



Today's issue of BEN

Business Events News today has two pages of news, the latest *BEN* Christmas Venue Guide on **page three** and a full page from: **(click)**

- AA Appointments

FCM/cievents study

FCM Travel Solutions and cievents have released a white paper on the benefits of organisations running joint travel and MICE programs programs.

GM of FCM Travel Solutions Australia James Kavanagh said "significant inroads can still be made to optimise the way budgets are utilised and ultimately, drive down total cost of these programs," by applying the same principles used to manage their travel program on their MICE category.

The next phase of travel and events white paper launches today at the FCM Illuminate conference in Melbourne, with the study to be made available online in coming days.

EEAA to offer safety workshops

THE rising terror threat in Australia has prompted the Exhibition and Event Association of Australasia (EEAA) to launch a series of security and safety training workshops in Sydney, Melbourne and Perth.

The full-day workshop will cover updates on the current work, health and safety environment in the country, case studies and emerging safety issues.

A deep dive session follows, with leading global security and safety training consultant Craig

Sheridan to cover the topic of risks, profile of behaviours, how to prepare staff and lock down venues, and how to develop safety and risk plans.

Those attending will also be able to take advantage of two-hour one-on-one sessions with Sheridan, who will review each company's security and safety plans, which will be arranged for a later date.

Commenting on the safety workshops, EEAA chief executive officer Joyce DiMascio said, "Exhibitions are places of mass gathering and our industry needs to be better equipped to prepare for and respond to the changing nature of risk.

"This workshop will fill the gap and give the industry an opportunity to up skill. You can never be complacent in this area."

The Sydney, Melbourne and Perth Workshops will be held 14 Sep, 28 Sep and 26 Oct respectively.

CLICK HERE to secure a spot.

BESC site upgrade

BUSINESS Events Sunshine Coast has launched a new-look website offering a range of extra services tailored to help event organisers and planners.

The new site features an easy venue and activity search, deals, case studies and a planning toolkit complete with downloadable resources.

CLICK HERE to view.

Event Show debrief

DESPITE numbers being down on the year before, feedback from the exhibitors was at an all-time high said organisers of The Event Show.

More than 400 people arrived at the Royal Randwick on day one of the show to listen to Google's Chris Tillman outline how he developed technology strategies for events.

The two-day show came to a close on 26 Aug.

AACB conference

THE Association of Australian Convention Bureaux conference has officially kicked off.

Held at the Emporium Hotel in Brisbane's Fortitude Valley until 09 Sep, the event will focus around collaboration within and outside the sector along with the latest ideas on professional development.

The annual staff conference aims to help drive knowledge transfer and the professional development of bureaux staff.

NTCB hosts health PCO famil



NINE specialist PCOs recently journeyed to the Top End to learn more about Darwin's "cutting edge" strengths in the health and medical sector.

Hosted by the Northern Territory Convention Bureau, the four-day famil saw participants visit leading health sector facilities as well as network with industry peers.

The program encompassed tours to the National Critical Care & Trauma Response Centre, the Northern Territory Radiation Oncology Centre and a site visit to the CareFlight Northern Operations headquarters.

The visitors (**pictured**) flew in from Melbourne, Hobart, Brisbane, Sydney, Canberra and Adelaide.

Sell TNQ
 Cairns & Great Barrier Reef
 18-21 November 2016

Education Program
 showcasing Port Douglas
 #MeetinCairnsGBR

MORE INFO

APPLY NOW!



business events news

8th September 2016

PCOs attend Starwood/HA feed

EVENT organisers and PCOs were recently invited to a delightful dinner held at the Westin Melbourne, hosted by Starwood Hotels & Resorts and Hawaiian Airlines.

Attendees were entertained by former AFL footballer and recent inductee into the Australian Football Hall of Fame, Paul Roos, and tucked into a delectable meal prepared by award-winning chef Michael Greenlaw.

Pictured at the dinner (from left) are Nick Berry, Starwood Hotels & Resorts; Paul Roos, AFL Legend, Joyce Weir, HA and Kerrie Mulholland, Westin Melb.



Alice Stampede famil

NINETEEN MICE planners will have the opportunity to take part in the Alice Stampede mega familiarisation program.

Held from 22-25 Sep, the program has been designed to "reveal the quirky and cultural business aspects of Alice Springs".

Attendees can look forward to activities such as hot air ballooning over the desert, camel rides and participating in dot painting classes.

To register your interest for Alice Stampede, **CLICK HERE**.

Sell TNQ registrations

APPLICATIONS to attend SELL TNQ 2016 remain open to qualified planners and event organisers until 23 Sep.

Held at the newly refurbished Sheraton Mirage Port Douglas, attendees can look forward to supplier networking, workshops, touring options to the Outer Great Barrier Reef, Low Isles or the Daintree Rainforest.

