



## Aspire awards open

APPLICATIONS have opened for the The Perth Convention Bureau's Aspire 2016 Awards.

The awards are open to academics at the five WA universities, along with individuals involved with not-for-profit associations who can apply for the City of Perth, the City of Mandurah and Giving West Convention Scholarships. In addition Fellows, Trainees and International Medical Graduates may apply for the Royal Australasian College of Surgeons Convention Travel Grants.

The inaugural Telethon Kids Institute Award is open to staff at the Telethon Kids Institute.

Selection criteria for applications are available at [www.pcb.com.au/aspire](http://www.pcb.com.au/aspire).

## AIME hosted buyer revamp

HOSTED buyer applications have opened for the 2016 Asia-Pacific Incentives and Meetings Expo, taking place in Melbourne on 23-24 Feb 2016, with the program offering a range of enhancements on this year.

For 2016 pre-touring has been reintroduced on the weekend prior to the event "to save valuable time out of the office," while other additions include breakfast hosted by each buyer's

hotel, and a "new and exclusive education program" taking place on Mon 22 Feb.

The popular Mon night networking function, hosted by Melbourne Convention Bureau, will also return for 2016.

There will also be a lunch break on show days to allow buyers to "refuel and enjoy the show floor".

"Having listened to feedback from previous years, we have adapted the Hosted Buyer program to ensure both buyers and suppliers get the maximum return on investment from their time commitment at AIME," said the exhibition's Hosted Buyer Manager, Melissa Casey.

Applications can be made online at [www.aime.com.au](http://www.aime.com.au).

## Mantra Canberra

A NEW Mantra branded full-service hotel will open in Canberra in late 2016, Mantra Group has announced.

The Group has secured the leasehold for the hotel, which will be known as Mantra Canberra Hotel and offer a mix of 136 hotel rooms and 40 suites across eight levels.

The hotel facilities will include a restaurant and bar, conference rooms, gym and car parking.

The building is an existing office tower located on the corner of Northbourne and Macarthur Avenues in the inner city suburb of Turner.

## ICESAP at ITB Asia

THE Incentive Conference & Event Society Asia Pacific (ICESAP) will hold a half-day conference on the first day of ITB Asia this year.

ICESAP president Nigel Gaunt said the Society is focused on improving the understanding of the sector, with the event to offer insights into technology, making meetings more effective and managing risks - [itb-asia.com](http://itb-asia.com).

## Journalists x 2 || Epping, NSW

- Leading online and print B2B publisher
- Influential role
- Competitive salary

The Travel Daily Group is looking for the services of two proactive journalists to join the team and write across our expanding portfolio of online and print titles.

You have the overarching responsibility to prepare, write and edit copy for the daily publication of news in addition to ensuring deadlines and quality standards are achieved. You will manage coverage, suggest angles and leads, conduct interviews and participate in events in the pursuit of unique content generation.

If you have up to three years experience in journalism, are a talented self-starter, have sound understanding of desktop publishing and social media then this could be your next long term role.

To apply email your confidential CV with Cover Letter to [jobs@traveldaily.com.au](mailto:jobs@traveldaily.com.au) before 15/10/15.

## Today's issue of BEN

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

## IHG MICE events Fiji

SIX schools in Fiji's Natadola Bay community have benefited from the Intercontinental Fiji Golf Resort & Spa's 'Insider Community' program for the MICE market.

The program includes team-building efforts and activities that connect with the community. Activities include the repainting of Malomalo Primary School, provision of academic books, sports equipment and building of school desks and chairs for all six schools.



AUCKLAND'S "The Studio" venue played host to pop star Justin Bieber last week, and now a lucky fan can purchase a timeless souvenir of the event. Bieber arrived in NZ on 01 Oct and the same night crashed a performance by hip-hop duo Rae Stremmur at The Studio.

According to the *Dominion Post* he was carrying a bottle of Hennessy cognac, swigging it and pouring the liquor out on the stage.

Venue manager Al Jepsen is inviting someone to savour the remains - by purchasing the almost-empty bottle which he is auctioning through the Trademe website.

"There's probably about 20 or 30 mills" in the bottle, Jepsen, estimated, saying most of it is probably Bieber spit.

"It's the closest you'll probably get to a real kiss from the Bieb himself," the listing states.

After five days the highest bid in the auction has reached the heady total of NZ\$30.86.



creating extraordinary futures  
 consultant to executive jobs

**102,000**  
 people have  
 viewed jobs  
 on jito

passively looking  
 don't miss your dream job  
 register today

post a job

register

view jobs



jito.co

jobs in travel, hospitality & tourism



# business events news

8th October 2015

## 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**.

### BULA ARTISTS

I'M currently in Fiji MC'ing a conference after a few days conferencing in Phuket (yes, yes, tough gigs, tough life etc etc). I'm telling you this not to gloat about the life I lead (hanging out at airports or inside darkened conference rooms!) but to share an observation I've made this past week working in these tropical locations.



The observation is this.....people who work in tourism, conferences and events in places like Fiji and Thailand are more engaging, friendly and welcoming than we are in Australia.

I generally think of Australians as friendly. Not just in tourism and events but Aussies in general. We pride ourselves on being a warm, welcoming and friendly society. But compared to the average man in the street here in Fiji, we are gruff and stand-offish. Anyone who has been to Fiji or Thailand (to name just a few friendly local conference destinations) knows what I'm talking about. Every local Fijian you encounter here makes eye contact, smiles widely and greets you with a chirpy "BULA".

