



# Incentive Travel Exchange

in partnership with SITE

APRIL 18-21, 2018 | DELANO LAS VEGAS

*The industry's only one-to-one event held in private suites.*



**2018 PROSPECTUS**

[IncentiveTravelExchange.com](http://IncentiveTravelExchange.com)



Make the most of your private, luxury meeting suite.



# The Power of Meetings Realized.

As the MICE industry continues to enjoy monumental growth, more and more events seem to clutter the marketplace, making it difficult to choose which may be the right fit for your brand.

And more importantly, which will bring you the largest return on your investment. Sometimes more is just more. With Incentive Travel Exchange, less is more.

**\$2.6**  
Million/person

Average attendee purchasing power\*

**2,867**

meetings  
conducted in  
2017!

“Great event, very well-organized with superb concept of in-suite appointments.”

Jan Sovadina, InterContinental Prague

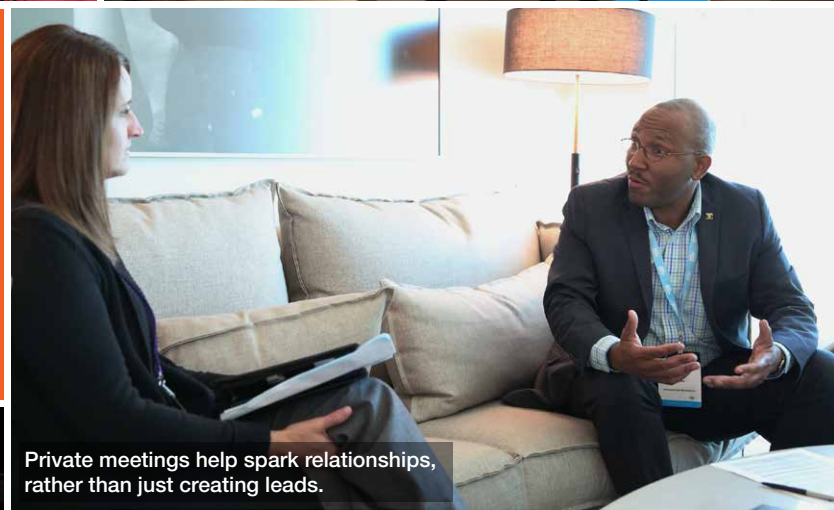


Quality education for optimal learning and networking.



*“The appointments at ITE 2017 offered very good mutual matches with legitimate potential business. The pre-vetting system is a well-oiled machine.”*

Jeannie T. Schwab, Esq.  
Sun Lux Collection by Sun International



Private meetings help spark relationships, rather than just creating leads.



Exciting activities, maximum networking with buyers.

*“Very pleased with the quality of buyers. We booked business at the show!”*

Susan Barbanel, Travel Insured International

*“It is vital for us to participate in ITE as it offers a unique opportunity to meet leading incentive travel professionals.”*

Kevin M. Hinton, CIS, CEO, SITE



It's not all business at ITE.



Increase your exposure by sponsoring a meal or education session.



Fun social activities allow for ample networking opportunities with all buyers in attendance.

## The ITE Difference

Incentive Travel Exchange is an intimate networking event that brings the most comprehensive group of high-volume North American incentive buyers to meet one-to-one with incentive travel suppliers in the comfort of a private, luxury suite.

- **No noisy ballroom meetings. Private suites to conduct real business.**
- **Organized social events focused on networking.**
- **YOU select who you want to meet with using our proprietary easy-to-use appointment setting technology.**

With a minimum of 25 pre-scheduled appointments via a selection from over 100 qualified buyers, suppliers can make up to a month's worth of new contacts in only two days!

## Pre-Qualified, Fully Vetted Buyers

ITE recruits only the most qualified incentive travel buyers and meeting planners via a rigorous vetting process. North American buyers come from key incentive purchasing sectors including corporate direct and incentive houses (full service and travel).

**86%** supplier satisfaction with the buyers in attendance\*\*

### Past Buyer Companies Include

Maritz Travel	Motivaction
AIMIA	Meridian Enterprises
American Express	JP Morgan Chase
The Wynford Group	Mercedes Benz
BCD M&I	Ford Motor Company
BI Worldwide	Melaleuca
ITA Group	

“With such a competitive market, ITE helps us spread the news about our product via meeting with small and large buyers.”

Wichita Villacres, ECO Destination Management Services, Aruba/Curacao



## Convenient, Cost Effective and Turnkey

Incentive Travel Exchange is committed to allowing 100% of your focus be on your appointments and networking. We take care of the details with our signature concierge service. No hassles with booth setup, decorators, union issues and hidden fees. Simply bring your sales kits and you're in business!

## Event Participation Includes:

- One bedroom suite with a parlor for one-to-one meetings
- Up to 25 pre-scheduled meetings with top incentive travel buyers
- Three nights' hotel accommodations at the exquisite Delano Las Vegas
- Three networking receptions
- All group meals
- A comprehensive on-site directory inclusive of supplier and buyer profiles
- State-of-the-art appointment setting technology
- Signage to identify supplier suite

**98%**

of suppliers prefer  
private one-to-one  
meetings over ballroom  
speed dating concept\*\*

\*2017 buyer application data  
\*\*2017 supplier post-event survey

*“ITE is one of the shows I look forward to attending most. The topics are relevant and the quality of planners are far superior.”*

Gilbert Villard, Greater Fort Lauderdale Convention & Visitors Bureau

# “ITE is a ‘must attend’ event

for our team to meet top prospects from across the industry. We book direct business from our one-on-one appointments.”

Kevin Edmunds, AIC Hotel Group

Visit [IncentiveTravelExchange.com](http://IncentiveTravelExchange.com) now for more information or to book your suite.

## Other events in the Questex Travel Group MICE portfolio:



Visit [GlobalTravelExchanges.com](http://GlobalTravelExchanges.com) for details.

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