



## A bit of shush!

IT IS something we have all experienced but it took a professional conference organiser (PCO) to



remind me of how bad mannered an audience can be when some of them persist in continuing their conversation while the MC or speaker is talking.

The PCO was so incensed at the rudeness she experienced when Catriona Rowntree was announcing the Tourism Accommodation Australia NSW 2015 Awards for Excellence that she asked if **BEN** could write something that might make people stop and think about this disrespectful behaviour.

The question is, how does a presenter control a disruptive audience?

One speaker who commented on the subject recommended to stop talking.

"The unexpected silence from the front of the room will almost always bring attention. Or walk over and physically stand near the talkers if that is appropriate."

The most effective "shut-up" I have witnessed was in Auckland at MEETINGS 2015 by CINZ ceo Sue Sullivan and it didn't require any histrionics or dramas on her part.

She just stopped talking and gave out a long "shoosh!"

If it started up again, the shoosh was repeated until the audience got the message and quiet reigned.

It was interesting to see the next speaker adopt the same method and to the same remarkable effect.

Are you listening? *Jill*

## Krabi Holiday Inn Exp

**INTERCONTINENTAL** Hotels Group has announced the addition of a new Holiday Inn Express property on Ao Nang Beach in Krabi, Thailand.

The move will mark the entry of the Holiday Inn Express brand into the Krabi market when the hotel opens in 2017.



## Funktionalität turns 15!

*Courtesy Scott Ehler Photography.*

**SYDNEY-BASED** event management company Funktionalität celebrated 15 years in business late last month, transforming its Marrickville warehouse premises into a pop-up party venue.

MD Tracy Wood said 160 special guests were there, including key industry suppliers as well as friends, family and colleagues.

As you would expect from a company with 15 years experience organising amazing events it was a big night.

"I wanted incredible food and entertainment, but above all I wanted to push the boundaries to create a reality my guests had never experienced before," Wood said, with the evening themed 'Expect the Unexpected'.

The warehouse became an edgy urban laneway with the flavours of local artists, foods and breweries, with key participating suppliers including Foti Fireworks, NW Group, iSecure, Studio Neon, Clifford Wallace, Endless Wines & Cider and Batch Brewing Company.

## Norfolk Jazz Festival

**NORFOLK** Island will host its annual Jazz Festival from 30 Nov-03 Dec this year.

Participating musicians will include the Feral Swing Katz, the Andrew London Trio, The Jazz Factory and the George Washing Machine Quartet.

Travel packages including the popular Jazz Pack are now on sale - [norfolkislandjazzesitup.nlk.nf](http://norfolkislandjazzesitup.nlk.nf).

Entertainment came courtesy of DJ Chester, DJ Rodd Richards and The Voice's Arrnott Olssen, plus DJs Kate Monroe and Andrew Wowk, along with a performance from Junkyard Beats, while Party Photobooth's Instaprint automatically printed all photos posted on Instagram under the #funk15yr hashtag.

Pictured above at the event are, from left: Tim & Nayara Kyle, Sabella Designs; Tina Eggers, ICC Sydney; Tracy Wood, Funktionalität Events & Experiences md; and Ian Whitworth from Scene Change.

A video from the night is at [businessesnews.com.au/videos](http://businessesnews.com.au/videos).

## Today's issue of BEN

**Business Events News** today has three pages of news and the latest **BEN** Christmas Venue Guide on **page four**.

## Xmas venue guide

**TODAY'S** issue of **BEN** includes a full page of options for venues to help your clients celebrate the 2015/16 festive season.

The page features the Westin Melbourne, SMC Conference & Function Centre in Sydney, the Pullman Quay Grand Sydney Harbour and the Gold Coast Convention & Exhibition centre. See the **last page** for details.

## Macarthur Boxsters

A **NEW** half day self-drive tour of Sydney's Macarthur region is on offer for MICE groups.

Run by locals Paul Rodgers and Yamin Taplin, 'Sports Car on Hire' was launched last year as a full day tour, with the new half day option starting at \$450 per car.

The trip traces the hills and dales of the region, with guests behind the wheel of a Porsche Boxster S convertible.

More info 0434 777 986.

## Manager - International Bidding Auckland Convention Bureau

We are currently recruiting for a Manager – International Bidding in the Auckland Convention Bureau division, to join the team to lead and identify strategic bid opportunities from the domestic and international association markets to win business events for Auckland, attract investment and talent flows.

This exciting role will see you lead a dedicated team to develop, lead and identify strategic bid opportunities for Auckland Convention Bureau (ACB) with a core focus on the international association sector.

