

◆ the norman group, llc



Nancy A. Norman
President

◆ the norman group, llc is totally committed to providing unequalled customer service excellence to its clients under all circumstances and conditions. She is the author of the acclaimed book, Contract Addendums with Negotiation Techniques That Work! and the RFP Guide.

With over thirty years of professional experience in Site Selection, Contract Negotiations, Meeting Planning and Special Event Planning, we are interested in obtaining the very best solutions possible for your event. Our concentration is on high quality, dependability and cost-saving measures to ensure your complete satisfaction with our efforts on your behalf.

Through extensive attention to detail, careful monitoring of services that you select, and extremely high standards, ◆ the norman group, llc is able to provide you with a significantly successful contribution toward your event from the very beginning to its conclusion, without fail.

Active and dedicated to the hospitality industry for many years, Nancy A. Norman, founder and President of ◆ the norman group, llc, has served on the Boards of Meeting Professionals International New England (MPINE), the Professional Convention and Management Association (PCMA), the San Diego, California Convention and Visitors Bureau Hotel Advisory Board, The Convention Industry Council APEX Contracts Panel and Greens Panel and the National Leadership and Governance Committee for PCMA, and as the 2008 incoming President of the PCMA New England Chapter. She is a former member of the North of Boston Convention and Visitors Bureau, the American Society of Association Executives (ASAE).

Ms. Norman has received many awards for creating and producing complex multi-venue special events, as well as for the creation of a comprehensive Association Award Program for the New England Association for Healthcare Philanthropy (NEAHP) and for extensive volunteer service to non-profit organizations.

Ms. Norman's career began with her positions in Financial Development for The Rivers School, Weston, MA and as Director of Financial Development at the Dana Hall School, Wellesley; Leonard Morse Hospital, Natick; and, Leominster Hospital, Leominster, MA which enables her to also assist with fundraising events of various sizes and types with ease and efficiency.