

HOSTED BUYERS APPLICATION FORM

Panama City, Panama

December 5th - 6th - 7th, 2012



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 **be able and willing to hold events anywhere in the American continent and/or the Caribbean.**

HOW TO QUALIFY TO PARTICIPATE AS A HOSTED BUYER

Applicants **must fill out this Hosted Buyer Application form, including the Buyer's Marketing Profile**, and 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. The registration requires a fee, which is refundable, if fulfilling all the appointments with exhibitors. Fee to be paid by credit card. No registration will be final without the signed registration form and fee payment.

REGISTRATION FEE

Hosted Buyer: EUR 375,00 **Companion:** EUR 150,00 (Sharing hotel room)

Includes: Transportation funding, 3 hotel nights accommodation, meals & transfers, as in final program.

UP TO APRIL 30, 2012: **FULLY REFUNDABLE** to hosted buyers only, based on appointments fulfillment

AFTER APRIL 30, 2012: **REFUNDABLE** to hosted buyers only (less € 125 as handling fee), based on appointments fulfillment.

TRANSPORTATION

MITM will finance hosted buyers (not companions) transportation cost as follows:

- Up to a maximum of EUR 200,00 for buyers originating from Central America.
- Up to a maximum of EUR 450,00 for buyers originating from the American continent or the Caribbean.
- Up to a maximum of EUR 650,00 for buyers originating from the rest of the world.

MITM leaves to **hosted buyers** the freedom to **arrange their own transportation** for as long as they arrive in Panama City, at the latest, on Dec. 5th, 2012 and depart on or after Dec. 7th, 2012 after 3pm. Should MITM obtain any carrier special fares, MITM will advise buyers and make these fares available to them. Payment of the **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 Panama City on Dec. 7th, at the end of the travel market. Reservations and ticketing must be done before Nov. 5th, 2012. 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 G.S.A.R. Marketing, showing the amount approved.

DATA REQUIRED 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 the Caribbean.**

* Year	* Where	* No. of Attendees	* Type of event (incentive, meetings, etc)	* Name of Hotel or DMC
.....
.....
.....

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

* Where	* Hotel/DMC	* N ^o . 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?**

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*** 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 or PCO
- 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)*

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