HEALTHCARE EVENTS MADE Easy

8 EXPERT TIPS FOR GROUP HOTEL BOOKINGS

Choosing the perfect hotel venue for your healthcare meetings is crucial for success. This guide will help you find the ideal location with top-notch facilities and impeccable service, ensuring a seamless and productive experience for all attendees.



BE FLEXIBLE & STRATEGIC

Explore both top-choice cities and second- and third-choice cities to find the best availability, dates, and pricing.



A PLACE TO UNWIND

Finding a hotel with an entertainment space can be challenging, so include it in your search criteria or plan to entertain offsite for your HCPs.



THINK LONG-TERM

Pharma and healthcare national sales meetings peak in the first quarter, so consider multiyear contracts and book within the same hotel group to secure preferred dates and rooms well in advance.



MSA CHECK

Prioritize hotels with existing master service agreements (MSAs) for smoother, efficient planning.



NEGOTIATE

Be direct in your requests, whether it's upgrading hospitality, securing favorable room rates, or getting specific conference rooms.

Pro-Tip

Consider Sunshine Act compliance for HCP-related meeting types (e.g., advisory boards, speaker trainings, investigator meetings) during discussions with the hotel or venue.



PLAN AHEAD

Smaller, regular meetings like advisory boards, speaker trainings, and investigator meetings typically need 45 to 60 days lead time, while larger events like national sales meetings require at least 4 to 6 months lead time for securing optimal venues and dates.



CONSIDER THE CURRENCY EXCHANGE RATE

For your next
healthcare meeting
outside the U.S.,
book hotels in
Eurozone countries
to optimize your
budget with favorable
exchange rates and
added value for your
home currency.



DON'T PANIC, CONTACT AN EXPERT

If your event is 6090 days away and
you're struggling to
find a venue, contact
our AMI healthcare
meeting experts.
Our incredible
relationships with the
national sales offices
of major hotel brands
will help secure the
perfect venue for your
next meeting.

Dive deep into navigating hotel availability and ensure a perfect stay.



MEETING EXPERIENCES CAREFULLY CRAFTED FOR YOUR AUDIENCE.

For over twenty years, AMI has partnered with the world's top healthcare brands providing high touch, white glove, bespoke service while solving the unique and complex challenges of meeting strategies in the healthcare industry. Our experienced & certified meeting planners will work with you to meet your ever-changing regulatory guidelines, security concerns, and data collection requirements while delivering an exceptional experience for your attendees.