



Today's issue of BEN

Business Events News today has three pages of news plus full pages from:

- The Langham Melbourne
- Travel Trade Recruitment



STUDENTS participating in the Go Creative! technology festival in Kazakhstan came up with quite the idea - a banana piano.

The video shows a series of bananas set up in a line and connected to electronic components that are in turn plugged into a computer.

Watch the banana piano in full action **HERE**.

Let's just hope no attendees get too hungry.

AEG FACILITIES & SMG MERGE

AEG Facilities, of which venues include ICC Sydney (**pictured**) Qudos Bank Arena and Brisbane Entertainment Centre managed via the Australian entity AEG Ogden, has signed a deal to merge with SMG to create a new global management company called ASM Global (**BEN** breaking news).

The Australian venues will become part of ASM's portfolio of more than 310 arenas, stadia, convention centres and theatres across five continents.

"This merger is a major step for our industry," said SMG Chief Executive Officer and President Wes Westley.

"We are excited to bring together these complementary businesses to further elevate the standard of excellence in venue management," he said, adding "we plan to accelerate innovation by combining our



expertise to deliver increased value and offer enhanced capabilities".

Bob Newman, current President of AEG Facilities and formerly a Regional Vice President at SMG, added "this transaction draws upon the depth of our combined talent and resources to create an organisation that will deliver

value and long-term success, as well as innovative services to our clients".

Following the completion of the transaction, Newman will be named President and Chief Executive Officer of ASM.

Westley will join ASM's Board of Directors, where he will actively support the merger integration.

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The Whitsundays are bouncing back and now is the perfect time to book your next conference there. Read more in the February issue of *travelBulletin*.

CLICK to read
travelBulletin



THE BIZ OF EVENTS

THE inaugural Business of Events conference, which explored the changed role of the events industry and the impact it's having on the economy, took place late last week across two days at the Sheraton Grand Sydney.



Event Director Jason Berman (pictured) told **BEN** the conference was not about "covering with the nuts and bolts of the events space" but rather about "empowering these professionals to strategically design and envision the event".

The conference covered key topics including international events; creating engagement;

data security and business risk and social media.

"It has been a really successful event, we are going to have some great testimonials from everyone who has joined," said Berman, adding "everyone should be on the look out and scanning through their social media for next years dates".

NZ ramps up AIME presence

NEW Zealand's "largest-ever presence" will take place at Asia-Pacific Incentives and Meetings Event in Melb on 18-20 Feb.

CINZ Australia Manager Sharon Auld said the 100% Pure New Zealand stand at this year's AIME will be 135m² – the largest stand in the 26 years New Zealand has been attending the event.

"Our presence this year reflects the growth of New Zealand's infrastructure, with many exciting new developments underway across the country," she said.

RESIDENTIAL EVENTS OFFER AT MERCURE SYDNEY AIRPORT

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QBES data GC

THE Queensland Business Events Survey (QBES), compiled by Queensland Treasury for Tourism Events Queensland, revealed that the Gold Coast attracts 44% of all conferences in Qld.

Destination Gold Coast CEO Annaliese Battista said, "Gold Coast's business events market share continues to be propelled by a combination of world-class infrastructure, diverse experiences and increased accessibility".

Battista added that the destination is a city "delegates hope their company or association choose for their next meeting, with 14% more delegates on average signing up for a conference in the Gold Coast".

Destination update

A location of unsurpassed convenience

METROPOLIS Events is a sophisticated, flexible event space located on a private floor high above the Southgate Precinct. Situated moments from Melbourne's CBD, experience uninterrupted city skyline and waterfront views at your next corporate event.

Suitable for an array of events from intimate dinners, to multi-day conferences gala events, Metropolis Events focuses on delivering exceptional events that exceed client and guest expectations at all times. The versatile venue design includes two separate spaces with dedicated entry points, an all-weather terrace and the ability to create different zones with motorised drape lines.

"Wow" your guests in this iconic New York loft space – with towering floor-to-ceiling windows and a 17-metre internal dome, Metropolis Events sets a new benchmark as the ultimate corporate destination.

Let the view at Metropolis Events inspire you – experience the Metropolis difference today. difference today.



Hamilton leaves

DARWIN Convention Centre GM Janet Hamilton is set to leave her role on 08 Mar.

Hamilton has spearheaded the Centre since Aug 2013, and under her leadership it has won a range of awards including the National MEA Award for Meeting Venue 500 delegates or more and has been ranked in the top 20 Convention Centres globally by the Association of Int'l Congress Centres.

Her next venture will be revealed at AIME.

