



MEETING ESCROW

We simplify and secure meeting & event payments globally.

# Today's Presenters



Liz Holtby  
VP, Operations



Grant Snider  
President & CEO



Cynthia Connolly  
VP, Sales & Marketing

# 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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MEETING ESCROW  
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



MEETING

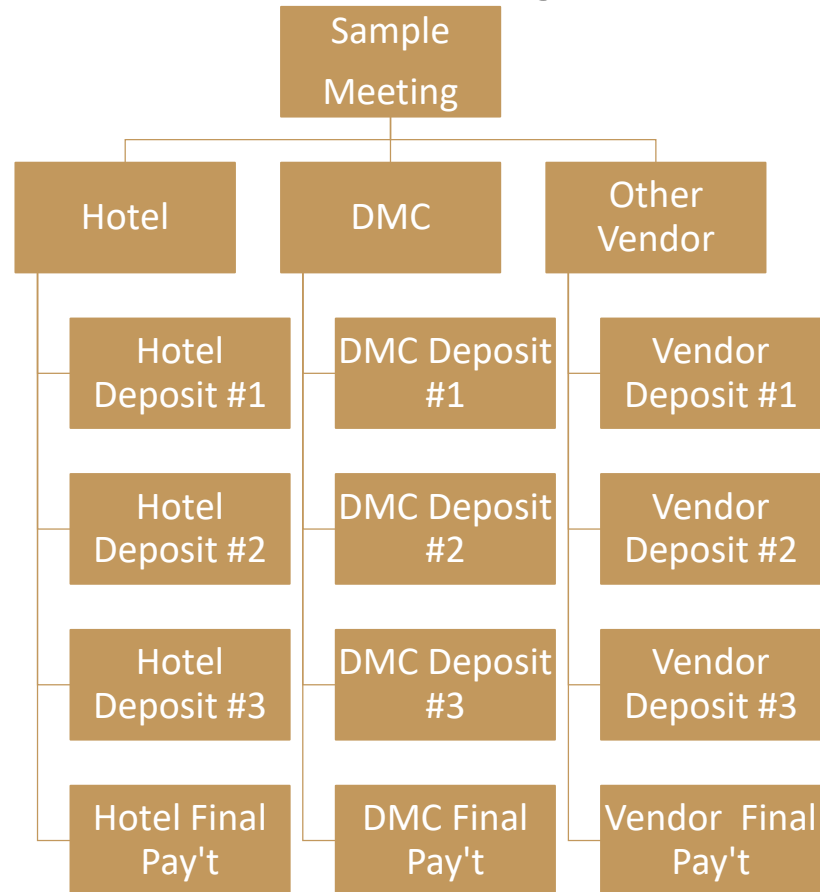


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# So many payments for just one program...

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



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**DEPOSIT:**  
Unlabeled

**DEPOSIT:** Unless you have been approved by the City of Chicago, your deposit has not been subsequently waived and is non-refundable. The deposit is non-refundable if you do not return the signed contract on or before July 19, 2017, on or before January 19, 2018, or on or before May 19, 2018, and all deposits are non-refundable.

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 expense.

\$5,000.00  
50%

50% of Anticipated Master Account Charges  
75% of Anticipated Master Account Charges  
90% of Anticipated Master Account Charges

75% of Anticipated Master Account Charges  
90% of Anticipated Master Account Charges

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fees or charges due to cancellation or attrition  
the right to revise the deposit schedule

**ADVANCE PAYMENTS**

**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 revivied on September 18, 2015.**

A second deposit of **\$204,923.00**, which represents thirty percent (30%) of the estimated charges, is due 187 (180) days prior to arrival.

A third deposit of **\$177,000**, which represents fifty percent (50%) of the estimated charges, is due 365 (360) days prior to arrival.

A fourth deposit of **\$117,333.33**, which represents fifty percent (50%) of the estimated charges, is due 547 (540) days prior to arrival.

A fifth deposit of **\$75,121.00**, which represents fifty percent (50%) of the estimated charges, is due 729 (720) days prior to arrival.

An initial deposit of \$204,923.00, which is due 30 days of signing of this contract.

An additional deposit of \$239,077.00, which is due December 13, 2017 (180) days prior to arrival.

A final deposit of \$239,077.00, which is due 30 days prior to arrival.

An additional deposit of \$239,077.00, which was received on **December 13, 2017** (180) days prior to arrival.

An additional deposit of \$23,908.00 on March 13, 2018 (60) days prior to arrival.

