

# NON-EUROPEAN BUYERS

## APPLICATION FORM

April 27<sup>th</sup> - 28<sup>th</sup> - 29<sup>th</sup>, 2011

Vigo, Northwestern Spain



B- Please, send by fax to +34 91 542 07 00

### ELIGIBILITY TO ATTEND MITM EUROMED AS A HOSTED BUYER

Applicants must be actively working persons responsible for –full or part-time– influencing, organizing or purchasing business travel, incentive travel, international meetings, conventions, conferences, international congresses, seminars, product presentations, exhibitions or events and **are able and willing to hold events anywhere in Europe and the Mediterranean region.**

### HOW TO QUALIFY TO PARTICIPATE AS A HOSTED BUYER

To qualify, applicant **must fill out this Hosted Buyer Application form including the Buyer's Marketing Profile**, completing all questions and boxes. Submitting this application form is not a confirmation as Hosted Buyer. MITM reserves the right to confirm or deny any application. All approved hosted buyers applicants may register as hosted buyers. A registration form, which includes a **refundable** non no-show and appointments fulfillment fee, to be paid by credit card, will be sent to approved hosted buyers to be filled out and returned to MITM. No registration will be final without the signed registration form and fee payment.

### REGISTRATION FEE

**Includes:** Air ticket funding, 2 hotel nights (3 for buyers not taking post-tour), meals & transfers, as in final program.

**Hosted Buyers:** EUR 250,00      **Companion:** EUR 150,00\*

**UP TO DEC. 15, 2010:** FULLY REFUNDABLE only to hosted buyers, based on appointments fulfillment.

**AFTER DEC. 15, 2010:** REFUNDABLE only to hosted buyers (less € 125 as handling fee), based on appointments fulfillment.

\* Sharing hotel room.

### AIR TRANSPORTATION

**MITM will finance hosted buyers (not companions) air fare cost up to a maximum of US\$ 500,00 for non-European originating buyers.** MITM leaves to **hosted buyers** the freedom to **arrange for their own air transportation** for as long as they arrive in Vigo, at the latest, on April 27<sup>th</sup>, 2011 and depart on or after April 29<sup>th</sup>, 2011. Should MITM obtain any special airfare from airlines, MITM will advise buyers and make these fares available to them. Payment of the **air transportation allowance will be made by bank transfer, on behalf of the buyer's company, to those who had provided their company's bank details and after obtaining a voucher** in MITM's Registration Desk in Vigo on April 29<sup>th</sup>, at the end of the travel market. Air reservations and ticketing must be made before March 15<sup>th</sup>, 2011. By this date buyers must advise MITM of detailed final itinerary. Once refund is approved, the hosted buyer company must send an invoice **on the name of the company** and made out to GSAR Marketing, showing the amount approved.

## DETAILS TO APPLY AS HOSTED BUYER (\* is mandatory)

### Contact Details

\*Mr/Ms/Dr ..... \*Position: .....

\*Company/Organization: ..... \*Date of Birth: .....

\*Address: ..... \*City: .....

Province/State: ..... Postal Code: ..... \*Country: .....

\*Home address if different to above: .....

\*Active Web (do not apply without web): ..... \*Email: .....

Phone: ..... After hours phone: ..... \*Fax: .....

**\* Are you the decision-maker or part of a committee that selects, recommends or approves venues and/or services?**

Yes       No (If No, reply below\*)

**Are you an intermediary organization that offers to accounts venue choices with services including costing?**

Yes       No

**Are you a member in any of the following associations?** (Please tick where applicable)

ASAE     SITE     ICCA     ACTE     IMA     MPI     IAPCO     Others .....

**\* List past events anywhere within Europe or the Mediterranean region.**

* Year	* Where	* N <sup>o</sup> . of Attendees	* Type of event (incentive, meetings, etc)	* Name of Hotel of DMC
.....	.....	.....	.....	.....
.....	.....	.....	.....	.....
.....	.....	.....	.....	.....

**\* List international future site(s) of your events. (D=definite / T=tentative)**

* Where	* Hotel/DMC	* N <sup>o</sup> . of Attendees	* Month / Year	* D/T
.....	.....	.....	.....	.....
.....	.....	.....	.....	.....
.....	.....	.....	.....	.....

**\* Have you been invited as hosted buyer to the following trade shows in the last 24 months?:**

- AIME   
  IT&ME   
  EIBTM   
  IT&CMA   
  CONFEX   
  IMEX   
  Others .....