To apply for this job, please visit our job site [careers.aucklandcouncil.govt.nz](http://careers.aucklandcouncil.govt.nz) and enter the job code 72772.

Applications for this role on Tuesday, 18th August 2015 at 10:30pm.

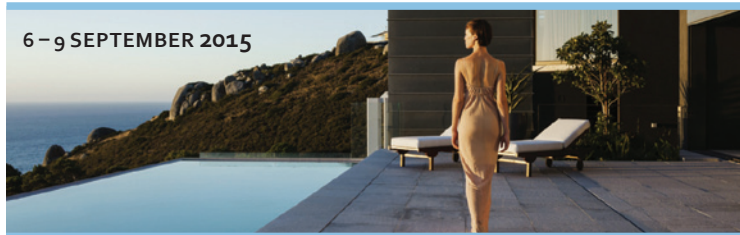


**Auckland  
Convention  
Bureau**



# business events news

13th August 2015



6 - 9 SEPTEMBER 2015

Welcome to the final BEN column before Luxperience 2015. This year will be the biggest and best show yet, with an increased focus on MICE for both buyers and exhibitors. We will be showing our MICE guests the innovative, creative and just plain amazing options for corporate events and incentive travel.

Registrations have now closed and we are just putting the final touches on the guest list. We have some fantastic exhibitors onboard and special mention goes to our major partners Sydney Town Hall, Decorative Events and The Star. MICE buyers looking for new ideas and the latest innovations for their next event can't go past exhibitors like Tower Lodge, Urban Purveyor Group, Sydney Olympic Park Authority, Museum of Contemporary Art, MV Epicure and Verve Creative Events. Some of Sydney's best hotels will be represented at the event including Intercontinental Sydney and Intercontinental Double Bay, Four Seasons Sydney, Pier One Sydney Harbour, Shangri La Sydney Hotel, The Langham Sydney as well as Accor's Sofitel Sydney Wentworth, Pullman Quay Grand and Pullman Sydney Hyde Park. Exhibitors like Laissez Faire Catering, AV1 and O'Neill Photography will offer the latest in fine event catering and technology.

We will also have some of the world's top corporate travel buyers at the event including Herbalife, Esanda, NAB and Deloitte, along with leading professional conference organisations like MCI Global and Sydney-based Directions Conference and Incentive Management.

With our bespoke meetings program, a busy calendar of networking events and the very first Events by Luxperience program with an invitation only tour option for buyers, Luxperience 2015 is a great opportunity to make meaningful connections amongst Sydney's elite within the MICE industry. Make sure you follow us on social media with #soluxperience to keep up to date with everything that's happening at the event. We look forward to seeing you there!

EVENTS BY  
**LUXPERIENCE**

[luxperience.com.au](http://luxperience.com.au)

## HKCEC breaks record

**THE** Hong Kong Convention and Exhibition Centre held a total of 1,113 events during the year to 30 Jun 15, including 11 exhibitions and 38 conferences - along with hundreds of corporate meetings, banquets and shows.

The total attendance during the year was a record of almost 6.4 million people from across the globe.

HKCEC said the figures were particularly encouraging in light of the "Occupy Central" movement which disrupted the city during the peak trade fair season in Oct and Nov.

Of the 38 conferences 12 were new to the venue, covering topics as diverse as medical science, yoga, banking and engineering.

Venue manager Monica Lee-Muller said HKCEC was targeting more upmarket and niche events such as auctions, art exhibitions and luxury product shows.

## Boat show numbers

**THE** 2015 Sydney International Boat Show, which wrapped up last week, saw a 4.3% increase in visitor numbers, with over 51,000 people attending the show which took place at Darling Harbour's Cockle Bay Marina and the Sydney Exhibition Centre & Glebe Island.

The five day event saw most visitors arriving at SEC@GI by ferry, but "stepped up transport messaging" also saw an increase in drive-in arrivals.

The boat show is the largest one hosted at the SEC@GI, and saw a strong line-up of AEG Ogden executives at the official opening, including Bob Newman, president of USA-based AEG Facilities; AEG Ogden executive director; and ICC Sydney ceo Geoff Donaghy.

Next year's show will be held at Cockle Bay/SEC@GI 28 Jul-01 Aug, before returning to a single venue at ICC Sydney in 2017.

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A TRIP**  
TO DUBAI, ISTANBUL  
& FRANKFURT  
when you book a meeting or event,  
with a minimum of 10 rooms,  
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## Tourism Aust seals new luxury pact

**AUSTRALIA'S** upmarket tourism offerings are set to be showcased via the Virtuoso global network of travel advisors, in a major partnership announced this week in Las Vegas.

