



ICCA Asia Pacific Chapter Client/Supplier Business Workshop 2013  
25 – 27 September 2013, The Venetian Macau

We are pleased to invite you to participate in the annual ICCA AP Chapter Client/Supplier Business Workshop which will be hosted by Sands Cotai Macao this year.

What is the Workshop all about?

The Workshop provides a unique platform for ICCA members to meet, network and discuss potential business with key association buyers who are actively looking for destinations to hold their future meetings. The Workshop is conducted in a systematic manner enabling ample opportunity for our members to meet the clients during the official Workshop hours or during the social activities. This annual event which was previously held in Kuching, Taipei, Singapore, Seoul and Kuala Lumpur has been a sought after event as you would be able to build business relationship with association buyers.

How many members can participate?

There are 15 slots allocated for this Workshop and acceptance is on a first-come, first-served basis. To participate you have to find a suitable accompanying client who meets the stipulated criteria. Participation is only open to ICCA Asia Pacific chapter members.

What are the qualifying criteria?

The client you invite should meet our selection criteria's which is as below;

- Decision maker or decision influencer of an international association whose meeting rotates within Asia Pacific or internationally between at least 3 countries
- The meeting must attract more than 500 delegates
- The meeting frequency should be annual, biennial or triennial

To amplify the value of this Workshop for returning ICCA members, the client mentioned in the enclosed [Exclusion List](#) are not allowed participate. This is to ensure we do not accept repetitive clients. The participating clients will be carefully vetted and qualified by ICCA to ensure the eminence of the Workshop is not compromised.

How much is the participation fee?

- Main delegate           EUR 800
- Co-delegate            EUR 400

The fee is inclusive of single room for 2 nights, ground transfers, meals and social activities as outlined in the official programme. The registration fee does NOT include air tickets.

The client's air ticket should be borne by the ICCA member while their stay (2 nights) in Macao will be hosted by the host.

When is the deadline?

Deadline for registration is 30 June 2013.

Why this is a must attend Workshop?

Data collected from 18 ICCA members who attended last year's Workshop revealed that;

- 100% agreed that this Workshop is a good investment of their time and money.

- 83.4% said the quality of client participating in this Workshop is either excellent or very good and 16.6% said it's good.
- 83.3% said the networking opportunities during the Workshop were excellent or very good and 16.7% said it's good.

Please visit the ICCA AP Chapter website for more information including a copy of the registration forms. Do contact me at [noor@iccaap.com](mailto:noor@iccaap.com) or Kavitha at [kavitha@iccaap.com](mailto:kavitha@iccaap.com) should you have any queries or require assistance.

Thank you and best regards,  
Noor Ahmad Hamid  
Regional Director Asia Pacific