

## **Meeting Information**

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**Dates:** Saturday 23 January - Sunday 24 January 2010

**Open to:** Managing Partners, Chief Operating Officers, Partners and any other staff with managerial responsibility

**Venue:** [Westin New Orleans Canal Place](#), 100 Rue Iberville, New Orleans, Louisiana, 70130  
Check-in: 3pm, check-out: 12 noon.

**Room rate:** We are holding a limited number of rooms at the hotel, available on a first-come, first-served basis. Should you wish to book your hotel room at the Westin through MSI, the group rate is US\$159 per night (single or double occupancy). This rate is subject to a combined state and city tax of 13% and a \$2.00 per room per night occupancy charge.

Please indicate your arrival and departure dates on the booking form and communicate any changes to the Secretariat. You will be responsible for paying for your hotel room on leaving the hotel. Any penalty fee incurred as a result of late cancellation (within 48 hours) or no-show will be passed on to you.

**Agenda:** The main structure of the local members' meeting provides an opportunity for small group, roundtable discussions with the objective of practice development, benchmarking, sharing information and getting to know each other better. There will be plenty of networking opportunities as well as brief updates on developments at MSI.

This year we have an external facilitator for Saturday's session, the theme of which we will evolve on Sunday. The details of this are as follows:

Creative Growth Group [www.creativegrowthgroup.com](http://www.creativegrowthgroup.com) presents:

**Collaborative Rainmaking** - Great teams yield better results than any one great individual. This program presents a comprehensive approach to help firms grow business and serve clients more successfully through collective networking and other collaborative methods including: practice group marketing, client and pursuit teams, cross-practice-group initiatives, referral relationships, alliance relationships, and online tools to foster collaborative rainmaking. Specifically, the session will explore how to implement collaborative initiatives among MSI member firms based on affinity (i.e. expertise, firm size, function, geography, etc.) The session will also encourage sharing best practices on collaboration for growing revenue and client relationships.

**Programme: Saturday 23 January**

12 noon	An informal buffet lunch will be available from 12pm until 1.30pm
1.30pm	Meeting to commence in Magnolia III, 3 <sup>rd</sup> Floor, Westin Canal Place
5.30pm	Meeting session to conclude
7pm	Informal cocktail reception and seated dinner in the Riverbend Terrace Restaurant at the Westin Canal Place

**Sunday 24 January**

8.30am	Coffee & pastries will be available in the pre-function area outside the Magnolia meeting rooms
9am – 12.30pm	Meeting session to run (see agenda for specific timings)
12.30pm	Buffet lunch

**Cost:** MSI will host the meeting, but a cost of \$100 will apply to cover the dinner.

**Dress code:** Smart casual

**Local information:** For any advice on visiting New Orleans – places to visit, or any other issue - please contact [Jack Hulse](#) or [Gwen Hebert-Hulse](#) at MSI's local member firm **Hulse & Wanek** [www.hulsewanek.com](http://www.hulsewanek.com)