Venue contracts and minimums

04 · Venues · about 15 minutes

Minimum spend, attrition, cancellation schedules, exclusivity, insurance, overtime and force majeure. Clause by clause, with the red flags.

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. Read a venue contract clause by clause

2. Spot the five red flags

3. Negotiate the cancellation schedule

Apply it: three decisions for your event

DECISION	WHAT YOU CHOSE AND WHY	OWNER / BY WHEN

Check your understanding

A force majeure clause

Exclusive vendor clauses

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

One line to remember