



## **ICCA Asia Pacific Chapter Client/Supplier Business Workshop 2014 24 – 26 September, Gold Coast, Australia**

We are pleased to announce that the Gold Coast Business Events and the Gold Coast Convention and Exhibition Centre have come forward to co-host the ICCA Asia Pacific Chapter Client/Supplier Business Workshop this year. In this regards, we would like to urge all ICCA Asia Pacific Chapter members to take up this opportunity to participate and make this annual workshop yet another successful event in this region.

### **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 and also networking during the social activities. This annual event which was previously held in Macao, 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 in good financial standing.

### **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 must be held on a regular basis

To amplify the value of this Workshop for returning ICCA members, the clients mentioned in the Client Exclusion List are not allowed to 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 registration fee?**

- Main delegate           EUR 850
- Co-delegate            EUR 425

The registration fee is paid by ICCA member only. The Client does not need to pay any registration fee.

The fee is inclusive of single room for 2 nights for ICCA member, ground transfers, meals and social activities as outlined in the official programme for both ICCA member and their Client. The Client's accommodation (single room for 2 nights) will be hosted by the host.

The registration fee does NOT include air tickets. Participating ICCA members are responsible for their own and their client's travel arrangements to Gold Coast, Australia.

### **When is the deadline?**

Deadline for registration is **14 July 2014**

### **Why is this a must attend Workshop?**

Data collected from 20 ICCA members who attended last year's Workshop in Macao revealed that;

- 100% agreed that this Workshop is a good investment of their time and money.
- 90% said the quality of client participating in this Workshop is either excellent or very good and 10% said it's good.
- 95% said the networking opportunities during the Workshop were excellent or very good and 5% said it is good.

Please visit the ICCA Asia Pacific Chapter website for more information which can be downloaded:

- [Guidelines](#)
- [Preliminary Programme](#)
- [Registration Form](#)
- [Client Profile](#)
- [Client Exclusion List](#)
- [Destination Information](#)

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,  
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