



EDITOR: BONNIE TAI



MARRIOTT APAC MEETINGS OFFER

MARRIOTT has combined its three loyalty programs to allow event planners and PCOs better access to its portfolio of meeting venues across 500 hotels in the Asia Pacific region.

Available from now until 31 Dec, PCOs who book a meeting or event at any participating Marriott Rewards, Ritz-Carlton Rewards or SPG hotel or resort in Asia Pacific will be eligible to receive 5% off master-billed rooms, double points and a complimentary one-hour welcome reception.

"We want to invite our members to celebrate with us as we unlock a new world of destinations and opportunities



with our new combined portfolio," commented Peggy Fang Roe, chief sales and marketing officer Asia Pacific, Marriott International.

"With this offer, we bring more options and consistent benefits to all members across three loyalty programs," she said.

Points are delivered in the currency of the loyalty program that the hotel is part of, with

the points to be either redeemed with Marriott Rewards or transferred for one of the other two programs should the customer wish to redeem them for experiences, stays or benefits.

"This is just the first step to making it easier for our members to do

business with us and we are excited about offering even more benefits to come," added Fang Roe.

For more information on the offer visit marriottmeetings.com.au/celebrate-with-marriott.

Today's issue of BEN

Business Events News today has two pages of news.

TNZ's record year



TOURISM New Zealand experienced a record 2015/16, with the board reporting growth in all areas, according to its latest annual report.

Corporate events are now big business for the tourism board, the study says, with more than 70 conference bids supported in the 2015/16 period alongside 142 incentive conference bids backed.

In Q4, Tourism New Zealand, in partnership with Destination Queenstown, Air New Zealand and Immigration New Zealand, secured at least NZ\$50 million worth of incentive business with Amway China.



ABOVE: 12 leaders were last week recognised as 2016 Ambassadors for Business Events Sydney at an exclusive dinner held in the NSW capital.

"The Ambassadors are inspiring individuals and I'm confident their involvement in this program will raise Sydney's profile on the world stage, and lead to some great international business events being secured for Sydney," said Mike Baird, Patron of the Business Events Sydney Ambassador Program and NSW Premier.

Pictured (from right) with the NSW Premier Mike Baird are the 2016 ambassadors, Moya Dodd, Partner, Gilbert + Tobin; Robert Graham, executive director, Victor Chang Cardiac Research Institute; Cassandra Kelly, chair, Pottinger, Alex Malley, ceo, CPA Australia, Dr Michael Spence, vice chancellor, University of Sydney, Mary-Anne Williams and director of disruptive innovation, UTS with BESydney ceo Lyn Lewis-Smith.

Other 2016 ambassadors (not pictured) include Karen Stocks, md, Twitter; Bruce Downton, president, Macquarie Uni; Carolyn McGregor, chair, Ontario University of Technology, David Sinclair, geneticist, UNSW, Phil Aiken, non exec, Balfour Beatty and Michael Rose, chairman, Committee for Sydney.

Events Calendar

WELCOME to the **BEN** events calendar.

If you have an upcoming event you'd like us to feature, email info@businesseventsnews.com.au

27-29 NOV

PCOA Conference and Exhibition; Brisbane Convention and Exhibition Centre; register here: www.pco.asn.au

30 NOV-2 DEC

ICESAP Conference and Awards; The St. Regis Singapore; for details see: www.conference.icesap.org

21-22 FEB

AIME 2017; Melbourne Convention and Exhibition Centre; for more info visit www.aime.com.au

8-12 MAR

ITB 2017; Messe Berlin ExpoCenter City; for more info visit: www.itb-berlin.de

14-18 MAY

ATE 2017; International Convention Centre Sydney (ICC); details at: www.tradeevents.australia.com

28 JUL

Get Global - Where the World Meets; International Convention Centre Sydney (ICC); read more: www.getglobal.com.au

EEAA Clarification

THE Australian Gift and Homewares Association has also been recognised as a finalist in the Best Association Events Category for the Exhibition & Event Association of Australasia's (EEAA) annual Awards of Excellence, which will be held 30 Nov at the International Convention Center Sydney.



