



EDITOR: BONNIE TAI



ICC SYDNEY STEPS INTO THE SPOTLIGHT

SYDNEY heralded its return to the world stage last night after three years without a flagship events venue, hosting a showcase dinner at its new Darling Harbour facilities.

The \$1.5 billion International Convention Centre Sydney (ICC Sydney) welcomed 800 people through its doors in a full dress rehearsal ahead of its public opening on 20 Dec.

The event was the largest so far in a series of 28 test projects designed to refine operations before the centre's first conferences and exhibitions.

ICC Sydney ceo Geoff Donaghy said the centre was "the jewel in the AEG Ogden group" of 100 events venues worldwide.

"This is simply the most exciting event in our industry



anywhere in the world right now," Donaghy said.

"Sydney is Australia's global city and it has been treading water for three years, but we are now ready to launch the city back on the world stage."

Business Events Sydney (BESydney) ceo Lyn Lewis-Smith (**pictured** above with Donaghy) said the centre had lived up to all expectations.

"We had a client come through yesterday and said this is the

best convention centre in the world, and I concur," she said.

"Everything leading up to this from the first artist impressions has been delivered, and we have created a world-class convention precinct."

ICC Sydney comprises three linked sections catering to conferences, exhibitions and entertainment.

It is able to host up to three separate events concurrently, with plenary options for up to 8,000 people.

Today's issue of BEN

Business Events News today has three pages of news and full pages from: (**click**)

- *Crowne Plaza Terwrigal*
- *AA Appointments*

Taronga Centre new associates

THERESA Nesbitt and Frances Pallauta have joined the Taronga Centre in its Corporate Events division as events coordinators.

The pair are tasked with looking after the zoo's MICE spaces as well as coordinating team-building activities and corporate launches and events.

Enhance Entertainment freebie

ENHANCE Entertainment has created a free Event Run Sheet template for executive assistants and PCOs to utilise.

The time-saving tool was designed to streamline processes, track key event contacts & details, as well as save on time.

CLICK HERE for the complimentary download.

MEA save the dates

THE International Convention Centre Sydney will play host to Meeting & Events Australia's 40th national conference, from 30 Apr to 02 May.

MEA ceo Robyn Johnson said they were "very excited at being one of the first industry conferences to be held in this spectacular new venue".

Themed Reboot, Johnson promises the conference "will be like no other".

"The business program will challenge our thinking and include a number of innovative initiatives designed to inspire us to take the industry to a new level," she said.

Registrations open in Dec.

Staging Connections marine gala



STAGING Connections designed an aquatic atmosphere (**pictured** above) for the 540 guests attending the recent Automotive Brands Convention at Crown Perth.

The design included a 25 metre wave ceiling, 28 metre curved screen and lighting sequences inspired by the sea.

Executive gm - operations, Automotive Brand Grant Jarrett said "Staging Connections brought together exciting technology and creative ideas to deliver a truly spectacular event".

Juice Plus+ chooses the Gold Coast

JUICE Plus+ Australia and New Zealand has confirmed it will host its international conference at The Gold Coast Convention and Exhibition Centre from 16-18 Jun.

The event is expected to draw around 2,500 delegates to Queensland.

Gold Coast director of business events Anna Case welcomed the announcement and said the city was looking forward to welcoming Juice Plus+ delegates in 2017.

"This is a fantastic result for the Gold Coast and highlights our capabilities to stage large scale conferences," she said.



Food and wine put to the test



THE newly completed ICC Sydney put its food and beverage teams centre stage last night in the first full-scale dining event held at the Darling Harbour facility (See **page 1**).

The showcase dinner for 800 provided a test for staff in what is the southern hemisphere's biggest kitchen, serving a three-course meal to impressed industry figures and stakeholders.

Executive chef Tony Panetta joined nutritionist Dr Joanna McMillan on stage to explain the centre's food philosophy, which has been designed to "feed both body and mind and drive physical and mental performance."

They were backed by beverage operations and cellar manager William Wilson, (**pictured**, left, with event host Richard Wilkins) who explained the evening's wine pairings.

GET GLOBAL choses LCA Comms

GET GLOBAL has appointed LCA Communications Group to coordinate their public relations and communications.

