

Where to Start: “What Meeting Planners Are Looking For”

Earlier this year, HAWDC participated in a webinar series hosted by the Hospitality Sales & Marketing Association International (HSMIAI). The seminar series was designed to share practices that our members can implement at little to no cost in order to begin the process of being a more environmentally friendly hotel.

The primary theme of the webinar was to inform hotels that being a more environmentally friendly is a process and that it is important to inform perspective clients, guest, or event attendees of what is currently being done to work towards being more “green.” Some of the quick tips discussed in the webinar include:

- **Volunteering** what efforts are being made to be a more environmentally friendly property, i.e. including a list of environmental practices in proposal packets to Meeting Planners
- **Informing** Meeting Planners if you donate left over food to charities or shelters
- **Ensuring** that all hotel staff, particularly front-line employees are aware of the green practices of the hotel and are comfortable speaking about them with guest
- **Asking** suppliers to donate environmentally friendly products (paper, cleaning supplies, disposable cups, etc) to test in order to determine if they would be viable options to the products that are currently in use.