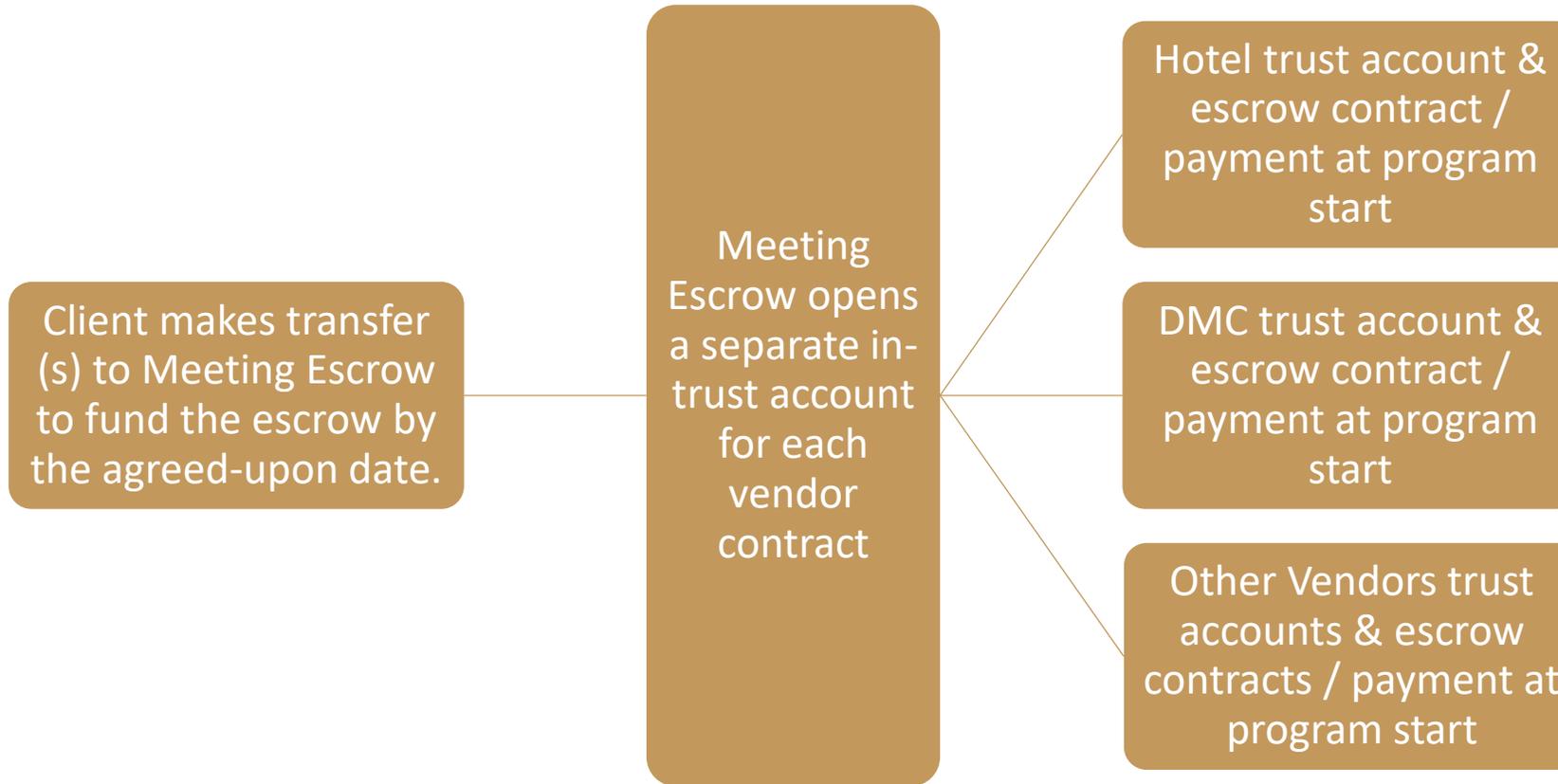


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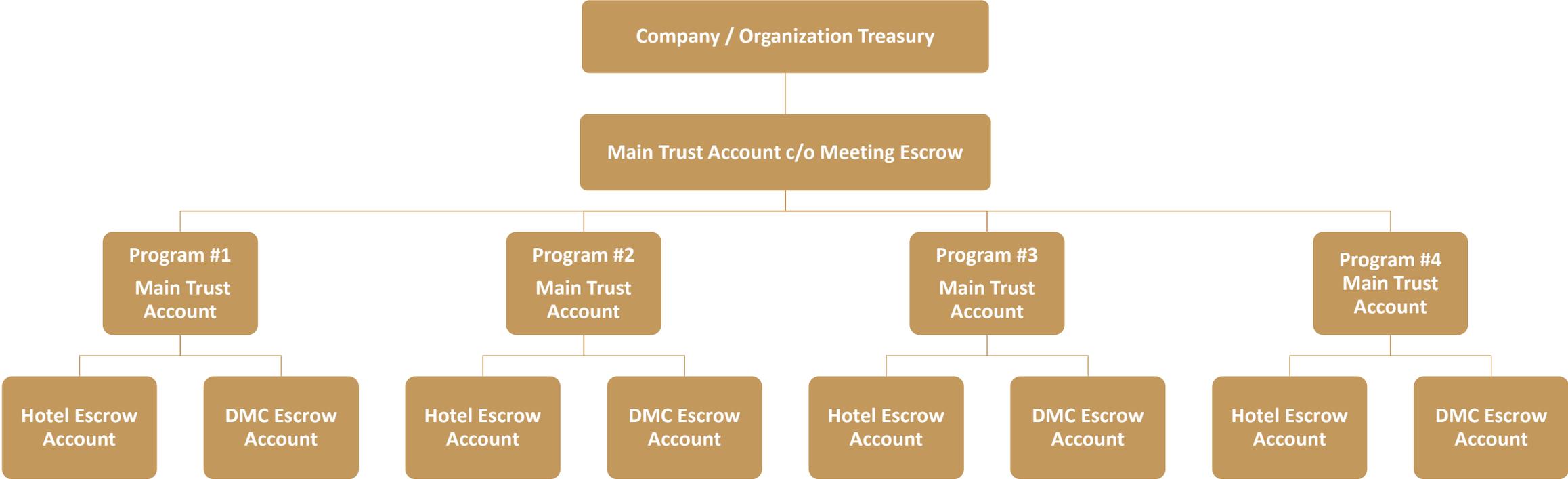