GET GLOBAL, which aims to provide a platform for int'l suppliers to connect with corporate meeting planners, incentive houses, PCOs and travel companies will be held in Jul at the International Convention Centre Sydney.

Founder and ceo of LCA Communications Group Lindy Andrews said she was delighted to be working with **GET GLOBAL** on such an innovative event.

Ritz-Carlton Auckland



AUCKLAND is set to receive its first Ritz-Carlton property from 2019.

Situated in the heart of the city's central business district, the Ritz-Carlton, Auckland property will feature a combination of 300 rooms and suites.

The hotel will offer two ball rooms to be utilised for weddings and other corporate events.

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**.

The top 5 most clichéd conference comments

ONE of the downsides of attending many conferences each year is that things occasionally can get a little repetitive.

There are for example certain phrases that seem to get uttered on stage by presenters at virtually every conference.

So for the benefit of speakers who present at a lot of conferences or for the benefit of delegates who attend a lot of them, here's a quick list of some overly-uttered conference phrases - and what a presenter might do or say instead.

Over-used Phrase 1: "I'm the only thing standing between you and lunch - so I'll try to be brief".

What to say instead: Nothing. Even saying the clichéd phrase takes up time, so just launch straight into your talk and be as brief as possible. Come to think of it, any presenter, speaking at any time of day, should always be as brief as possible.

Over-used Phrase 2: "I'm delighted to be here addressing you today".

What to say instead: Nothing. Be honest. You are not 'delighted'. Few people get 'delight' from speaking on stage. Either your boss, a conference organiser or committee member asked you and you said 'yes' because you had no choice or you thought it's good for your career or you are getting paid to do so. In none of those instances are you 'delighted'.

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.



You might be delighted to get a free trip to Port Douglas or delighted to be taken out to a beautiful restaurant or delighted to win an Oscar, but you are most likely not delighted to be talking on risk management profiles.

Over-used Phrase 3: "You won't be able to read this slide" / "this is a really busy slide"

What to say instead: Nothing. USE BIGGER FONT and LESS WORDS in your PowerPoint slides people!! If the slide is too cramped or the font too tiny for the room to see, ditch the slide.

Over-used Phrase 4: "Is this microphone on?" (usually said while tapping on the mike)

What to say instead: Nothing. It is on. And if it's not on, the AV guy will hear it's not on.... and switch it on.

Over-used Phrase 5: "OK, any questions?"

What to say instead: "Thank you. If anyone has any questions, let's chat at morning tea". Question time at the conclusion of a presentation rarely elicits anything other than awkward silence, phone fondling or a question from someone who really only wants to hear themselves speak. Q & A will likely end your presentation on a dull note. End on a high, with a bang - and get off stage.

Any other clichéd conference phrases, I'd love to hear from you at andrew@lunch.com.au



CINZ heading to Dunedin

DUNEDIN has been chosen to host next year's Conventions and Incentives New Zealand (CINZ) conference.

The Oct event will be held at the Dunedin Centre, bringing 150 delegates from the business events industry including suppliers, conference organisers and venue managers.

CINZ ceo Sue Sullivan said she looked forward to showcasing Dunedin's highlights to delegates.

STARS AND LEADERS IN LINE-UP FOR AIME

REED Travel Exhibitions has revealed its speaker line-up for AIME 2017, featuring media stars like Ita Buttrose and a succession of technology and business leaders.

Five "Up Close and Personal" sessions arranged by Saxton Speaker Bureau will be held next year in the AIME Knowledge Lounge, free for visitors to the 21-22 Feb event.

AIME event director Ian Wainwright said the program had been carefully curated to offer inspirational speakers.

"A major highlight of AIME 2016 was the education program and with another



stellar line-up of influential thought leaders, we know 2017 will once again far exceed attendees' expectations," Wainwright said.

Technology speakers include robotics engineer Marita Cheng, drone pioneer Dr Catherine Ball and futurist Chris Riddell.

A media and music session will feature editor Ita Buttrose (**pictured**), INXS band member Kirk Pengilly and former NBC television reporter Sara James, while a business session will feature Envato co-founder Cyan Ta-ead, Wizard Home Loans' Brad Seymour and Vinomof co-founder Andre Aikmeir.