METROPOLIS
EVENTS

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NZICC'S MILESTONE

CONSTRUCTION

of the New Zealand International Convention Centre (NZICC) has reached another milestone, with the installation of the first of the glass art work covering the exterior top of the building (pictured).

Works by two New Zealand artists, Sara Hughes and Peata Larkin will span a total of 5,760m² once fully installed on the four external walls of the NZICC.

First to be fitted will be 98 glass fins that will adorn the western and eastern exterior, followed by the southern side of the NZICC where another glass artwork feature with over 500 panels of varying size will wrap the top level of the structure.

"The artwork reflects the experience of walking through



the New Zealand bush and looking up through a canopy of trees to see the unique light and colour of the forest," said Hughes.

The imagery uses 60 different colour tones and is inspired by Hughes' upbringing in rural Northland near the Waipoua kauri forest.

Once Hughes' glass installation is completed, work will begin on the installation of Larkin's terracotta wall.

The 105m-long tile wall will span from Hobson Street to Nelson Street through the future laneway of the NZICC, and will wrap back into the building.

Day joins BEV

BUSINESS Events Victoria (BEV) has welcomed Business Events Geelong Convention Bureau Manager Mark Day as its new Chairperson.

Day brings over 15 years of experience in the business events and tourism industry and has represented Tourism Greater Geelong and the Bellarine on its Board for the past three years.

Ballet at the Emporium

EMPORIUM Hotel South Bank in Brisbane has partnered with Australia's national ballet company, The Australian Ballet.

The hotel will be the Supporting Partner for The Australian Ballet's 2019 Brisbane season of Alice's *Adventures in Wonderland*.

For more info **CLICK HERE**.

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 PUB PRESENTER

MY FIRST confession for 2019 is that over the holiday break not only did I witness one of the best presenters I've ever seen, but it took place in a pub.

And he wouldn't even call himself a "presenter".

My family and I travelled to Ireland over the break and on our first night in Dublin we had an amazing travel experience.

As a way of introducing ourselves to Irish history, culture and, well, Irish pubs, we attended an event called "An Evening of Food, Folklore & Fairies" which first sounded a little 'touristy' but we decided it might be something fun to help overcome jetlag on our first night.

It took place on the top floor of the Brazen Head Pub, Dublin's oldest Pub.

A beautiful old building, where we were served a traditional Irish pub meal.... and of course a Guinness or two.

But the night was so much more.

Between dinner courses, the aforementioned "presenter"-Johnny, would stand up the front and regale us with stories of Irish history and folklore, including fascinating tales of the potato famine and wondrous stories about the role fairies and the spirit world played and continue to play in Irish culture.

We were enraptured, including our three teenagers, no mean feat to keep several generations focused for extended periods, with only your voice and body language as props.

No video, no power-point, no devices, just old fashioned story-telling.

Like the best presenters, Johnny used the ancient story-telling art to deliver huge amounts of (potentially dry) information of a historical, cultural and political nature.

We were all so entertained and captivated by Johnny's energy, humour, authenticity and love of his subject, that we didn't even realise how much we were learning. Now, isn't that what every presenter should strive for?

We learnt another thing during our Ireland travels. Johnny is not alone. Yes it's a generalisation, but so many of the Irish people we came across had the same skill.

From taxi drivers, tour guides, shop owners, hotel front desk staff and pub patrons, everyone in the country had the ability to spin a yarn.

We learnt a lot, we enjoyed it all.

So my advice to anyone out there wanting to improve their presentations, head to your local Irish pub and get chatting.

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 www.andrewklein.com.au.





MEETINGS WITH INCENTIVES



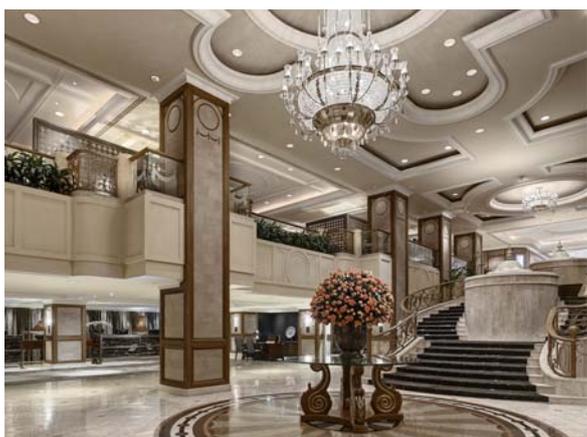
Event organisers have three more good reasons to host their next event at The Langham, Melbourne.

To qualify for a 5% reduction and to be entered into the draw for a Californian dream holiday, meeting organisers simply need to book a minimum of AUD \$10,000 worth of guest accommodation and AUD \$4,000 value in catering between Tuesday 1 January 2019 and Monday 30 September 2019.



