



ITALIAN AMERICAN WAR VETERANS OF THE UNITED STATES

This is a veterans organization. Most members are between 75 and 90 years old and on fixed incomes. The most important items are:

- ◆ Rates
- ◆ F&B Minimums
- ◆ Attrition
- ◆ ADA Rooms
- ◆ Airport Shuttle (not a deal breaker)

Three meetings per year as follows:

Month	Place	No. Attendees	No. Rooms	Rate
May	Washington, D.C.*	35-45	18-25	\$99.-\$129.
August	Open	60-100	30-50	\$99.-139.
November	Open	35-45	18-25	\$89-\$119.

Because of the advanced age of the group, a LOI with no attrition is preferred over a Contract. Due to health and age some of my attendees have to cancel (heart attack, stroke, death, etc.). This may not only affect the person it happens to, but to their traveling companions.