Other speakers coming along are psychologist Michael Carr-Gregg, magician Cosentino, youth leader Holly Ransom, human resources guru Lucy Adams, young philanthropist Annabelle Chauncy and media commentator Sabina Read.

For full details **CLICK HERE**

Luna Park appoints Tourism Manager

SYDNEY'S Luna Park will target both business and leisure tourism markets with the appointment of Mark Taylor to the newly created role of tourism manager.

Taylor has more than 20 years' experience in Australian tourism and most recently managed visitor centres in The Rocks and Darling Harbour.

He will focus on expanding the profile of Luna Park Sydney in the local and international tourism markets as an amusement, restaurant, functions and meetings venue.

He has previously worked as md at ITO Pacific Spirit Travel and in senior sales positions with AccorHotels and Thrifty Car.

AEG Ogden to run Dubai Arena



WORK has commenced on a state-of-the-art enclosed arena for up to 20,000 people in Dubai, to be operated by AEG Ogden when it opens in late 2018.

Announced by holding company Meraas, the new Dubai Arena will cover an area of more than 45m² at City Walk, surrounded by hospitality, F&B, shopping and entertainment options.

It will be the only multi-purpose air-conditioned arena in the region and is aimed at mega events, large scale sports, concerts and entertainment not previously possible in existing venues.



■ **MCDONALD'S** is reportedly suing Florence for damages after the city stopped them opening a restaurant in front of the Piazza del Duomo.

The fast food giant is crying discrimination, saying it had modified its proposals to fit within the city guidelines.

"We cannot accept discriminatory regulations that damage the freedom of private initiative without being advantageous to anyone," the chain said in a statement to the *BBC*.

Florence mayor Dario Nardello simply replied "McDonalds has the right to submit an application, but we have the right to say no".

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)

Part of the Business Publishing Group.

Publisher/Editor in Chief: Bruce Piper

Editor: Bonnie Tai

Contributors: Bruce Piper, Guy Dundas, Nathalie Craig, Jasmine O'Donoghue

Advertising: Sean Harrigan and Melanie Tchakmadjian

Business Manager: Jenny Piper

Managing Editor: Jon Murrie

info@businesseventsnews.com.au

advertising@businesseventsnews.com.au

accounts@businesseventsnews.com.au

Travel Daily CRUISE WEEKLY

travelBulletin

business events news

Pharmacy DAILY

Travel Daily

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.



MEET YOUR INSPIRATION AT CROWNE PLAZA TERRIGAL.

With a breathtaking view and fireplace to keep you cosy, be inspired at Crowne Plaza Terrigal. Experience our deluxe Central Coast accommodation with our 2017 early bird winter package from only **\$199 per night** including:

- One nights accommodation
- Full buffet breakfast with barista made coffee
- Self parking
- Complimentary Wi-Fi
- Complimentary drink voucher

This exclusive offer is valid for new bookings made between 01 November 2016 and 31 January 2017 for residential conferences held between 01 May 2017 and 31 August 2017.

SAVOUR SEASONAL FLAVOURS WITH A WINTER DAY DELEGATE PACKAGE.

Book your winter conference at Crowne Plaza Terrigal and enjoy seasonal delights with a specially designed winter day delegate package for **\$72.00 per person**.

2017 WINTER
EARLY BIRD OFFER

\$199
PER PERSON*

BOOK YOUR MEETING TODAY AT CROWNE PLAZA TERRIGAL.

Call our events team on +612 4384 9111 or email meetings.terrigal@ihg.com.



LIKE GROUPS?

#LOVEMYJOB

Exciting career opportunities ahead!

FOR ALL THE BEST VACANCIES VISIT www.aaappointments.com.au

NSW & ACT - 02 9231 6377 - apply@aaappointments.com.au

VIC, WA & SA - 03 9670 2577 - recruit@aaappointments.com.au

QLD & NT - 07 3229 9600 - employment@aaappointments.com.au

HIGH BASE PLUS UNCAPPED BONUSES

SYDNEY

BDM – EVENTS INDUSTRY

SAL PACKAGE \$100K PLUS PLUS

Would you like to work for one of the best PCOs globally? We have a great opportunity for a true events sales person, join one of the best and watch your salary soar! You will be targeting brand new business, using your strong industry contacts and amazing negotiation skills to sell what you know and love. You must have a strong knowledge of the events industry with a proven sales background. OTE Over \$100K in the first year. Apply today.

