

International Association of Reservation Executives Anti-Trust Guidelines & Policy

IARE's Anti-Trust Policy

Because of Federal and state anti-trust laws, certain topics are not proper subjects for discussion at any IARE function. Our members are competitors and any action or agreement which may eliminate, restrict or govern competition among members or their colleagues could be a violation of anti-trust laws. Those violating the anti-trust laws are subject to severe criminal and civil penalties.

This means that we must not discuss any items falling within the realm of competitive practices, such as current or future prices or charges; discounts for cash payments; contractual agreements; profit levels; credit terms; base wages; cost factors; future business plans and commissions.

We must also not discuss refusal to deal with a particular vendor.

Anti-Trust Guidelines

Anti-trust laws were designed to promote competition, which ultimately benefits the consumer. The laws prohibit agreements between competitors that restrict trade, such as price fixing or similar components; future plans for wages, incentives, prices, commissions, etc. Talking about these issues which results in no action is not in violation.

Areas that are okay to discuss include conversion rates, implementation of plans already in place, and guidance for personnel and personnel policies. The way we do business, the success we've had with concepts we have used, and current business trends are all things that can be talked about without problems.

Items that should NOT be discussed include base wages, cost factors, future business plans, commissions, and refusal to deal with vendors. Other issues that should not be discussed include reference to incentives among competitors, how much, how often, etc.

Please review the IARE's Anti-Trust Policy and adhere strictly to these guidelines during all IARE functions to protect yourself and your Association from liability.