A final deposit of \$291,067.00,  
2018 (30) days prior to arrival.

**DEPOSIT**

**DEPOSIT**  
Unless you have pre-paid the contract value or 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.

Deposit	Due Date	Due Amount
£ 3,424.60	15 April 2017	10%
£10,273.80	02 February 2018	20%
£11,986.10	02 May 2018	20%
£ 8,561.50		

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

Any and all deposits may be applied to the  
Cancellation and Attrition Policies.

**METHOD OF PAYMENT**  
We operate a policy  
surcharge

**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:

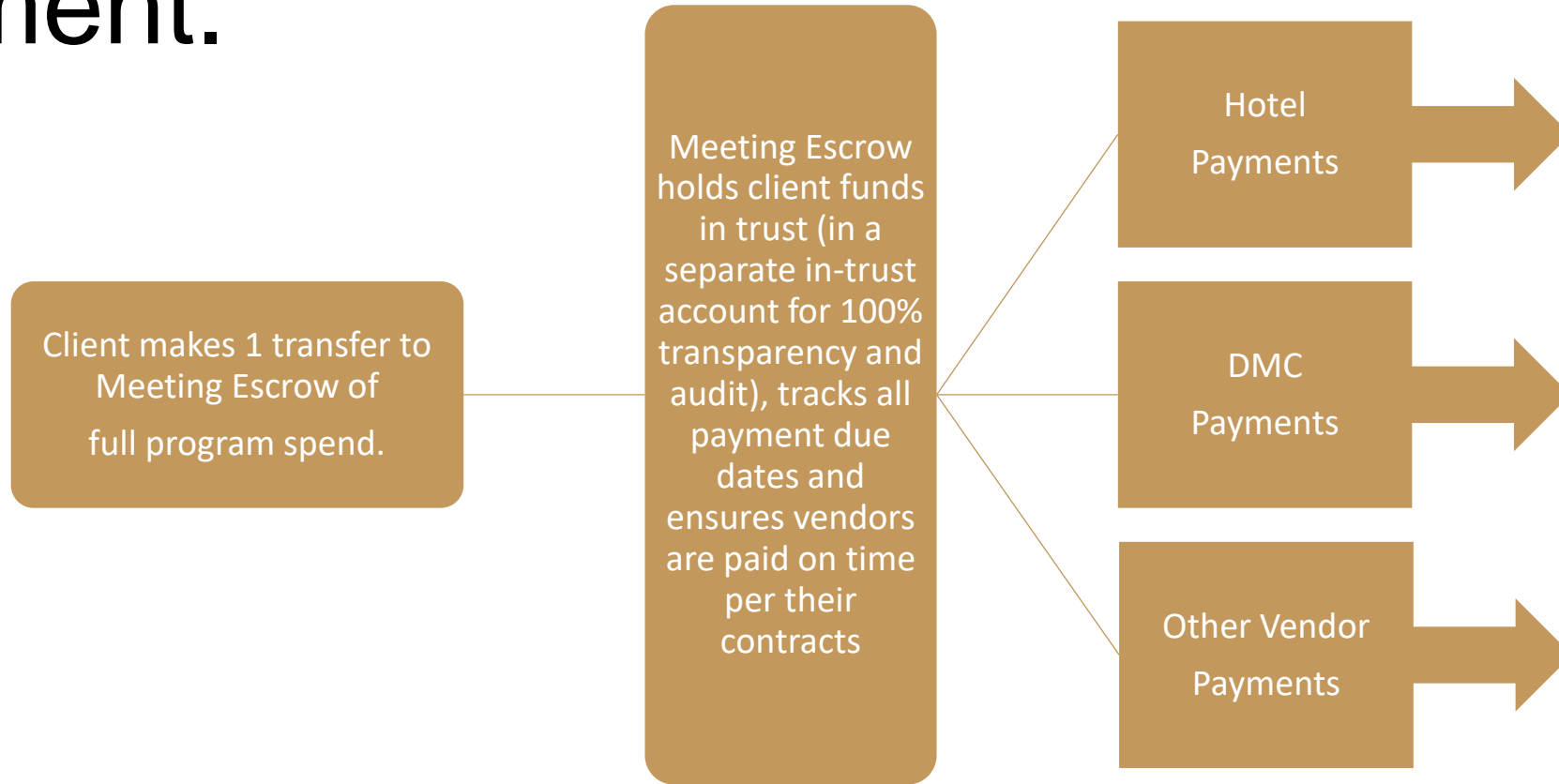
Visa, MasterCard, Delta, JCB:	1.5% Surcharge
American Express and Diners Club:	3.5% Surcharge