From the moment you arrive at the airport, greeted by smiling ukulele players, to the customs officer who stamps your passport with a smile and a "Bula" to the woman in the arrivals hall who adorns your neck with a flower garland, to the taxi driver who thanks you for returning to "my country" – everyone smiling and Bula-ing effortlessly. And it continues at the hotel or anywhere you go for the conference.

Same in Thailand where every person you pass in the resort vicinity, stops, puts their hands together in the praying pose and greets you briefly with a "Sawadee". And I mean everyone - the gardener, the cleaners, the restaurant staff, every staff member.

Is this their training? Is this cultural? Is this just genuine friendliness? I'm not sure – but the collective impact is that you enjoy the experience, you feel welcome and the goodwill no doubt benefits the whole industry.

Now I know we have good training in the conference industry in Australia and I know we pride ourselves on being friendly. But Fiji and Thailand (to name just two common conference destinations) leave us for dead. Can't we train everyone who interacts with a tourist or conference attendee to smile and offer a quick G'day?

It really would make a difference.

No bull-a.

*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).*



## (Hard) Hats off to Four Points!



**THE \$200 million** redevelopment of the Four Points By Sheraton, Darling Harbour is running "on time and within budget" according to general manager David Fraser that will see the hotel lead the revitalisation of the Darling Harbour precinct in Sydney to become Australia's leading meeting and convention destination.

When complete the hotel will provide 905 rooms and an impressive 4,800sqm of convention and exhibition space including two ballrooms with the largest seating up to 1,100 guests, state-of-the-art meeting rooms and business centres and multi-purpose pre-function space for hosting guests.

Speaking with **BEN**, Fraser said "there is an under-capacity of rooms in Sydney and with demand soaring from both domestic and international markets including China, Singapore and the United States this redevelopment is essential for future leisure and events business."

Designed by Australian architectural firms, the convention space is scheduled for completion by June 2016 with a new tower being added featuring 222 additional guestrooms set for completion by October 2016.

A preview of what the redevelopment will look like when completed can be viewed



via a virtual tour - **CLICK HERE**.

**Pictured** above in front of the tower under construction are David Fraser, general manager, Four Points by Sheraton and Marie-Cecile Dumond, the property's director of sales & marketing.

### HSMIA roadshow

**THE** Hospitality Sales and Marketing Association International's (HSMIA) Revenue Optimisation Conference Roadshow kicks off in just under two weeks.

The roadshow starts in Melbourne on 21 Oct and then heads to Sydney on 10 Nov.

It is a series of two hour sessions discussing current trends and best practices for hoteliers.

For more information, visit [connect.hsmia.org](http://connect.hsmia.org).

**Business Events News** is Australia's newest online publication dedicated to the vibrant meetings, incentives, conferences and events sector.

Sign up for a free subscription at [www.businesseventsnews.com.au](http://www.businesseventsnews.com.au).

Postal address: PO Box 1010, Epping, NSW 1710 Australia

Street address: 4/41 Rawson St, Epping NSW 2121 Australia

P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

Part of the Travel Daily group of publications.

**Business Events News** is a publication of Business Events News Pty Ltd ABN 80 153 775 449. All content is fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in preparation of the newsletter no liability can be accepted for errors or omissions. **BEN** takes no responsibility for the opinions of its contributors/columnists. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

**Publisher:** Bruce Piper

**Contributors:** Guy Dundas, Jasmine O'Donoghue, Matt Lennon [info@businesseventsnews.com.au](mailto:info@businesseventsnews.com.au)

**Advertising and Marketing:** Sean Harrigan and Magda Herdzik [advertising@businesseventsnews.com.au](mailto:advertising@businesseventsnews.com.au)

**Business Manager:** Jenny Piper [accounts@businesseventsnews.com.au](mailto:accounts@businesseventsnews.com.au)



# 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).

## Dreamworld Coomera, QLD

Dreamworld is the ultimate venue for your Christmas Party! Join in the fun at one of our spectacular all-inclusive corporate events hosted by Dreamworld or create your own event in one of our exciting and unique spaces. Your event can include exhilarating rides and attractions, amazing animal experiences including Kai our gorgeous Tiger Cub, endless entertainment options and a selection of decadent menus - It will be an experience like no other!

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



## Sharks Events Centre Southport, QLD

Whether you are looking to cater for 10 people or 1000, Sharks Events Centre has the facilities and professional staff to ensure a seamless event.

In addition to a range of Christmas packages, including 2-course, 3-course, cocktail and buffet options, Sharks Events Centre will host its annual Corporate Christmas Ball on December 5. All of the hard work has been done; decorations, food, entertainment... your colleagues only need turn up!

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



## Sage Hotel Wollongong Wollongong, NSW

Reward your staff with a memorable Christmas Party at Sage Hotel Wollongong. With all inclusive Christmas Party Packages available, or tailored packages to meet all your personal touches your event will be a breeze to coordinate and a night to remember. Quote BEN to receive the following bonus inclusions: FREE photo booth OR lolly buffet at your event\*, complimentary onsite car parking\*

Contact Sarah 02 4201 2111 or  
[functions.wollongong@sage-hotels.com](mailto:functions.wollongong@sage-hotels.com)

\*T&C's apply, subject to availability

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