



Meet n' greet

IT'S all about MEETINGS 2015, run by Conventions and



Incentives New Zealand (CINZ), as sixty influential Aussie PCOs and event organisers head off to explore New Zealand on post MEETINGS familiarisation tours.

Hosting the buyers are seven regions – Hamilton and Waikato, Rotorua, Taupo, Wellington, Christchurch and Canterbury, Dunedin and Queenstown.

Other international buyers will tour the regions with Tourism New Zealand after the event.

With the support of Tourism New Zealand and Air New Zealand, this major event on the industry calendar, being held at Auckland's ASB Showgrounds on 10-11 June, has attracted record numbers of international conference and incentive organisers including more than fifty hosted buyers from the growing markets of China, India, South-East Asia and North America and almost 100 from Australia.

Welcoming the 600-odd event organiser delegates are 190 exhibitors from 18 regions around New Zealand.

"MEETINGS is New Zealand's premier event for event professionals," said CINZ chief executive Sue Sullivan.

"It is essentially a one-stop shop for them to see new venues, products and services, to make valuable business connections within the New Zealand industry and to negotiate contracts.

"Hot topics for discussion this year will be the planned new convention centre facilities for Auckland and Christchurch," she added, with both long-awaited venues still in the planning stages.

As part of MEETINGS **BEN** is off to Christchurch Canterbury for an update on the region's amazing regeneration after the earthquakes that devastated the South Island city - I can't wait!

Ungerboeck takes the EEAA cake

THE Exhibition and Event Association of Australia has hailed Ungerboeck Software International which has become the inaugural Gold Partner of the EEAA Young Stars Program.

EEAA ceo Joyce di Mascio called on the rest of the industry to follow suit and get behind the scheme which focuses on the development of future leaders.

The program launched three years ago and is now well established in the life of the association and its members.

She said the benefits of reaching out to younger people in the sector were starting to show.

"We have created an engaged community of talented professionals who are being proactively developed to be leaders of the industry," she said.

Ungerboeck's participation shows a true commitment to nurturing young talent, di Mascio



said, with the company also a sponsor of the annual Richard Geddes Young Achiever category at the EEAA Awards for Excellence.

Ungerboeck md Fred Lazerini said he hoped the sponsorship would help support sustained industry growth for years to come.

Some of the EEAA young stars are pictured above celebrating the new Gold Sponsorship.

Taking up Residence in flight

LENGTHY queues formed, seats were sat on, the bed tested and numerous selfies posted during the celebrations of Etihad



Airways arrival of the A380 Dreamliner on the Sydney-Abu Dhabi and Sydney-London routes.

The limelight stealer at the well attended event held at the Sydney Opera House on Monday evening was a mock-up of the much-anticipated "The Residence by Etihad", the private three-room cabin with a living room, separate ensuite shower room and double bedroom.

On show too was the First Class private living space with an ottoman, which opens up to become a separate 80.5 inch long

fully flat bed.

The new daily A380 service, together with an upgrade to a B777-300ER from the current A340-600 for the airline's

other four weekly flights, will increase the total number of two-way seats on the Sydney-Abu Dhabi route by a hefty 30% to 9,568 per week.

The event, MC'd by Channel 9 Today show co-host Sylvia Jeffreys, was also the debut of Etihad's new general manager Australia and New Zealand, Sarah Built, and of the airline's striking new uniforms.

Etihad's Lindsay White and Norhan Youssef are pictured above at the Opera House with the model A380.

Today's issue of BEN

Business Events News today has two pages of news plus a full page from (**click**)

- Pullman Hotels & Resorts

Holiday Inn offer

HOLIDAY Inn Sydney Airport has launched a winter meetings offer for event bookers, with 10% off the property's standard Day Delegate package.

The deal also includes complimentary internet access and two-for-one post event drinks for each delegate.

Holiday Inn Sydney Airport features five versatile meeting spaces with on site car parking and easy access.

For more information contact the hotel's Conference & Events team on 02 9330 0666.



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5th June 2015



crumbs!



HOW about this for a celebratory tippie?

A 140-year-old bottle of beer is set to go up for auction after being discovered unopened in a British garage in Shropshire.