JAPANESE GROUP TOUR COORDINATOR

GROUPS CONSULTANT

SYDNEY – SALARY PACKAGES STARTING FROM \$50K

Fantastic opportunity to work for a leading Japanese Travel Specialist focusing on group tour coordination. With an excellent reputation for fantastic products and high touch customer service you will thrive in a nurturing environment with staff development and endless career progression opportunities. Bring your experience of Group coordination with your Japanese language skills, be rewarded with a competitive salary, beautiful offices located minutes away from the station and work life balance. Immediate Start.

****UPCOMING ROLE** GET IN ON THE ACTION MICE CONSULTANT**

MELBOURNE (INNER) – UP TO \$65K PKG (DOE)

Our client has an upcoming role in the new year for a motivated and driven MICE Travel Consultant. You will be assisting with group travel of up into the thousand and managing corporate clients Events and Conferences.

Coordinating travel arrangements (national and international), accommodation, transfers and ancillary products along with many other details for these amazing events! You will need a min of 2 yrs MICE Consulting experience and a go getter attitude! Don't miss out, call us!

TAKE THE NEXT STEP

GROUP TRAVEL CONSULTANT

MELBOURNE (INNER) – UP TO \$70K PKG (OTE)

This is a fantastic opportunity to join a global company's groups leisure team in their ongoing success. It's time to bring your travel industry skills to the next level! From groups of 20 all the way to group sizes in the hundreds, organising itineraries for destination weddings to large sporting groups going on tour and so much more! Anything is possible in this role! With Monday to Friday hours you will have a great work life balance and all behind the scenes! An opportunity not to be missed! Min. 2 yrs travel consulting experience req.

G'DAY GROUPS GURUS

INBOUND GROUPS SPECIALISTS

SYDNEY NORTH SHORE – SALARY PKG UP TO \$70K DOE

This Inbound specialist has hit peak season so it's an exciting time to join this eventful team! Secure MICE packages in your homeland: from conferences to incentive groups you will be the primary contact from A to Z. Enjoy the diversity: from sourcing new suppliers to creating proposals to reconciling financials and being on the ground, this role really has it all. You need min 2 yrs Groups exp, solid Australia knowledge, high attention to detail & organisation. Rewards are top \$\$\$, M-F only, office close to home & amazing career options.

LIGHTS, CAMERA, APPLICATION

VIP TOURING & LOGISTICS EXPERTS

SYDNEY EASTERN SUBS – TOP \$\$\$ & INCENTIVES

Rare opportunity to join this elite team. Assist their VIP & top ASX clients with their touring & corporate travel/MICE. From a touring band to Six Nations Rugby to films crews; from complex itineraries to emergency travel; from land to air to logistics – put your career in the fast lane. Utilise your airfare & GDS skills, ability to think on your feet, passion to succeed & customer service skills. Finally be paid what you deserve as well as M-F only, best perks in the business, ongoing training & career development. Walk the Red Carpet into AA today!

WELCOME ABOARD YOUR NEW CAREER

LEISURE/CORPORATE GROUPS SPECIALISTS

SYDNEY CBD – SALARY PKG UP TO \$62K DOE

From weddings to conferencing to a family holiday, as a Groups Coordinator you will liaise with corporate clients, direct passengers & travel agents. Create worldwide bespoke packages including pre/post flights, land & excursions for this elite cruise liner. If you have min 3 years groups experience (cruise is desirable), negotiation skills, solid airfares & thrive in a fast paced team; you will be rewarded with a top salary, beautiful offices, supportive team, ongoing progression & 5* famils. Know your ship, apply now!

REGISTER YOUR INTEREST

TEMPORARY CONTRACTOR - GROUP SPECIALIST

SYDNEY – ATTRACTIVE HOURLY RATES

Enjoy contract roles that provide you flexibility. Regain your work life balance and choose when and where you work! 2017 is forecasted to be a busy season for groups and events, so register your interest early to ensure you don't miss out on hearing about these opportunities! If you have groups/events experience and have a passion for travel with Sabre, Galileo or Amadeus and experience using any events software apply now! You will be rewarded with a great hourly rate, a variety of choices and potential temp to perm!