

## 2019 AUTONOMOUS SALES ACTIVITIES AND TRADE SHOW CALENDAR

\*PEND - please enquire to confirm

Show Status	DATE	TYPE	EVENT	LOCATION	TARGET MARKET	PARTICIPATION Cost	***Featured Representation Cost	# OF AGENTS
REP ONLY AVAIL	23-Jul	TRADE SHOW	AMEX Exchange West	Vancouver	based on 2018 pattern - should be held in Summer on west coast - representation opportunity	NA - only one rep per property or organization - will only rep 3 hotels	\$750	50 client managers
<b>AUGUST</b>								
DEF	3-Aug	Event	GBTA Pre-show Reception	Chicago	Private Invite - potential lake cruise - VIP baseball game, etc -	Estimated \$1500 per participant - will present cost as plans are finalized - please rsvp with interest fro head count	Donation accepted for Gift Bag presentation	120 ++Travel Managers
DEF	Aug 4-7	TRADE SHOW	GBTA	Chicago	Top Travel Managers from the world's leading corporations along with major Consortia's. 20 x 20 BT Advantage Booth showcasing collection hotels. www.GBTA.org	\$3800 (Full conference registration, badge, booth space and appointments) 2nd person sharing table \$1500/ full price for own space - <b>price subject to increase</b>	\$1500 (brochure presentation, logo inclusion, contact list)	120 ++Travel Managers
<b>SEPTEMBER</b>								
REP ONLY AVAIL	Sep	Evening Event	American Express Partner Experience	Location TBD	if AMEX Elite with Sabre can Participate for shared cost of event	Representation Opportunity for 3 hotels	\$250	25-50 agents
REP ONLY AVAIL	Sept	Tradeshow	AMAZON Travel Fair	San Jose	AMAZON Traveler Fair / ONLY hotels in the AMAZON program can be represented	3 spots / AH will represent all hotels and take a max of 3 hotels brochures/chotckies to give away	\$250 / will take up to 3 hotels chotckies/brochures for handout	500-1000
Pend date approval	Sept	Blitz / Call Center	Call Center / Blitz	**Texas	SATO call center in San Antonio, AMEX Hub event San Antonio and Dallas / Sales calls San Antonio & Dallas	\$995 for sales calls / Additional \$300 if attending CWT Sato Center	\$500	200
DEF	Sept	TRADE SHOW	Home Based Travel Agent Forum	TBD	Home Based agents - mostly leisure but some corporate and smerf group / great for hotels near cruise ports	\$1300 for badge and booth participation	\$500	300+
<b>OCTOBER</b>								
DEF	Oct 1-3	Event	Agency Event/Tabletop	New York, NY	Corporate/Entertainment	\$1400 for Tabletop event / other events available - visit <a href="http://flowershotelgroup.com">flowershotelgroup.com</a>	\$500	300+
DEF		NY Week	Sales Blitz	NY/NJ	Entertainment and Corporate	\$795 sales calls plus share of catering on large offices like Tzell, Altour, Transpo to Jersey or other surrounding area		100-200
Def	21-Oct	Tradeshow	Mini-tradeshow/recpetion	Nashville	Music Industry / Corporate & Leisure Agents	\$795 sales calls / \$500 for evening reception	\$500	100
<b>NOVEMBER</b>								
PEND	Nov 5-7	TRADE SHOW	World Travel Market*	London	Corporate/Leisure	Please advise if interested - AH would attend and organize a booth if hotel interest. Estimated cost is around \$3000 per property	\$750	200+
<b>DECEMBER</b>								
DEF	Dec	Event	So. Cal Holiday Party	Los Angeles	Corporate/Entertainment	estimated \$850 - cocktail/holiday themed small reception / VIP agents - hotels provide top 25 to invite / TABLE HOST opportunity available - estimated \$2500 to host 8 meeting planners at the luncheon table.	\$500	100
PEND	Dec	Blitz	Los Angeles Area*	Los Angeles / OC	Corporate/Leisure	\$795	\$500	200+
<b>PENDING LOCATIONS - TO BE ADDED BASED ON CLIENT REQUESTS</b>								
PEND	Other	Roadshow	Washington DC		**Will plan on these cities based on Hotel Interest	Estimated \$795 for Sales calls / Extra fee for call center catering	\$500	
PEND		Roadshow	Houston and/or Dallas			Estimated \$795 for Sales calls / Extra fee for call center catering	\$500	
PEND		Roadshow	Midwest (St Louis, Philly, Indianapolis)			Estimated \$795 for Sales calls / Extra fee for call center catering	\$500	
PEND		Roadshow	upper West Coast - San Fran Portland & Seattle			Estimated \$795 for Sales calls / Extra fee for call center catering	\$500	

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PEND		Call Centers	SATO, CWT, BCD		Visits are subject to space and properties must be preferred.	Representation fee \$250 per location		

NOTES:

AH reserves the right to cancel any activity if not enough hotels participate to cover the cost of budgeted events. AH will confirm in writing if a show is 100% occurring so please verify before booking travel.

\*Some shows where noted, require participation for AH to attend. Please inquire if you are interested in any shows. No obligation until registration is signed.

\*\*Location subject to change as 2019 call center visits not yet approved/committed

\*\*\*Cant attend but want us to hand out your brochure/flier/promotion at this event - receive the list of all clients we meet? Provide property presentations to clients?

Premiere Shows - highly recommended for Corporate/Entertainment target hotels