

**NEW SALES LEAD**

Williamsburg Tourism Council  
Address: 421 North Boundary Street P.O. Box 3495 Williamsburg, VA 23185 USA  
Phone: 757.253.2313

**Created:** 08/03/2022  
**Response Due Date:** **08/08/2022**  
**Decision Date:** 09/08/2022  
**From:** Julia Smyth-Young, Sales Director -- (757) 253-2313, [julia.smyth-young@visitwilliamsburg.com](mailto:julia.smyth-young@visitwilliamsburg.com)

**Lead ID:** **4071**  
**Organization:** ACN Meetings and Events, LLC.  
**Market Segment:** Corporate  
**Meeting:** 2023 Spring WOMEN's GROWING TOGETHER IN BUSINESS CONFERENCE  
**Contact:** Amy Norris  
Owner  
**Company:** ACN Meetings and Events, LLC.  
**Address:** 20574 Overton Court

Sterling, VA 20165  
**Phone:** (703) 433-5887  
**Fax:**  
**E-Mail:** [anorris@acn-events.com](mailto:anorris@acn-events.com)

**MEETING REQUIREMENTS**

**Requested Dates:** 03/28/2023 to 04/02/2023  
**Meeting Dates:** 03/29/2023 to 04/02/2023  
**Alternate Dates:** 03/22/2023 to 03/27/2023  
11/08/2022 to 11/14/2022

**ROOMS FORECAST**

**Room Attendance:** 140  
**Requested Rooms:** 335  
**Requested Peak:** 102

	Tue, 03/28/23	Wed, 03/29/23	Thu, 03/30/23	Fri, 03/31/23	Sat, 04/01/23	Sun, 04/02/23	Mon, 04/03/23
<b>Requested Rooms</b>	2	77	102	102	52		

### COMPETITION

\* Considering cities in Virginia, Maryland, and Washington, D.C.

### NOTES

#### Meeting Requirements:

\* Please see attached RFP and Word attachment

#### Schedule of Events:

\* Please see attached RFP for the four-day conference

#### Comments:

- \* Planner requests urgent responses
- \* Lead also sourced via CVent
- \* Note key decision factors: costs, partnership opportunities, value, services/amenities, and safety
- \* Contract signed Sterling, VA

#### Action Requested:

\* Respond directly to Amy Norris with commissionable rates and copy Julia Smyth-Young on correspondence