

Hotel and Venue Site Selection Services for Television Production

- ▶ *Will your production team be on the road conducting auditions in multiple cities?*
- ▶ *Do you need a production hotel, talent hotel, and audition venue?*
- ▶ *Have you experienced poor hotel service, the wrong location, or limited value during your last production?*
- ▶ *Does your staff have the experience and capacity to spec, locate and negotiate hotels?*
- ▶ *What if there was no additional cost for our services?**

Approach and Implementation

The Goffin Group adds a strategic element to your television production by leveraging our corporate buying power for your specific needs with numerous hotel companies and hospitality partners. We review key objectives of your show, and create a custom spec sheet for your approval. We negotiate room rates for you leveraging both the value of your show as well as those of our other clients.

This translates into measurable results:

- Guaranteed lowest room rates
- Professionally negotiated contract with numerous concessions
- Tangible rebate programs
- Better return on investment
- Positive impact on production staff

* Hotel rooms must be booked through The Goffin Group as agent of record

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The Goffin Group provides outsourced travel services, including hotel and audition venue recommendations, site selection, hotel and ground reservations and contract negotiations, for the special needs of television production. Drawing on 25 years of experience, President Gary Goffin and a team of seasoned travel professionals assist television production companies by decreasing the controllable costs of on-site production. Services leverage existing rebate programs (hotel and credit card), ground transportation and Goffin Group hotel rate programs. The result is lower production costs for your television show at carefully selected hotels, venues, and ground transportation companies.

Services

Site scouting

- Strong relationships and corporate accounts with all major chain hotels and numerous independent properties
- Audition venue referrals to stadiums, arenas, convention centers, and clubs

Contract

- Thoroughly reviewed and negotiated contract with specific client legal inclusions and Goffin Group riders

Limo Service

- Strong relationships and corporate accounts with local and national ground transportation companies

Rebate

- All applicable hotel and credit card rebate programs are fully disclosed and included in contract



Gary S. Goffin, CMP
President