**\* Does your company or association allow meetings / events outside country of residence? In which regions?**

- Yes (If yes, reply below)     No  
 Europe                       Mediterranean                       Worldwide  
 North America               Latin America  
 Caribbean                       Asia / Pacific

**\* Have you attended any MITM event in the past ?**

- Yes (If yes, which)     No  
 Which: ..... Year: .....  
 Which: ..... Year: .....  
 Which: ..... Year: .....

**\*If you have attended MITM before, to which attending exhibitor have you given any business?**

.....

**\* Is there anyone else in your company/organization that chooses venues for events?:**

- Yes (If Yes, please, fill out below)     No

Name: ..... Position: .....

# BUYER MARKETING PROFILE

*Choose the categories that best describe your company or organization and its activities.*

**All boxes marked with (\*) are required to be filled out.**

**A. I AM A\*:**

- 01  Corporate Incentive End User
- 02  Corporate Meetings User
- 03  Incentive House
- 04  Incentive Travel Agency
- 05  Marketing Company
- 06  Meeting Planner
- 07  Association Executive
- 08  Domestic DMC
- 09  Congress Organizer
- 10  Other \_\_\_\_\_

**B. I ORGANIZE\*:**

- 01  Incentive Travel Programs
- 02  Conventions
- 03  Corporate Meetings
- 04  Seminars
- 05  Product Presentations
- 06  Congresses
- 07  Exhibitions
- 08  Other \_\_\_\_\_

**C. I USE HOTELS\*:**

- 01  Moderate priced
- 02  First Class
- 03  Deluxe

**D. MY EVENTS INCLUDE\*:**

- |  |  |  |
|--|--|--|
| 01 <input type="checkbox"/> Adventure                | 11 <input type="checkbox"/> Guides             | 21 <input type="checkbox"/> Stands Building        |
| 02 <input type="checkbox"/> Local Air Transportation | 12 <input type="checkbox"/> Health / Spa       | 22 <input type="checkbox"/> Shows                  |
| 03 <input type="checkbox"/> Attractions              | 13 <input type="checkbox"/> Hotels-City        | 23 <input type="checkbox"/> Sightseeing            |
| 04 <input type="checkbox"/> Boat Excursions          | 14 <input type="checkbox"/> Hotels-Resorts     | 24 <input type="checkbox"/> Ski Grounds            |
| 05 <input type="checkbox"/> Bus Hire                 | 15 <input type="checkbox"/> Hotels-Airport     | 25 <input type="checkbox"/> Technical Visits       |
| 06 <input type="checkbox"/> Car Rental               | 16 <input type="checkbox"/> Live Presentations | 26 <input type="checkbox"/> Technical Equipment    |
| 07 <input type="checkbox"/> Cultural Activities      | 17 <input type="checkbox"/> Local Speakers     | 27 <input type="checkbox"/> Theatrical Productions |
| 08 <input type="checkbox"/> Dive                     | 18 <input type="checkbox"/> Meals              | 28 <input type="checkbox"/> Theme Parks            |
| 09 <input type="checkbox"/> Exhibition Space         | 19 <input type="checkbox"/> Meeting Space      | 29 <input type="checkbox"/> Transfers              |
| 10 <input type="checkbox"/> Golf                     | 20 <input type="checkbox"/> Rail Travel        | 30 <input type="checkbox"/> Other _____            |

**E. PER YEAR, I MAKE\*:**

- 01  Less than 3 events
- 02  3 to 10 events
- 03  11 to 20 events
- 04  21 to 30 events
- 05  More than 30 events

**F. PARTICIPANTS ARE FROM?\***

- 01  All USA
- 02  Regional USA: \_\_\_\_\_
- 03  Canada
- 04  European Union: \_\_\_\_\_
- 05  Rest of Europe: \_\_\_\_\_
- 06  Africa: \_\_\_\_\_
- 07  Asia/Pacific: \_\_\_\_\_
- 08  Latin America: \_\_\_\_\_
- 09  Other: \_\_\_\_\_

**G. PERSONS PER EVENT\***

- 01  Couples
- 02  Less than 20
- 03  21 to 50
- 04  51 to 100
- 05  101 to 300
- 06  301 to 500
- 07  More than 500

**H. WHERE DID YOU HOLD YOUR PAST EVENT/S?\***

- |  |   |   |
|--|---|---|
| 01 <input type="checkbox"/> Latin America: _____ | 04 <input type="checkbox"/> Canada              | 07 <input type="checkbox"/> Other _____ |
| 02 <input type="checkbox"/> Caribbean: _____     | 05 <input type="checkbox"/> Europe: _____       |   |
| 03 <input type="checkbox"/> USA: _____           | 06 <input type="checkbox"/> Asia/Pacific: _____ |   |

**I. DESCRIPTION OF MY COMPANY (MAXIMUM 25 WORDS)\***

.....  
 .....  
 .....