The bottle of Allsopp's Arctic Ale was specially brewed in the village of Burton-upon-Trent for an ultimately unsuccessful 1875 expedition to reach the North Pole led by Sir George Nares.

It's expected to fetch as much as £600 when it goes on sale later this month, with the auctioneers Trevanion and Dean saying they're not sure of its full story.

"We can only assume this bottle was surplus stock that was brought back to England," a spokesperson said.

The unfortunate expedition ended in failure when a combination of poor equipment and scurvy forced the explorers to turn back.

"What is incredible is that this bottle of beer made it all the way to the Arctic and all the way back again without being drunk," the auctioneers marvelled.

NZ team to AFNC

CONVENTIONS & Incentives New Zealand will lead a strong Kiwi contingent to next month's Associations Forum National Conference which is taking place in Adelaide on 14-15 July.

CINZ manager Australia, Sharon Auld, said the NZ group is the largest since 2011, with ten exhibitors on the stand including Air New Zealand, the Auckland Convention Bureau, Business Events Wellington, Christchurch & Canterbury, Millennium, SkyCity, Rotorua, The Langham Auckland and Tourism NZ.

HGA Annual Forum

HOSTS Global Alliance (HGA) will welcome DMC members from around the world to meet with over 200 meeting and incentive planners at the annual HGA Global Forum taking place 30 Jul-03 Aug in Boston, Massachusetts.

The educational portion of the event will include a presentation from Rodger Stotz from the Incentive Research Foundation on the changing roles of DMCs in the meeting and incentive sector - see www.hosts-global.com.

AACB scholarships

THE Australian Association of Convention Bureaux has opened applications for the 2015 Destination Marketing International Prize, which aims to encourage and promote the career development of junior bureau staff from AACB members.

Submissions for the scholarship are due by 5pm on Fri 19 Jun, with the successful applicant receiving registration to attend the annual DMAI Convention 14-17 Jul 2015 in Austin, Texas; return flights from Australia to the USA courtesy of Qantas; and \$1,500 towards flight connections from Los Angeles to Austin plus conference accommodation.

The process involves a nomination form and a YouTube submission - for details see www.aacb.org.au.

Firing up the team

A NEW partnership between the Cheeky Food Group and the 271-room Rydges Sydney Central saw a group of forty conference organisers on Tuesday evening gather in the hotel's Surry Room for a fun team cooking adventure.

Prior to the event a site inspection was held of the hotel's eight meeting rooms with capacities from 6-220 and of the stylish bedrooms.

Mutterings of - "I can't cook" and "I don't know one end of the knife from the other," were soon put to bed as guests were broken up into teams of three, the music cranked up and aprons tied to create what turned out to be an banquet worthy of the finest restaurant kitchen - all under the expert tutelage of the Cheeky Team.

Leona Watson who started the business 13 years ago and has



since held events with some 3000 teams and 70,000 colleagues said, "We are all about creating business events, we don't do cooking classes.

"Whether it's for the ceo and their executive team, a group of 500 delegates on conference, an IT team or your clients - we'll create a corporate event to bring real business benefits," she enthused.

Rob Frank from Verve Creative Events is **pictured** above at the Rydges event with Leona Watson together showing off their fiery Masterchef skills.

Ben on BEN



Each month Business Manager for inPlace Recruitment, Ben Carnegie, writes his observations from the recruiter's perspective to help job hunters find the perfect job.

Ben has over 15 years working in five star hotels and the MICE industry and has worked on some of Australia's biggest events.

Handling rejection

AS a recruiter in the MICE market, there are more candidate rejections to handle



than successful placements purely due to the industry being so competitive and let's face it, there are more jobseekers than there are roles available!

How you handle applications can ultimately affect your success in future hiring.

It's a common gripe amongst job seekers that if they are not suitable for a role in the eyes of the employer, they get no response - even if they have had an interview.

Job hunting is a hard and emotional rollercoaster for many people and even receiving a 'No' is at the very least an outcome.

The benefits in responding to all applicants regardless of whether you meet with them or not, will reflect positively on your business.

If rejected and adequately debriefed, jobseekers are likely to consider your company again.

If nothing is heard, it creates doubt about your business and you've lost them for good.

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