1.5% Surcharge  
3.5% Surcharge

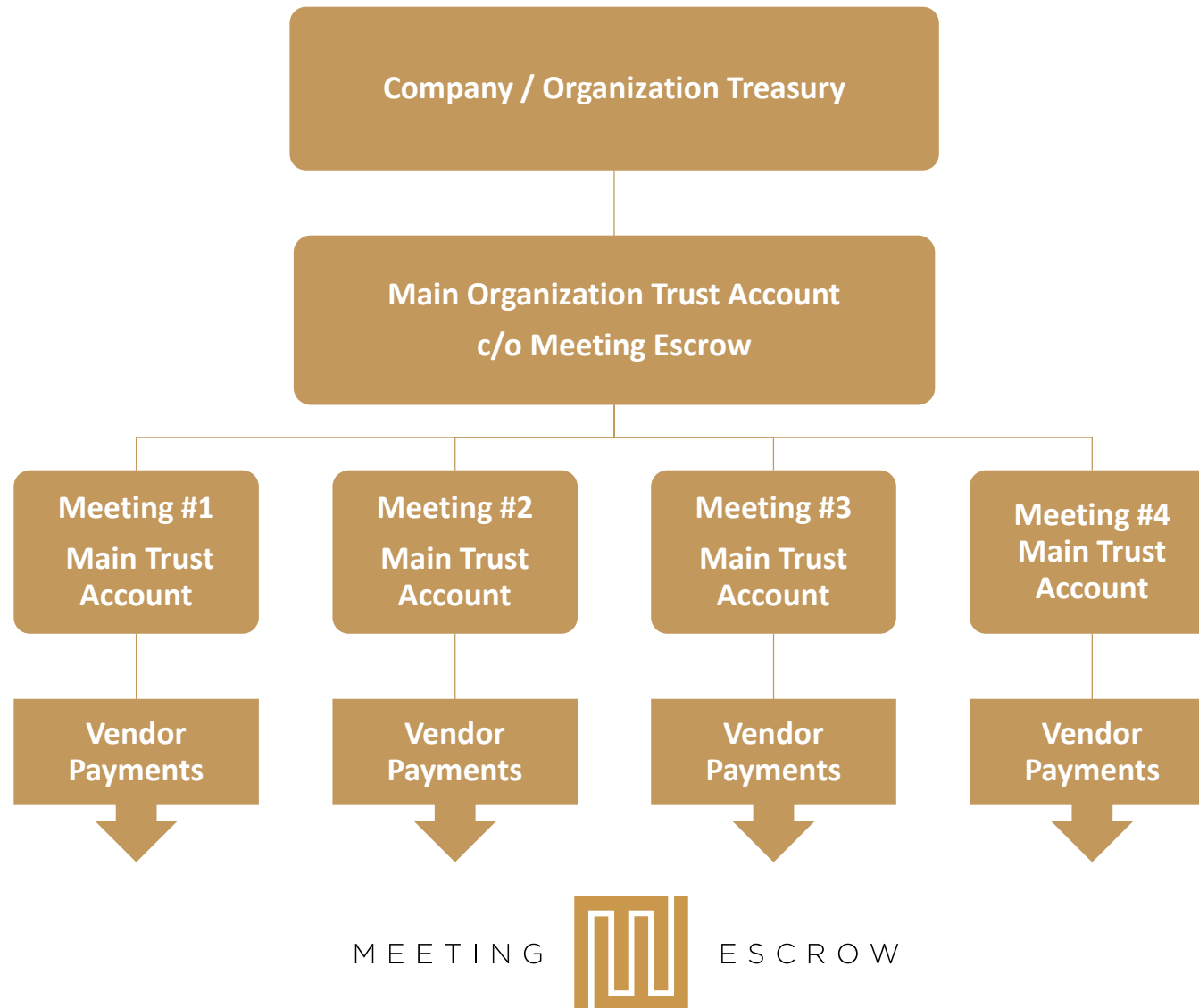
Description		ITEMIZED INVOICE		Total Amount	
Charter Components	Units	Cost			
Charter Rate	1		\$ 327,714.00	\$	327,714.00
Port Charges (compulsory)	0		\$ 147.00	\$	-
Gratuities - Cruise Director & Crew (pre/post nights not included)	0		\$ -	\$	-
		108.00 €			-
<b>Payment Schedule Per Charter Agreement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