Tourism Australia md John O'Sullivan said the move would see particularly strong promotion in the USA, with extra marketing dollars to be invested in partnership with Australian state and territory tourism partners "to ensure our premium story is told and sold well in the US".

## All Blacks drawcard

**CONVENTIONS & Incentives** New Zealand (CINZ) says the NZ business events sector is set to benefit from a new high-profile Auckland visitor attraction dedicated to the famous All Blacks rugby team.

Set to open on the waterfront in early 2017, it's expected to particularly appeal to Australian conference visitors.

CINZ md Sue Sullivan said as well as being an educational experience, "it also has the potential to be an exciting function and meeting venue right in Auckland's Wynyard Quarter".

Conference and incentive visitors in the off-season months will help ensure the All Blacks experience is "busy year-round," Sullivan said.

## Luxperience research

**LUXPERIENCE** has announced the publication of a new, in-depth report on luxury travel trends which will be produced under a strategic partnership with MyTravelResearch.com.

Preliminary findings will be presented at the upcoming Luxperience Thought Leaders' Forum in Sydney on 06 Sep.

See [www.luxperience.com.au](http://www.luxperience.com.au).

## TAS appointment

**THE** Association Specialists (TAS) has announced the return of Nell Harrison from Canada, who will take up the role of chief operating officer next month.

Most recently she worked with TAS to assist in the production of SMACC Chicago, with the current coo Julie Krieger set to step into the new role of head of strategy.

## Bali beachfront venue

**BALI'S** Sofitel Nusa Dua Beach Resort has debuted its new "The Jewel Box" wedding venue.

Located at the eastern beachfront of the property, the climate-controlled venue has floor to ceiling glass windows on all four walls affording gorgeous views of the ocean and gardens.

The Jewel Box seats up to 80 guests and it's surrounded by manicured lawns ideal for an exotic reception or cocktail party for up to 200 guests - details from [info@sofitelbalinusadua.com](http://info@sofitelbalinusadua.com).

## Win with HOYTS

Looking for a new way to engage clients and guests at your next conference, product launch or training seminar? Think HOYTS Corporate Solutions! With tiered style seating, high-definition projectors and the latest in surround sound, you can deliver everything at HOYTS - and in a more stimulating environment than traditional venues. Call 1300 345 664



to make your next function a HOYTS experience! Thanks to HOYTS Corporate Solutions you can win two tickets to see any film at your nearest HOYTS cinema. Valid until November 2015 you have plenty of time to see a film of your choice.

To win, be the first person to answer the question correctly. Send your answers to [comp@businesseventsnews.com.au](mailto:comp@businesseventsnews.com.au)

Name the three HOYTS cinema locations in South Australia.

Congratulations to Monday's winner, Sasha Eburne from AccorHotels.



# business events news

13th August 2015

## Bravo for Opera's 60th!



**THE** iconic Sydney Opera House sails provided the backdrop to 60 opera singers in full make-up and colourful opera regalia as they

streamed down the forecourt steps on Tuesday morning to launch Opera Australia's 2016 Season and to celebrate their 60th birthday.

The unprecedented media opportunity not only set those invited into a frenzy of filming and photography as the singers sat at a sumptuously laden banquet table complete with lavish 60th birthday cake cut by opera diva Joan Cardon, they sang an operative version of *Happy Birthday*.

The **BEN** website now features an exclusive sound bite of the moment - **CLICK HERE** to listen.

Opera House visitors were agog at the visually stunning spectacle and couldn't believe how they had lucked in to such an event.

Coinciding with the 60th anniversary, the Minister for Trade, Tourism and Major Events Stuart Ayres has announced five performances of "Sydney Opera House – The Opera" - a new outdoor opera event to be staged on the forecourt in October and November 2016.

"The production is expected to contribute an estimated \$2.3 million to the NSW visitor economy," he said.



## crumbs!

**THIS** is what we call a cake!

The Sydney Opera House 60th birthday celebrations (above) came complete with a stunning multi-layered cake.

Pictured below, the visual masterpiece truly looked way too good to eat - and cutting it into pieces for everyone to share clearly required quite a lot of dismantling!



## Do you have the **BEN** app?



## CONFESSIONS OF A COMPULSIVE CONFERENCE-GOER

Andrew Klein, professional MC and presentation skills speaker and director of SPIKE Presentations, presents his front line observations on conferences in a regular feature in **BEN**.

## 8 CONFERENCE SPEAKERS YOU MUST HEAR

ONE of the many pleasures of being a Conference MC is that you get to meet and hear the top conference speakers in the country, often on many occasions. As a presentation skills trainer, I'm amazed at how many of the best speakers don't follow the traditional rules of public speaking – some stand at the lectern, some stumble or talk too quickly, some speak very quietly. Yet they all demonstrate one key quality: authenticity is the key.



