

## Housing “Pirates” and “Poachers” Scam

When CAI secures sleeping rooms at hotels for our conferences (commonly referred to as room blocks), we research the properties to make certain that our attendees and exhibitors are adequately accommodated. These room blocks are established to ensure that rooms meet our standards and are offered at a discounted price. CAI works directly with the Renaissance Indian Wells Resort & Spa, the official headquarter hotel for the 2016 Legal Forum.

Room poaching is a practice carried out by third-party companies that act as travel agencies, wholesalers or destination management companies to solicit registrants and exhibitors for room reservations for society or other organizations meetings. The practice of room poaching makes it more difficult for us to meet our room block commitments and exposes CAI to penalties and increased room rates for our conferences.

Often room poachers may misrepresent themselves as CAI’s official housing provider and registrants and exhibitors may be contacted by fax, email or phone with offers for cut rate housing. The poacher might inform registrants and exhibitors that the hotel room block is “sold out,” and that if you do not book with them immediately, you may not get a room. Additional deceptive tactics may include:

- Room poachers may distribute forms or promotional materials that appear to be issued by us.
- Room poachers may not deliver on promises to customers. When customers arrive, reservations are sometimes non-existent or the hotels are not conveniently located.
- Room poachers may seek to represent themselves as being affiliated with us by illegally using our name or logo.

Don’t be misled! If you are contacted by anyone asking if you need a room for the CAI CAI Legal Forum who is not a representative with CAI or the Renaissance, please get as much information as you can and pass it along to us. Contact Holly Carson, CAI Meetings Director, at 1-888-224-4321 ext. 9240 or [hcarson@caionline.org](mailto:hcarson@caionline.org).

### Housing Warning: Unauthorized Housing Companies Contacting Sponsors & Attendees

It has come to our attention that unauthorized housing companies have been contacting CAI sponsors and attendees and identifying themselves as being affiliated with CAI and telling you that most of the hotels in our block are almost sold out.

CAI has **NO** affiliation with these organizations and in no way endorses their services.

These companies are contacting you by phone (and in some cases email). Please note that CAI does not provide them with any contact information.

Here are some companies to watch out for:

- Advanced Travel Systems
- Book My Rooms Condos at OCCC
- Convention Housing
- Convention Housing Services/Convention Expo Travel
- ECTC Group/Executive Convention Travel
- Elite Corporate Planners
- Events Plus, Inc.
- HDMC Group
- Hotel Angels, LLC
- IEA Event Planning
- International Events, Inc./IEP Group
- Itravel, Inc.
- JTR Holdings Inc.
- Le Company, LLC

- Execu-Link Corp.
- Exhibition Housing Services
- Exhibitors Housing Services
- Expo Housing
- Global Corporate Events, Inc.
- Global Housing Management/GHM Travel
- Golden Events
- Group TIRA/TIRA Convention Management
- NSCN Services
- Room Connections/Rooms Connect, Limited
- Six Point Travel
- Stay Right Travel, LLC
- Trade Show Housing
- Trade Show Reservations, LLC
- TradeShow Housing
- XM Corp./XM Corporation

If you receive a phone call or email from any company offering housing assistance, PLEASE DO NOT RESPOND!

Please report any unauthorized housing providers to Holly Carson at [hcarson@caionline.org](mailto:hcarson@caionline.org).