Post famils will be based in Cairns on 21-23 Nov and include Skyrail Rainforest Cableway, Fitzroy Island, Tjapukai & more.

See **page one** to register.



BARACK Obama may have cemented his fate as the coolest POTUS in history, having this week confirmed he will host a music Festival right on the South Lawn of the White House.

Set to commence from 03 Oct, the South by South Lawn festival - a play on the famous South by Southwest event - will have everything from live performance to panel discussions.

Taglined "A White House Festival of ideas, art and action," the event has been pitched as a celebration of innovation.



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

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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**.

Shut up and sit down

ASA Conference MC, people often ask me "what is the most difficult part of the job?"

My answer is that apart from the frequent travel, the often long days and late nights and the need to remain alert and energetic, perhaps the trickiest part is trying to keep speakers to time.

One of the many roles of the MC is to keep the day running smoothly, to time, to get delegates off to lunch at the allocated time, to keep Q & A to a tight time-frame and to ensure sessions don't run over-time. However, the time-keeper aspect of the MC role is often made tricky by presenters who ignore their allocated presentation time.

To be fair most speakers are pretty good at keeping to time, but all it takes is one wayward presenter and the whole agenda can come off the rails, leaving the other speakers with less time, a truncated lunch-break which can lead to upset exhibitors and the very real scenario that delegates have no free time or insufficient opportunity to shower before dinner. You've all been there and know how irritating that can be.

And that one overtime presenter *WILL* feature at every conference. He or she stands on stage, oblivious to the MC desperately doing everything to get their attention, unaware of the giant "1 minute to go" sign. The MC shifts on both legs, paces the conference room, holds up signs, does the "Time Out" signal and edges up the steps towards the lectern, all to no avail as the speaker rabbits on.

There is however, one solution - having a fold-back monitor at the front of stage counting down the minutes to the end of the allocated time, followed by a red light saying 'TIMES UP', transitioning into a flashing red light. It works almost all the time.

I always recommend this to my clients and they are quite common. Some argue it is too expensive but most conferences have a fold-back monitor already showing the speakers duplicates of their projected slides, so all we are looking at then is one more fold-back.


Think of this as an investment in the smooth-running of the event, a way to keep the sponsors happy (they pay to have delegates in the exhibition room for as long as possible) so every extra minute the delegates spend in the plenary room is less time in front of the sponsors, the people who allow the conferences to take place.

So to conference organisers, invest in a Countdown monitor and to speakers, keep your eyes on the monitor and when your times up, shut up and sit down.

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 or visit his website at www.andrewklein.com.au.



CHRISTMAS VENUE GUIDE


business events news
presents

Looking for a Christmas venue or staff celebration?
Business Events News guide to 2016/17 Christmas venues is the place to showcase!
To feature here email advertising@businesseventsnews.com.au.

Novotel Twin Waters Resort Sunshine Coast, QLD

Novotel Twin Waters Resort announced the introduction of a new venue idea – tipis – ideal for corporate functions, conferences and weddings. Novotel's Tipi range represents a fresh venue option for new and return guests seeking an innovative space at the Novotel, one of Australia's most popular events destinations. The resort offers several different locations to host themed events, including its bushland clearing, events lawn, and several serene waterside locations beside its famous lagoon.

For more information or to enquire please call 07 5450 9582 or email conference@twinwatersresort.com.au
www.novotel twinwatersresort.com.au



MV Epicure Sydney, NSW

MV EPICURE is one of Sydney's newest event spaces on Sydney Harbour with the luxurious vessel MV EPICURE I. Set sail this Christmas and New Year and collect your bonus! Lunch bookings = a bonus antipasto platter per table, Dinner bookings = bonus beverage package upgrade from 1 to 3 including Moet!, Cocktail Party bookings = bonus welcome canapés*. Valid till 28 February 2017.

For Bookings P: 02 8584 1900 and quote Xmas 001
E: mvepicuresydney@epicure.com.au
www.mvepicure.com.au

*T&C's apply



Amora Hotel Sydney, NSW

Think outside the box and have an interactive Christmas experience at the Amora Hotel Jamison Sydney! Why not embrace your inner Master Chef and learn to cook Spanish cuisine? Each team will be given a mystery box of ingredients to cook a three course dinner! Or take advantage of our dedicated Chef's Stations, where our chef will prepare delicious canapes and interact with your guests.

To learn more about how the Amora can add a little extra to your next event simply call our team on 02 9696 2552 or email them on functions@sydney.amorahotels.com
www.sydney.amorahotels.com



Sheraton Melbourne Melbourne, VIC

Looking for the perfect event space for your Christmas lunch, cocktail party or gala dinner? Sheraton Melbourne Hotel can accommodate your festive events with numerous versatile spaces which can host from 10 - 350 guests, including The Penthouse on level 31 and a rooftop Terrace Bar. Enquire about our festive packages which start from \$65 per person, or let us tailor an event to suit your specific needs.

