

## Careful Planning Can Alleviate Hotel Hassles

Planning ahead for lodging at an American Numismatic Association (ANA) show can result in sufficient accommodations and low rates for all convention attendees.

"Long before our show comes to town, the Convention Department must arrange convenient lodging for attendees," says ANA Convention Services Manager Brenda Bishop. "To provide adequate housing at reasonable rates, the ANA reserves large blocks of rooms at selected convention hotels, essentially guaranteeing these rooms will be filled."

Attendees typically reserve rooms well in advance, she says, and hotels often fill months before the convention.

"Unfortunately, just days before the show, a significant number of collectors and dealers cancel their reservations, usually because they reserved more rooms than needed," Bishop says. "If the cancellation rate exceeds 15 to 20 percent, the hotels may charge the ANA a penalty. The vacant rooms can be reserved by other ANA guests, but the discounted rate may no longer apply."

In an effort to keep hotel rates low and ensure sufficient lodging for all, the ANA offers the following suggestions to convention-goers:

- To secure your reservation, be prepared to pay a non-refundable, first-night deposit.
- Be conservative when reserving rooms. If you must cancel some or all of your hotel rooms, do so at your earliest convenience (at least 45 days before the convention, if possible). This gives other attendees the opportunity to reserve rooms in the establishment of their choice and allows the ANA to satisfy its commitments without penalty.
- If you have to cancel less than 30 days before the convention, contact the ANA Convention Department in writing. Staff members will notify the hotel and perhaps fill the vacancy (at the discounted rate) with an ANA member from a waiting list.

"When an ANA hotel block is booked to capacity, everyone benefits," Bishop says.

"Convention-goers are assured of the lowest rates, and the Association strengthens its bargaining power for future site negotiations."

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The American Numismatic Association is a congressionally chartered nonprofit educational organization dedicated to encouraging people to study and collect money and related items. The ANA helps its 28,000 members and the public discover and explore the world of money through its vast array of education and outreach programs, as well as its museum, library, publications, conventions and seminars. For more information, call 719-632-2646 or go to [www.money.org](http://www.money.org).