Negotiating with venues and vendors

03 · Budgeting · about 12 minutes

Dates, minimums, inclusions and payment terms are negotiable; quality rarely is. Learn the asks that work in Toronto and the ones that annoy good vendors.

Before you start

The event you are applying this to (real or the running gala example):

Date · guests · budget envelope:

Work through the objectives

1. Prepare a negotiation with three asks

2. Trade date flexibility for value

3. Keep vendor relationships intact

Apply it: three decisions for your event

DECISION	WHAT YOU CHOSE AND WHY	OWNER / BY WHEN

Check your understanding

The most negotiable item with a venue is often

Asking a performer to 'do it for exposure'

Answers are on the lesson page after you take the quiz.

One line to remember