Plus, The Langham, Melbourne's Executive Chef, Deepak Mishra, has introduced new menu items that feature locally grown produce from within 100 kms of the hotel.

For more information, please visit:
melbourne.langhamhotels.com.au



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Sales Manager

Perth, Up to \$80k + super + bonus, Ref: 3891SJ1

I have a dream Sales Manager role available in Perth suitable for a travel industry professional who loves people management and sales management. Either senior managers or experienced consultants who have leadership aspirations can apply as the right culture fit is essential. Motivate and drive your team to success reporting on their progress and statistics and coach and mentor sales techniques. Great salary, monthly bonuses based on your teams performance and a growing travel company.

For more information please call Sarah on (08) 6365 4313 or click [APPLY](#) now.

Home Based Travel Consultants

Perth, Up to \$55k + Super, Ref: 7766JB1

Our client is seeking multiple home based Travel Consultants! The ideal candidate will have a minimum of 2 years experience within the industry, an existing client base and a passion for travel. You will receive the support from a store close by, with the opportunity to conduct client meetings in the office. The successful candidate will enjoy an attractive base salary plus a generous commission structure and the flexibility to work their preferred hours from the comfort of their own home.

For more information please call Antony on (02) 9119 8744 or click [APPLY](#) now.

Global Sports & Events | Event Management

Lucrative Salary Package + Travel Perks, Ref: 6141AW1

Global Sports/Travel Events Role! Working with a dynamic and fast moving company; you will talk about and sell your love for sports, events & travel! The ideal candidate will be energetic with an engaging personality, a positive attitude and a quick learner! My client is looking for an experienced Events/Marketing Manager to maintain, develop and execute successful client relationships, manage Event Budgets and manage Event & Travel logistics. APPLY NOW for this unique opportunity!

For more information please call Amanda on (07) 3123 6107 or click [APPLY](#) now.

Marketing Manager | Travel - Contract

\$76k + Super, Melbourne, Ref: 3876HC1

Rare Marketing Contract role in travel! We are looking for experienced Marketing Managers OR Marketing Executives looking to step up & into a dynamic team with big budgets already in place! You will ideally have a marketing background in travel and extensive experience of offline and online marketing and established network with media agents in the community. Major responsibilities include management of direct advertising throughout Australia including developing marketing plans

For more information please call Hannah on (03) 9988 0616 or click [APPLY](#) now.

Corporate Consultant

Sydney, \$60k + Perks, Ref: 1622AJ1

An exciting opportunity has presented itself in the Hills District for an experienced Corporate Travel Consultant. In order to be successful for this role, you will be an experienced team player who is confident when dealing with corporate clients. You will be servicing existing clients and will enjoy building and nurturing relationships while helping out with every aspect of the clients travel requirements. Enjoy working in a friendly and welcoming environment with a great team.

For more information please call Antony on (02) 9119 8744 or click [APPLY](#) now.

International Product Manager

Gold Coast, \$65k-\$80k + super, Ref: 3577SZ3

Want to work close to home in a flexible, autonomous environment with other like-minded people? We are looking for someone with contracting experience in a product capacity & negotiation skills. Reporting directly to the Product Director, you will be the Product Manager in charge of your own niche whether that might be Cruise, Asia, The Americas - to name a few. Great central location close to public transport with onsite parking. working Mon-Fri with flexible start & finish times.

For more information please call Serena on (07) 3123 6107 or click [APPLY](#) now.

Travel Consultant | Highend/Luxury

Gold Coast, OTE \$100k, Ref: 1369CGA1

An exciting role within the retail sector has just opened up which is ideal for those looking to make a change in 2019 and further their career within the travel industry. Based in the Gold Coast, you can look forward to servicing high end clientele and constant enquiry. You will have exceptional customer service as well as the confidence to work both independently and in a team environment. An experienced consultant hungry for success will flourish in this environment. Get in quick!

For more information please call Courtney on (07) 3123 6107 or click [APPLY](#) now.

Retail Travel Consultant - Work Close to Home!

West Melbourne, \$DOE + Comm, Ref: 3889JP1

Do you thrive in the retail environment when selling travel? Do you love the connection face to face with your clients and getting excited with them? Join this boutique retail Travel Agency in either of their two locations in the Western Suburbs in Melbourne. You will be joining a market leader who is going from strength to strength. You will be rewarded with a base salary DOE + UNCAPPED Commissions + Profit Share Scheme + Super in conjunction with a great working environment and team.

For more information please call Josh on (03) 9988 0616 or click [APPLY](#) now.



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