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Escrow Trust Agreement



Sample Corporate Trust Account Structure with Escrow Solution



4. Other Services

VAT Tax Refunds

Meeting Escrow is the single point of contact for the VAT reclaim process.

We have partnered with a global leader in VAT recovery.



Event Insurance

Event cancellation
Event liability
Event general coverage



In partnership with licenced insurance brokers



Secure Credit Card Processing for Online Registration

- Virtual merchant accounts available in USD & CAD
- Secure settlement to client's Meeting Escrow trust account
- Works with any registration platform – allows for increased flexibility & security



Facilitate Sponsor/Partner Commitments

Sponsor budget availability and fiscal cycles are often out-of-sync with your event's dates and sponsor payment deadlines.

Our escrow solution, with separate in-trust accounts for each sponsor, allows them to make deposits whenever funds are available, while still respecting your sponsor payment schedule.



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Vendor Acceptance

Benefits for Supplier Partners

- **Receive advance deposits and final payments on time, every time**
Clients pre-pay the full estimated contract value into a separate escrow account and all contracted supplier payments are pre-programmed for automatic release.
- **Simplify foreign exchange dealings**
Escrow trust accounts available in 20 currencies.
- **Eliminate credit card fees**
All payments made via wire transfer and we pay any wire transfer fees you incur.
- **Remove client default risk**
Escrow Trust Agreement provides that if one party ceases operations, or if other trigger conditions occur, funds in escrow flow to the other party.
- **Increase collection rates for cancelled programs**
Cash held in escrow ensures client and supplier are engaged to find mutually acceptable resolution to program termination.

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Trust, Compliance, Security



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Meeting Escrow's Team of Experts

Internationally Recognized Trusted Banks

- BMO Bank & TD Bank
- Separate in-trust accounts for every client, client program, and supplier
- US, Canadian & International Operations
- Foreign Exchange offerings
- No liquidity issues during recent financial crisis – highly regulated banking sector
- Every deposit for every vendor held in a separate bank account for 100% transparency



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Privacy, Compliance, Audit

- Creation of Meeting Escrow's security, privacy and compliance controls and reporting
- International operations
- One of the world's leading organizations of independent assurance, tax and advisory firm with 35,000 employees in 100 countries



Security

- All Meeting Escrow employees (including President & CEO) subject to background checks:
 - 1) Criminal records check
 - 2) Credit check
 - 3) Civil Court check
 - 4) Bankruptcy check
- Provided by MKD International



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Meetings Industry Focused Legal Counsel



Howe & Hutton, Ltd
The Law Firm for Associations®
The Law Firm for Meeting Professionals®



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Meetings Industry-Driven Solution



Meeting Escrow was created with input from all segments of the Meetings Industry:

- Association Management Companies
- Corporate Meeting Planners
- Meeting & incentive companies
- Travel companies
- Hotels
- Destination Management Companies
- Tourism Bureaus

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\$12 Million Insurance Coverage

LLOYD'S
LLOYD'S OF LONDON



Lloyds / Special Risk Insurance
\$5 Million Professional Liability (“E&O”) Coverage



Royal Sun Alliance
\$5 Million Commercial Liability Coverage



The Guarantee Company
\$1 Million Bond

LLOYD'S
LLOYD'S OF LONDON



Lloyd's / CFC Underwriting
\$1 Million Cyber Liability Coverage

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Pricing

Meeting Escrow Monthly Pricing (USD)

Plan Inclusions	Bronze	Silver	Gold	Platinum	Diamond
Monthly Account Fee <small>(paid annually – includes 20% savings vs. monthly payments)</small>	\$250	\$500	\$1,000	\$5,000	\$10,000
Programs per year <small>(Additional programs: \$500/month)</small>	1	3	5	10	15
Transaction Volume per year (USD) <small>(Additional transaction volume: Bronze 5%, Silver 4%, Gold 3%, Platinum 1%, Diamond 0%)</small>	Up to \$100,000	Up to \$250,000	Up to \$500,000	Up to \$3,000,000	Up to \$10,000,000
Main Organization Trust Accounts (USD/CAD) <small>(Additional USD/CAD accounts: \$250/month)</small>	1	2	4	10	30
Vendor Escrow Accounts (USD/CAD) <small>(Additional USD/CAD accounts: \$250/month)</small>	1	3	6	15	25
Global Currency Accounts <small>(Additional global currency accounts: \$250/month)</small>	0	0	1	5	15
Wire Transfers per year <small>(Additional wire transfers: \$50)</small>	4	12	24	50	150





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How can we help you?



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Conclusion



Meeting Escrow Inc.

Meeting Payments | Simplified. Secured.