

# NON-EUROPEAN BUYERS APPLICATION FORM

Quito, Ecuador  
October 6<sup>th</sup> - 7<sup>th</sup> - 8<sup>th</sup>, 2010



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

## ELIGIBILITY TO ATTEND MITM AMERICAS 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 the American Continent and the Caribbean.**

## 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, up to 3 hotel nights (2 nights if taking post-tours), meals & transfers, as in final program.

**BEFORE APRIL/30/2010: Hosted Buyers:** EUR 350,00      **Companion:** EUR 150,00\*

**REFUNDABLE only to hosted buyers (less € 95 as handling fee), based on appointments fulfillment.**

**AFTER APRIL/30/2010: Hosted Buyers:** EUR 450,00      **Companion:** EUR 150,00\*

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

\* Sharing hotel room

## AIR TRANSPORTATION

**MITM will finance air fare cost up to a maximum of US\$ 500,00 for non-European hosted buyers (except for companions).** MITM leaves to **hosted buyers** the freedom to **arrange for their own air transportation** for as long as they arrive in Quito, at the latest, on October 6, 2010 and depart on or after October 9, 2010. 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 provided bank details and after obtaining a voucher** in MITM's Registration Desk in Quito on October 8<sup>th</sup>, at the end of the travel market. Air reservations and ticketing must be made before September 1<sup>st</sup>, 2010. By this date buyers must advise MITM of detailed final itinerary. Once refund is approved, the hosted buyer must send an invoice 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 the American Continent or Caribbean.**

| * Year | * Where | * N°. of Attendees | * Type of event<br>(incentive, meetings, etc) | * Name of Hotel of DMC |
|--------|---------|--------------------|---|------------------------|
| .....  | .....   | .....              | .....   | .....                  |
| .....  | .....   | .....              | .....   | .....                  |
| .....  | .....   | .....              | .....   | .....                  |

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

| * Where | * Hotel/DMC | * N°. 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 ? 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: .....

**\* 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.**

|  |  |   |
|--|--|---|
| <p><b>A. I AM A*:</b></p> <p>01 <input type="checkbox"/> Corporate Incentive End User</p> <p>02 <input type="checkbox"/> Corporate Meetings User</p> <p>03 <input type="checkbox"/> Incentive House</p> <p>04 <input type="checkbox"/> Incentive Travel Agency</p> <p>05 <input type="checkbox"/> Marketing Company</p> <p>06 <input type="checkbox"/> Meeting Planner</p> <p>07 <input type="checkbox"/> Association Executive</p> <p>08 <input type="checkbox"/> Domestic DMC</p> <p>09 <input type="checkbox"/> Congress Organizer</p> <p>10 <input type="checkbox"/> Other _____</p> | <p><b>B. I ORGANIZE*:</b></p> <p>01 <input type="checkbox"/> Incentive Travel Programs</p> <p>02 <input type="checkbox"/> Conventions</p> <p>03 <input type="checkbox"/> Corporate Meetings</p> <p>04 <input type="checkbox"/> Seminars</p> <p>05 <input type="checkbox"/> Product Presentations</p> <p>06 <input type="checkbox"/> Congresses</p> <p>07 <input type="checkbox"/> Exhibitions</p> <p>08 <input type="checkbox"/> Other _____</p> | <p><b>C. I USE HOTELS*:</b></p> <p>01 <input type="checkbox"/> Moderate priced</p> <p>02 <input type="checkbox"/> First Class</p> <p>03 <input type="checkbox"/> Deluxe</p> |
|--|--|---|

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

|  |  |  |
|--|--|--|
| <p><b>E. PER YEAR, I MAKE*:</b></p> <p>01 <input type="checkbox"/> Less than 3 events</p> <p>02 <input type="checkbox"/> 3 to 10 events</p> <p>03 <input type="checkbox"/> 11 to 20 events</p> <p>04 <input type="checkbox"/> 21 to 30 events</p> <p>05 <input type="checkbox"/> More than 30 events</p> | <p><b>F. PARTICIPANTS ARE FROM?*</b></p> <p>01 <input type="checkbox"/> All USA</p> <p>02 <input type="checkbox"/> Regional USA: _____</p> <p>03 <input type="checkbox"/> Canada</p> <p>04 <input type="checkbox"/> European Union: _____</p> <p>05 <input type="checkbox"/> Rest of Europe: _____</p> <p>06 <input type="checkbox"/> Africa: _____</p> <p>07 <input type="checkbox"/> Asia/Pacific: _____</p> <p>08 <input type="checkbox"/> Latin America: _____</p> <p>09 <input type="checkbox"/> Other: _____</p> | <p><b>G. PERSONS PER EVENT*</b></p> <p>01 <input type="checkbox"/> Couples</p> <p>02 <input type="checkbox"/> Less than 20</p> <p>03 <input type="checkbox"/> 21 to 50</p> <p>04 <input type="checkbox"/> 51 to 100</p> <p>05 <input type="checkbox"/> 101 to 300</p> <p>06 <input type="checkbox"/> 301 to 500</p> <p>07 <input type="checkbox"/> More than 500</p> |
|--|--|--|

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

01  Latin America: \_\_\_\_\_

02  Caribbean: \_\_\_\_\_

03  USA: \_\_\_\_\_

04  Canada

05  Europe: \_\_\_\_\_

06  Asia/Pacific: \_\_\_\_\_

07  Other \_\_\_\_\_

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_