# 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.

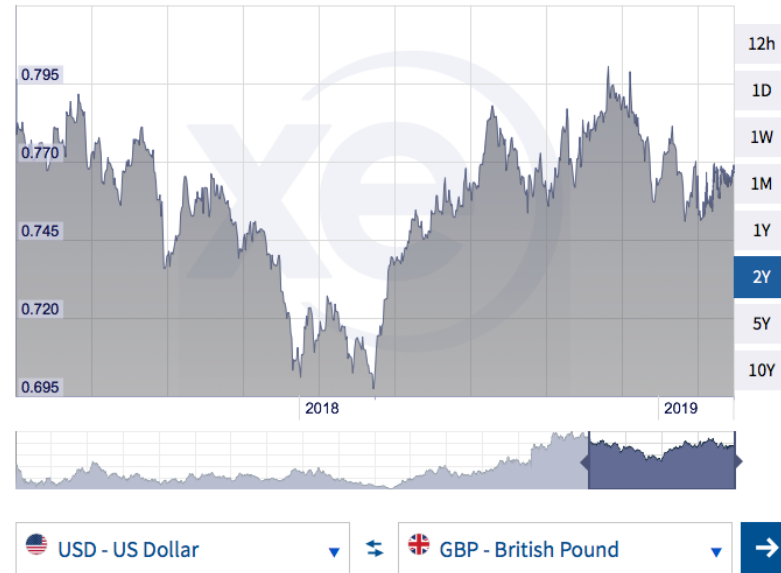
### XE Money Transfer

- 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**

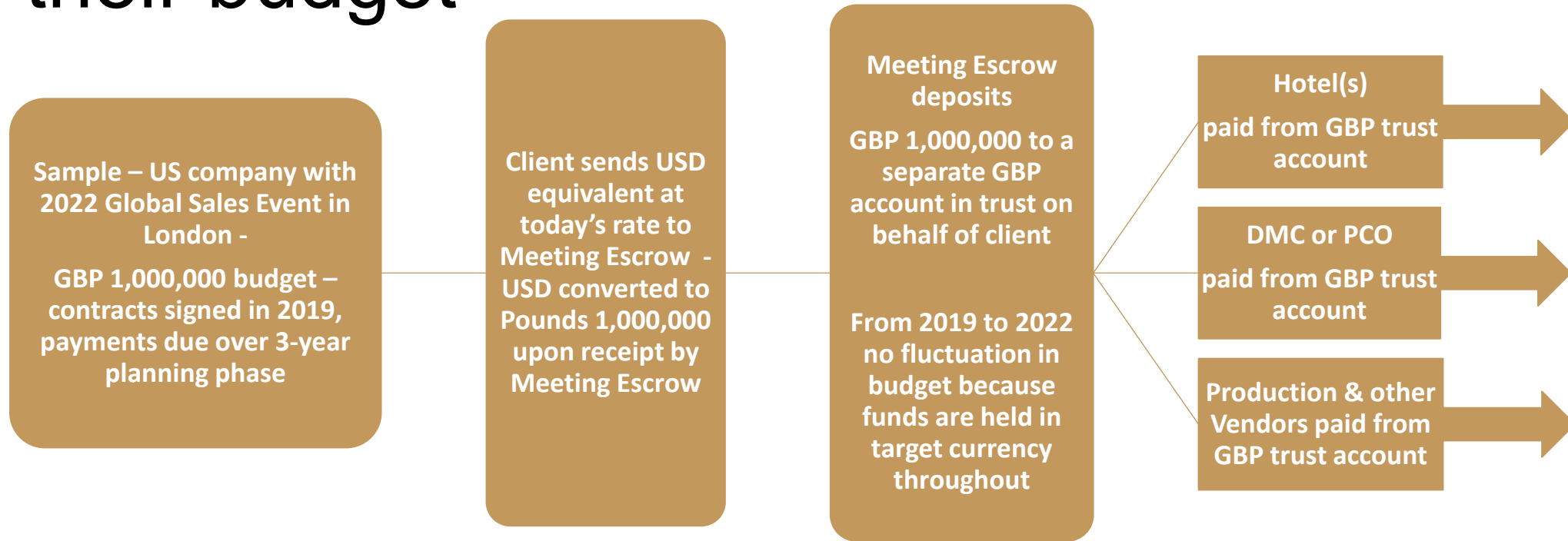


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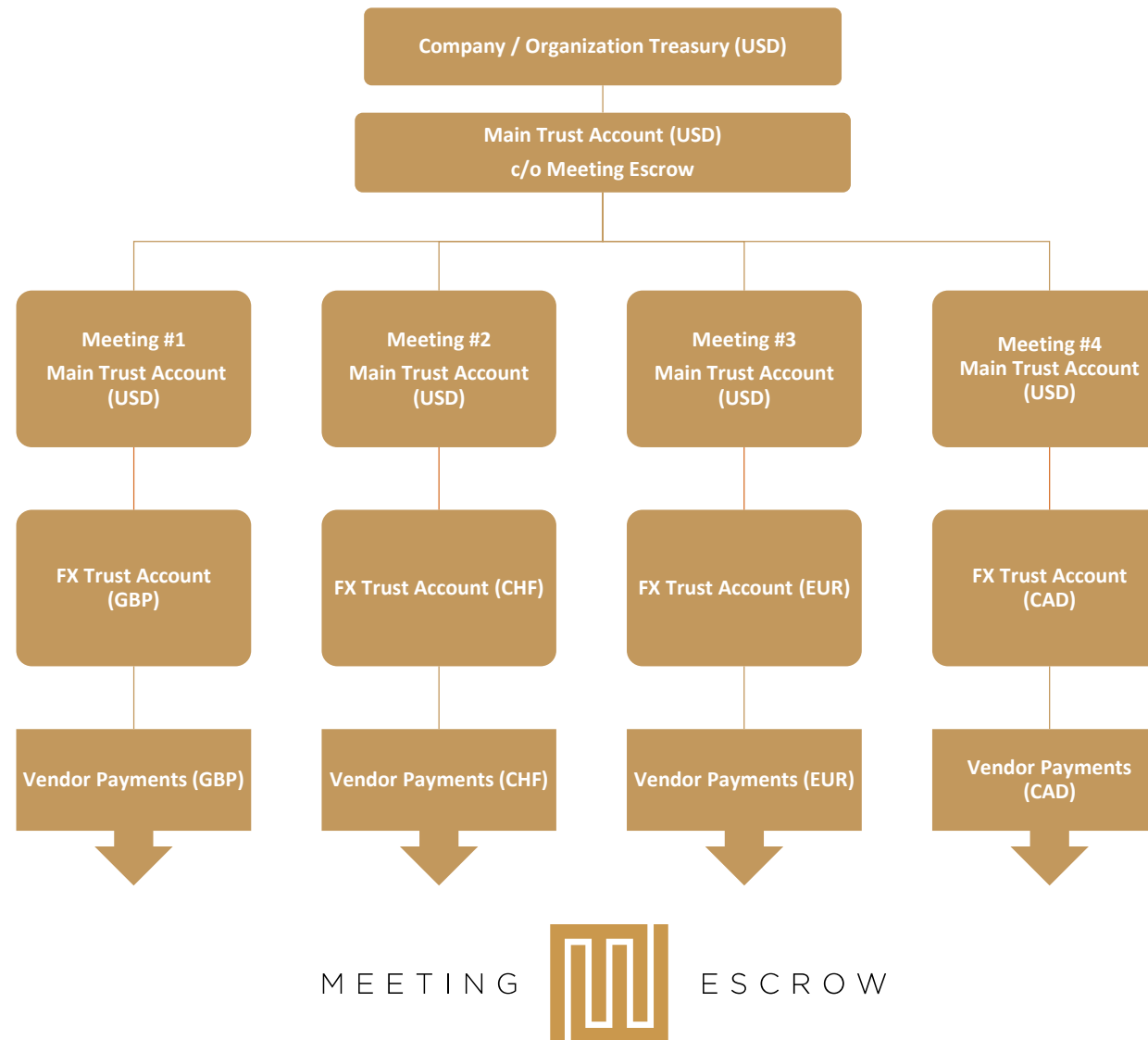
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# Meeting Escrow clients can lock in their foreign exchange rate up front to sync with their budget





# 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 1<sup>st</sup>, 2013; Cuba San Lucas

Dear Clients, Business Partners,

Here at AM&I Los Cabos D.M.C. expectations due to the firm internal and profound changes owners of ante los cabos s.a. de regarding this announcement. If you are a client or business guaranteed with the same out supplier, all prior and future closer and stronger and if you a

Many changes will have to be occasion and setting a new "transitional team" to ensure all no leave stay tuned for more and valued support during this.