There are literally thousands of speakers on the circuit. These are ones I've heard (mostly on many occasions) over the past year and they are always the conference highlight. These are speakers that will resonate with any audience in any industry. Plus they are easy-going, professional, reliable (and damn nice) people. There are many more but for now, here's eight that I've never seen miss. I'll cover another eight next month.

**Bernard Salt** – the Don Draper of demographics. Impeccably well researched and tailored. All speakers say they tailor material. Bernard is the Savile Row of presenters.

**Rachel Robertson** (Leadership and teamwork) A natural, charming and "real" story-teller, focussing on her time leading an Australian National Antarctic Research Expedition. A super emotionally intelligent speaker.

**Alisa Camplin** (Aerial skier, business-woman, new Mum) One of the few Olympic medallists who talks about much much more than sport. "Motivational speaker" has become a cliché. Alisa is the real deal.

**Mick Collis** (Australian Sudoku Champion) – the funniest speaker I've ever heard for ages. A classic Aussie "have a go" story – perfectly told.

**Ita Buttrose**. Ita writes a new presentation for every client. Insightful, witty, self-deprecating and both regal and human. True wisdom. Like having Her Majesty the Queen at your conference.

**Daniel Flynn** (Social entrepreneur) – Founder of the Thank You Movement. One of the next generation of speakers. Natural, unaffected and astute.

**Li Cunxin** (Mao's Last Dancer) – Li's been telling his life story now for many years. Despite the book and the film, many people still have not heard his amazing tale. His quiet, measured presentation style is poetry in motion.

**Anders Sorman-Nilsson** (Futurist) – a very different type of futurist, addressing how despite living in a digital age, we need to hold on to the analogue world. Insightful, forward thinking, provocative yet warm-hearted presentation.

*If you are looking for an MC for your next conference or a speaker/trainer on presentation skills or pitching skills, email [andrew@lunch.com.au](mailto:andrew@lunch.com.au) or visit his website at [www.andrewklein.com.au](http://www.andrewklein.com.au).*



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# Christmas Venue Guide

Looking for a Christmas venue or staff celebration?  
*Business Events News* guide to 2015/16 Christmas venues is the place to showcase!  
To feature here email [advertising@businesseventsnews.com.au](mailto:advertising@businesseventsnews.com.au).

## Westin Melbourne Melbourne, VIC

Celebrate well this festive season at The Westin Melbourne. Take advantage of our central location and stylish function rooms to create a memorable event. With 8 versatile function rooms including our new venue the Library, you are sure to find the perfect location to host a High Tea, Christmas cocktail event or dinner party. Indulge with exclusive use of our signature restaurant, Allegro, which comes complete with an outdoor terrace. Christmas packages start from \$66 per person. Contact our event specialists on 03 9635 2222 or email [eventswestinmelb@westin.com](mailto:eventswestinmelb@westin.com)  
[www.westinmelbourne.com](http://www.westinmelbourne.com)



## Pullman Quay Grand Sydney Harbour Sydney, NSW

Treat your guests to an indulgent 2-course sit down gourmet Christmas Celebration and a 3-hour standard beverage package in our Lachlan Macquarie Room. Our package is from \$125.00 per person and includes: chefs selection of canapés to welcome you and your guests, 2 course alternate serve lunch / dinner, 3 hour standard beverage package (fees apply for additional hours), chair covers and Christmas themed table centrepieces.

To book 02 9256 4188 (\*Conditions apply)

[www.pullmanquaygrandsydneyharbour.com](http://www.pullmanquaygrandsydneyharbour.com)

## SMC Conference & Function Centre Sydney, NSW

Celebrate in style and allow SMC's dedicated event specialists to do all the work for you with our all-inclusive \$99.00 packages:

### Buffet Option

- Room hire, centre pieces, bon bons & chair covers
- A delicious traditional Christmas carvery
- 4 hour beverage package & DJ and dance floor

### Cocktail Party Option

- 8 canapés per person
- 4 hour beverage package

[www.smfc.com.au](http://www.smfc.com.au)



## Gold Coast Convention and Exhibition Centre Broadbeach, QLD

Take the stress out of organising this year's Christmas party and leave the hard work up to us at GCCEC's iconic Centre of Christmas. Sit back and enjoy a decadent evening of seasonal festivities or celebrate in style with live entertainment, premium beverages, award-winning catering and so much more! Tickets are available online for \$135 per person or \$1,300 per table of 10 but be sure to get in quick, seats are selling fast for the 4 December event!

[www.gccec.com.au](http://www.gccec.com.au)