



November 9, 2016

To the Conference and Hospitality Media,

I am delighted to announce that Ken Ellens Communications, in partnership with Anne Sweeney Public Relations, will provide communications services for the Teneo Hospitality Group ([www.teneohg.com](http://www.teneohg.com)). Teneo is a leading professional group meeting sales organization, representing over 300 hotels, resorts and destination management companies (DMCs) worldwide.

Teneo is a Greek word meaning “to know, understand and persevere”. This maxim informs the company’s mission and its successful track record of global expansion. In just three years, Teneo has grown into a prominent industry player. The company has expanded its staff of hospitality sales professionals, whose resumes span major hotel brands, independent properties, and top travel destinations.

According to Teneo’s President Mike Schugt, the company has flourished as the needs and preferences of the group meetings market has expanded. Schugt notes that “there is a growing appetite within the group meetings market for independent, non-branded hotels that provide greater flexibility than their branded competition. Teneo can provide access to over 300 of these hotels for booking business within a wide range of independent properties, as well as more traditional meetings-related hotels and conference centers.”

Teneo is a socially-conscious company that works with its clients to organize and promote charitable causes in their communities. Its noted client events benefit charitable programs in the community where the events are held. Recent events in the US provided more than 400 backpacks filled with school supplies for students in need.

**Last week, Teneo held its annual summit for its clients and member hotels, resorts and DMCs in Mexico. The event featured presentations by a number of industry experts and trend setters on the very latest trends in sales, technology, food and beverage and hospitality in a rapidly changing global environment. We will be sending you trend information on this conference and will regularly poll Teneo’s staff re. developments in their areas of expertise. Teneo has a staff of prominent and highly knowledgeable hospitality professionals who can provide valuable insights into**

the group market.

We look forward to introducing you to this exceptional company.

Best wishes.

**Ken Ellens**

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