For more information please contact
03 9290 1042 or email SalesEvents.03627@Sheraton.com
www.sheratonmelbourne.com





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GROUPS GURU NEEDED
HIGH END GROUP TRAVEL CONSULTANT
GOLD COAST – UP TO \$60K PKG

Here's your chance to join a boutique travel team on the Coast whilst utilising your strong groups experience. As part of this five star team you'll enjoy handling corporate & leisure group travel arrangements with a variety of domestic and international destinations. Not only will you be joining one of the best of the best on the GC but earn a strong set salary package with bonuses and have access to five star famils, unbelievable travel discounts and work rare Mon – Fri hours. Previous groups consulting experience is a must.

WHAT'S NOT TO LOVE ABOUT AUSTRALIA?!
INBOUND GROUP TRAVEL SPECIALISTS
SYDNEY CBD– SALARY PKG \$55K - \$60K + SUPER DOE

Have you travelled extensively in Australia? Do you have a flair for building unique & exciting itineraries? This premier boutique inbound company is looking for a talented consultant to join their team. Use your creative flair & passion to create bespoke trips in our great land and the trans-tasman. From Ayres Rock to the Great Barrier Reef and even as far stretch as Lake Taupo; no two days will be the same! Min 2 years Inbound experience, Tourplan skills preferred & amazing travel experience in Australia.

LIGHTS, CAMERA, APPLY!
VIP EVENTS & GROUPS CORPORATE COORDINATOR
SYDNEY EAST – TOP \$\$\$ & INCENTIVES

Star opportunity to rub shoulders with VIP clients. Arrange touring logistics for the entertainment industry or events for ASX top companies. Move into a dynamic team arranging all land, air & MICE elements, using your solid corporate/groups & GDS/airfare knowledge. If you thrive under pressure, this is the fast paced role for you where you need to think on your feet to secure last minute/urgent bookings. Sound like you? Then you will receive a top \$\$\$, industry benefits, M-F only and ongoing training. Red Carpet Role!

ARE YOU FEELING NAUTI?
CRUISE GROUPS TRAVEL SPECIALIST
SYDNEY CBD – SALARY PACKAGE UP TO \$60K

Exciting role with lots of diversity – from Corporate to Leisure to Conferencing – no 2 days will be the same. This global cruise agency wants a talented group's specialist to join their fast paced office. Create worldwide itineraries, including block allotments, event space, flights, pre/post activities & land excursions, on this elite cruise line. If you have min 4 yrs groups exp (cruise is pref), a passion for sails, solid GDS & thrive in a fast paced team; you will enjoy a top salary, beautiful offices, supportive team & 5* famils/inspections.

WE'RE ALL IN THIS TOGETHER
GROUP TRAVEL CONSULTANT
MELBOURNE (INNER) – UP TO \$60K PKG

A fantastic opportunity has presented itself to join a well-known and established global travel company's groups leisure team in their ongoing success. With a fantastic working environment and amazing products; you will always have something new and exciting to entertain your days. Working Monday to Friday hours in an inner city location you will have a fantastic work life balance. You will also put face to face consulting behind you! You will need a min. of 2 years travel consulting exp. and strong GDS skills.

GROUPS / TOUR COORDINATOR
OUTBOUND GROUPS
SYDNEY – SALARY PACKAGES STARTING FROM \$50K
Are you a Japanese specialist looking to specialise in Groups? Our client is a Global Travel Agency specialising in both outbound and inbound travel. With a high emphasis on customer service and beautiful products, you will be able to use your native language skills in servicing both the direct public and travel agents. Competitive Salary provided, excellent development and career progression opportunities. GDS Preferable, excellent communication skills required in both English and Japanese. Interviews currently in progress.

SPORTING GROUPS COORDINATOR
CORPORATE GROUPS
SYDNEY – SALARY PACKAGES STARTING FROM \$60K

Are you looking for a Groups/Events role with a difference? Our client is a highly respected Boutique Agency specialising in the Corporate and Sporting market, work with some of Australia's most recognisable sporting names. With a high retention rate, be rewarded with a fantastic salary package and a nurturing environment with staff development and career progression opportunities. You will require strong GDS skills, excellent communication skills, ability to multi task and work under pressure. Apply Now!!!

PARTY ON THE SEAS!
GROUP SALES AND EVENTS COORDINATOR
SYDNEY
SALARY PKG TO \$55K + SUPER

This is a fantastic opportunity for a passionate individual to be involved in organizing large groups from enquiry to end. You will be liaising with a mixture of corporate and leisure groups organizing an event of a lifetime. As an added bonus, you have the opportunity to host the groups in their amazing destination! If you have at least 2 years' experience working in groups and events, don't hesitate and apply now! This role won't last long!