In 2007, AM&I Los Cabos D.M.C. the world tourism 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 cir

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 resume the company and handling of business events on the French Riviera - particularly in Cannes, St. Tropez 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 has been 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 (£8.5-12m).

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 partners and return to our original business model that has been successful for almost 15 years now and make us an industry leader along with our sister company Kiersten Group," White said in a statement.

Three GEP headed DMCs in Atlanta, Spain and Las Vegas are licensed 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 professional's needs by providing them with the best coupled with Kiersten's 250+ meetings, hotels and resorts worldwide, and the best in support for representatives," White continued. "The bottom line is: We will now concentrate even more fully attention on our partners, members and clients."

## USMOTIVATION CLOSING DOORS



### TOP STORY

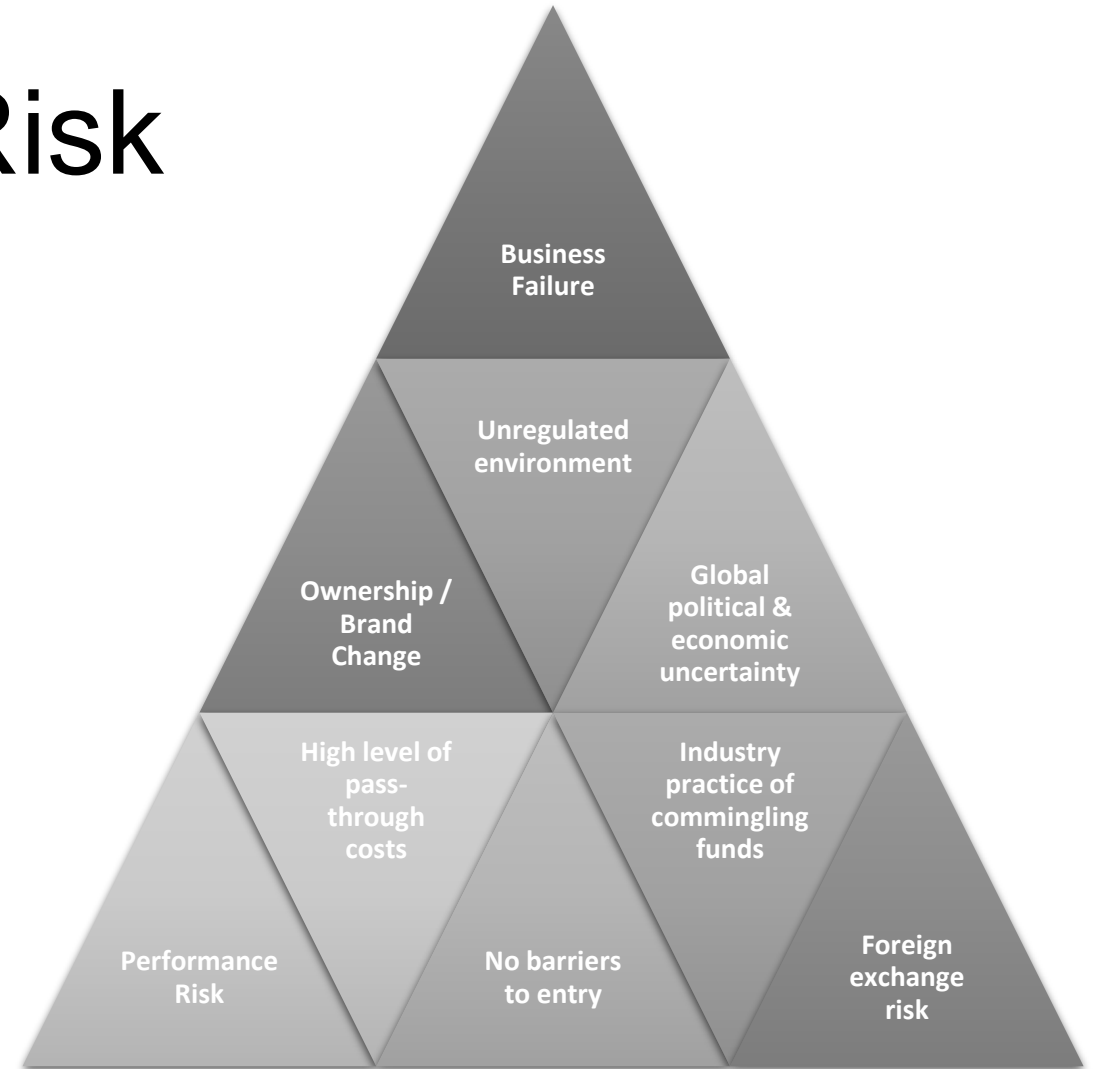
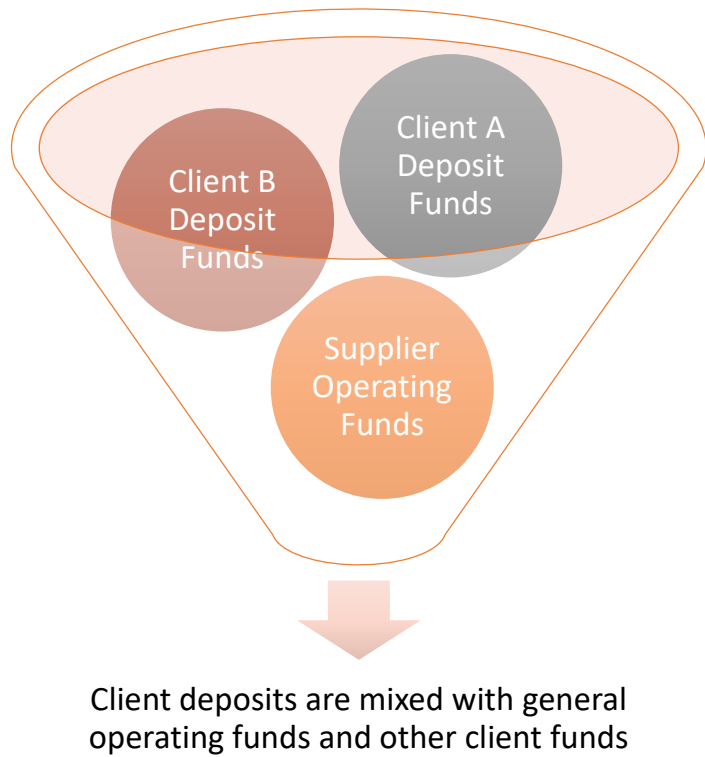
## Mash Events liquidated with £500k of debt

