

**NEW SALES LEAD**

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

**Created:** 06/16/2021  
**Response Due Date:** **06/15/2021**  
**Decision Date:** 06/18/2021  
**From:** Julia Smyth-Young, Sales Director -- (757) 253-2313, [julia.smyth-young@visitwilliamsburg.com](mailto:julia.smyth-young@visitwilliamsburg.com)

**Lead ID:** **3955**  
**Organization:** Virtual Service Operations  
**Market Segment:** Corporate  
**Meeting:** Leadership Meeting  
**Contact:** Eric Hutchins Hutchins  
CMP  
**Company:** Lamont Associates - Master Account  
**Address:** PO Box: 93535

Southlake, TX 76092  
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**MEETING REQUIREMENTS**

**Requested Dates:** 06/28/2021 to 06/30/2021  
**Meeting Dates:** 06/28/2021 to 06/30/2021  
**Alternate Dates:** to  
to

**ROOMS FORECAST**

**Room Attendance:** 0  
**Requested Rooms:** 30  
**Requested Peak:** 10

	Mon, 06/28/21	Tue, 06/29/21	Wed, 06/30/21	Thu, 07/01/21	Fri, 07/02/21	Sat, 07/03/21	Sun, 07/04/21
<b>Requested Rooms</b>	10	10	10				

## COMPETITION

## NOTES

### Meeting Requirements:

No Fee for outside A/V equipment or Labor\*  
Room/Tax to Master  
Projector/screen for training  
\$14k budget for rooms and catering

The group have one dinner on-site, please offer varied space/options

Will spend money at the bar.

Please send options for fun activities nearby for any weekend stay- day trips, shopping, nightlife, nearby activities, etc.

### Schedule of Events:

Monday, 6/28/2021 - Thursday, 7/1/2021:

8:00 AM - 6:00 PM: Meeting for 13 people on 24-hour hold, U-shape with additional space

Tuesday, 6/29/21 - Thursday, 7/1/2021:

7:30 AM - 8:30 AM: Breakfast for 13 people

12:00 PM - 1:00 PM: Lunch for 13 people

### Comments:

Leadership Training. This is the executive team of VSO, and they like to have fun.

Decision Factors: Competitive Pricing

wow Factor of Property, things to do,

1.5 hours or less from Manassas VA

open to cabins or no catering if not available

### Action Requested:

Resort properties only requested to respond directly to Lamont Associates with commissionable rate and availability. A high-end resort with a spa and recreational facilities on site required.