ICCA Business Workshops

A relaxed and informal platform to do business

A quick & effective way to get a good overview of what offers are available on the market from ICCA members (venues, convention bureaux, Professional Congress Organisers) and to learn through knowledge transfer and best practices with your peers.
What is an ICCA Business Workshop?

A small intensive and focused business networking event which brings together senior decision-makers of association meetings who are actively looking for suppliers (destinations, venues, Professional Congress Organisers) with representatives from ICCA members. A maximum of 15 ICCA members each invite an accompanying senior association executive who is a decision maker or influencer of where their future association meeting will take place and through a series of one-on-one meetings they make initial contact with the sale representative, discuss their specific meeting requirements and learn the suitability of the venues/destinations/Professional Congress Organisers in a way that would otherwise have been time consuming and would have involved a great deal of travel. The programme also offers association executives a closed session during the Association Forum for association executives to discuss topics proposed by themselves, to share best practices, exchange knowledge and experiences. This is considered by many association executives as an important and valuable part of the programme.
**What is ICCA?**

ICCA is the world’s leading expert on the international association meetings market and can help you to organise your meetings. A priceless partner free of charge!

ICCA, the International Congress and Convention Association, represents the main specialists in organising, transporting and accommodating international meetings and events, and comprises over 1,100 member companies and organisations in 100 countries worldwide. ICCA is a non-profit organisation, established in 1963, and has a 50-year history of tracking international association meetings.

International meeting planners can rely on the ICCA network to find solutions for all their event objectives: venue selection; technical advice; assistance with delegate transportation; full convention planning or ad hoc services. ICCA members represent the top destinations worldwide, and the most experienced specialist suppliers.
Why attend?

- **Experience** intensive and focused networking with the right suppliers and colleagues;
- **Discover** new potential meeting suppliers in different regions of the world;
- **Enjoy** a structured but informal and relaxed approach of business networking;
- **Share** experience with other associations who face the same challenges of running meetings;
- **Build** strong and long lasting relationships with future potential suppliers and senior association executives;
- **Find out** what offers are available on the marketplace;
- **Save time** with the most efficient format to meet with potential future partners;

**Association Executives are fully hosted so it costs nothing!**
Reviews

“This workshop gives you the perfect opportunity to get a quick and comprehensive overview of offers available on the market without having to travel to all the different places. It is also a great opportunity to meet colleagues from other associations and to exchange experiences.”

Brigitte Lindlbauer, Executive Director, European Society for Gastrointestinal and Abdominal Radiology -ESGAR-

“The ICCA workshops are always inspirational because you meet your colleagues and you get to meet representatives from destinations you had never considered, but that can turn out to be surprising future opportunities.”

Els Hiemstra, Conference Manager, International Institute of Social History -IISG-

“ICCA does a great job in building a community and creating benefits for conference organisers and venues”

Ms. Beatrice Klose, Secretary General, International Confederation for Printing and Allied Industries -INTERGRAF-

“A wealth of information was provided by the Suppliers and the benefits of teaming up at an early stage of any professional event organisation became very clear. Also, the open exchange of experiences, ranging from venues and cities to financial aspects, among Clients was very enriching and many of us will be open to also exchange such information after the ICCA Workshop!”

Prof. J.M.C. (Arjan) Mol, President, European Federation of Corrosion -EFC-

“This was the second time that I have attended an ICCA event, as with last time, I found this a very useful experience. The workshop was an excellent opportunity to meet with representatives of a wide range of European destinations and to explore the practicalities of their ability to host our congress. The workshop provided the opportunity to do this all in one day. Importantly the workshop also provides a chance to meet and network with a diverse range of other European organisations who run conferences and to share our experiences and challenges.”

Dr. Julie Ling, CEO, European Association for Palliative Care -EAPC-
And what does it cost?

It costs nothing; only two days of your time! But we know this is your most valuable resource. We guarantee it will be a worthwhile investment!
Association Executives are fully hosted by ICCA members to the Business Workshops. For a list of the upcoming ICCA Business Workshops and other ICCA events please visit the ICCA website: https://www.iccaworld.org/evps/evresults.cfm?classid=26

More information

If you are a decision maker or influencer with regard to where your conference takes place in the future and would like to participate in one of these unique Business Workshops please contact Claire Jackson for more information at claire.j@iccaworld.org