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



International Confex

# Commingled Funds Risk



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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

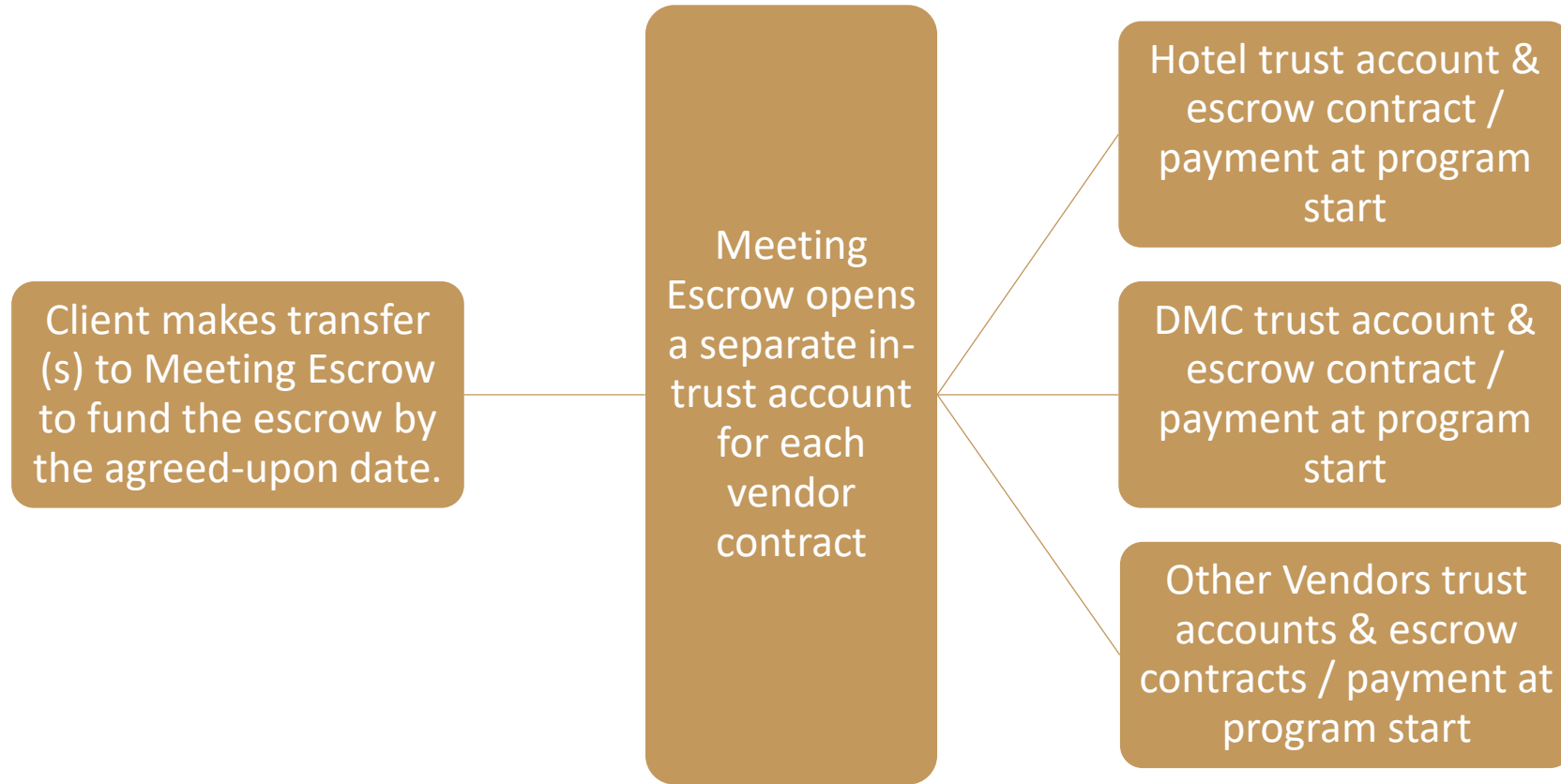


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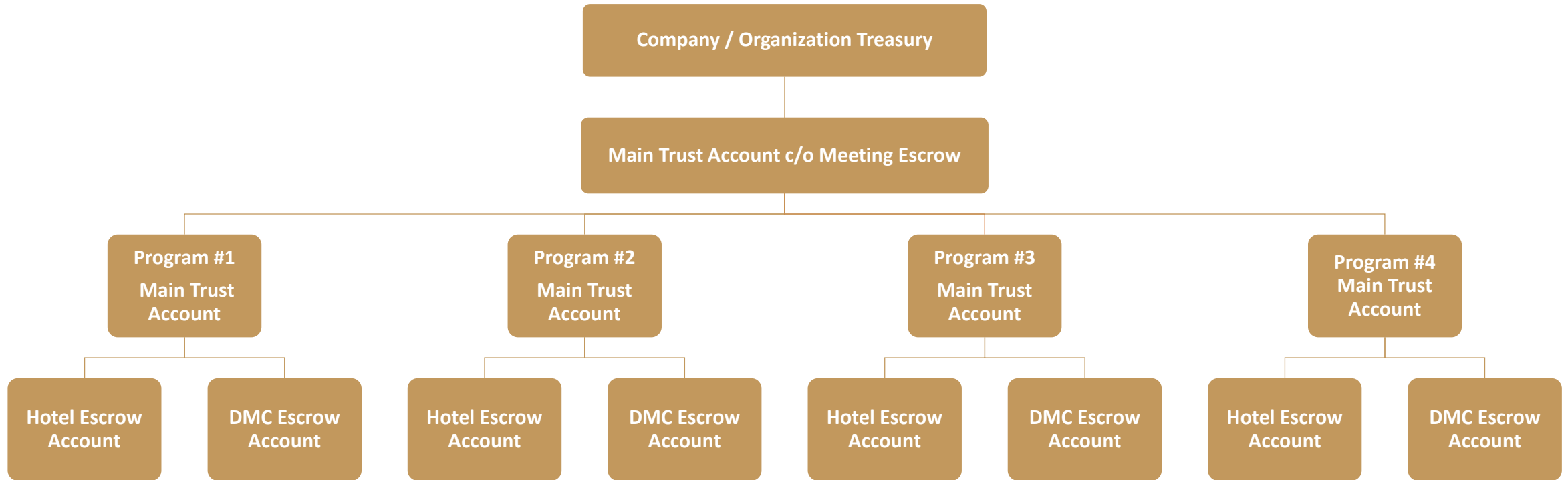


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# Escrow Trust Agreement



# 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



# 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



# 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

SPECIAL RISK  
INSURANCE MANAGERS



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

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Effective January 2019



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# How can we help you?



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# Conclusion



# Meeting Escrow Inc.

Meeting Payments | Simplified. Secured.