

NEGOTIATING YOUR FACILITY

First and foremost - GET EVERYTHING IN WRITING. Just because they promised you something verbally does not mean you'll get it. Unless it's in writing it virtually doesn't exist.

1. **Negotiating** - You should always try negotiating for what you want. You'll always get something more than if you don't try.
2. **Deciding your Facility** - As a NBL regional conference tournament promoter you don't need impressive convention centers or hotels. Use a nice high school or college. An impressive tournament does not equate to an impressive facility. An impressive tournament equates to an impressive run tournament which equates to a quality staff and tournament preparation long before the event takes place, not the money you spend.
3. **Lodging for Staff** - When you make an agreement for rooms at your tournament hotel/motel ask them to give you a couple of free rooms for staff and a free night for every 25-30 rooms that your group picks-up.