

**We Met. We Negotiated.  
Everybody Left Happy.  
How to Negotiate a Successful Hotel Contract**

By:

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Donna Passons, President of the Texas Institute of Continuing Legal Education (TICLE) and Specialized Professional Institutes (SPI), received her BA in Government and her Master of Business Administration from the University of Texas at Austin. With more than 30 years of experience in continuing legal education, she expanded her business to include association management and became the Executive Director of the Association for Continuing Legal Education in 1995. Before launching TICLE, Donna spent more than 14 years in the Continuing Legal Education Department at the University of Texas Law School in Austin, Texas. During the last five years of her tenure, she served as the department's Assistant Dean and Executive Director for Continuing Legal Education where she developed and managed over 40 CLE seminars a year and recruited 900 volunteers annually. Donna has been a member of ACLEA since 1981, served on the Executive Committee of ACLEA beginning in 1983, and was President of the organization in 1988-1989. She and her brother, a PGA professional, launched Passons Golf Tournaments in 2001, specializing in corporate and charity golf tournaments. She is a member of the American Society of Association Executives (ASAE), the Texas Society of Association Executives (TSAE), and is listed in Who's Who in American Women.

**Mitch Peck**  
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Mitch Peck is the Destination Sales Executive for the Baltimore Marriott Waterfront Hotel. In his current position, he works with clients booking meetings through the Marriott Sales Offices into the Baltimore Marriott Waterfront Hotel. He has 19 years sales experience. 11 of those years have been in various Marriott Sales roles covering off property sales, sales office sales, and convention property sales. Outside of work Mitch spent 7 years as an Assistant Scout Master for Boy Scouts of America. He is a graduate of Towson University.