Why should you host your next event in Thailand? Find out in the November issue of *travelBulletin*.

CLICK HERE to read **travelBulletin**

Lets Talk Tourism Forum WA

THE Mandurah and Peel Tourism Organisation is inviting buyers and PCOs to the next 'Let's Talk Tourism Forum' which will take a look at how events are drivers of regional tourism.

Guest speakers from the City of Mandurah will educate attendees on events already secured for 2017 and 2018 and how these can be leveraged to drive visitation to the region.

Places are limited, with those interested to RSVP before tomorrow.

Register your interest by **CLICKING HERE**.

ICESAP AWARDS FINALISTS

THE industry's top incentive, conference and events practitioners will be recognised

at the forthcoming Incentive, Conference & Event Society APA Awards for Excellence in Singapore.

ICESAP president Nigel Gaunt said, "the Gala Evening and Awards for Excellence is a who's who of the regional ICE community...and acknowledge the successes of our best practitioners".

He added the awards were also a "great opportunity for the ICE sector to be recognised for their dedication to excellence



and efforts to raise the creative bar".

This year's finalists are spread across seven

different categories: Best Brand Activation Event of the Year, Best Live Event of the Year, Best Incentive Travel Programme of the Year, Best Use of Budget, Best Conference of the Year, Best Use of Technology and Logistical Challenge of the Year.

Finalists include Uniplan, MCI Hong Kong, OneNineFive, TCEB, cevents, Pacific World Meetings & Events Singapore.

Further details on the ICESAP awards for excellence can be found **HERE**.

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.

Your Christmas networking checklist

MELBOURNE Cup to many signifies the start to the Christmas season. To others, it is the kick off for prime networking season! Networking at this time of year is different from earlier events as the majority of people are more relaxed due to the social nature of events. Tips: Before the event, know what the event is for and where it is, know who the organisers are and have a stack of business cards. Once at the event, don't set a target for how many cards you need to get, rather spend quality time building a relationship. Don't look around the room wondering who could be better to talk to and don't try to sell to or close deals. Keep moving to maximise time and always follow up post event. This is still work so represent yourself and company with integrity. Follow these tips and see how 2017 improves for you.

Gold Coast to shine in NZ



A RECORD number of local partners will cross the Tasman this week with Gold Coast Business events (GCBE) to attend the Pacific Area Incentive & Conference Exhibition (PAICE) in Auckland, New Zealand.

GCBE manager Shannon Thwaites (**pictured**) said the delegation of 12 was "looking forward to updating key

buyers in New Zealand with the very latest on offer in a city renowned as an energetic and exciting destination".

"PAICE is one of the best forums to share information about the latest Gold Coast business events offerings with our New Zealand meeting planners," she said.

"Our city is absolutely buzzing right now and the significant new investment and infrastructure already in place to host the GC2018 Commonwealth Games will see the Gold Coast go from strength to strength as the destination of choice to host meetings from New Zealand."

Local partners joining GCBE include Crowne Plaza Surfers Paradise, Dreamweaver Creative, iFLY Indoor Skydiving.

Further details on PAICE can be viewed **HERE**.



■ **PARTNERS** and clients of the Cairns Convention Centre were recently delivered a priceless gift from the venue in celebration of its 20th year in operation: a piece of the venue's roof.

The remnants of the centre's roof, which was recently refurbished, were fashioned into sculptures by Aboriginal Steel Art, a local indigenous business.

The CCC said the gift was a "piece of history" and was meant as a "thank you to the many partners and clients who have been integral to the Cairns Convention Centre's 20 successful years."

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. Postal address: PO Box 1010, Epping, NSW 1710 Australia Street address: Suite 1, Level 2, 64 Talavera Rd, Macquarie Park NSW 2113 Australia P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

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