



# CARIBBEAN

## Meeting & Incentive Travel Exchange

August 6-9, 2019

Santa Barbara Beach & Golf Resort • Willemstad, Curaçao  
[CMITEevent.com](http://CMITEevent.com)

2019 PROSPECTUS



“This was the most productive show I have done in my 23-year career. If this show comes to your destination, you must attend it. If you have a chance to sponsor an aspect of the show, do it! Well worth the investment!”

John Nedeau, CEO Mexico DMC



Private, One-to-One Appointments

# 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 the Questex Travel Group's MICE portfolio, less is more.



## The Questex Difference

The first of its kind, Questex pioneered the one-to-one, appointment-based event concept over 10 years ago with our flagship event, Incentive Travel Exchange. While often imitated, but never duplicated, we've since perfected our concept by taking the meetings out of the noisy ballrooms and giving suppliers the opportunity to have full, private meetings in a quiet and productive atmosphere, just like you would when conducting a sales call. Only instead of an office, you're chatting in a deluxe hotel room.

“CMITE is one of my favorite events. Everything is very well taken care of and there is a good chance of doing/closing business. I always make room for this one in my future business calendar!”

Laura Robles, La Coleccion Resorts by Fiesta Americana



Santa Barbara Beach & Golf Resort Curaçao



Ability to Brand Your Private Room Any Way You Like

## Why CMITE?

The Caribbean Meeting and Incentive Travel Exchange (CMITE) takes the proven Questex concept and focuses it on the enormously popular Caribbean market. CMITE is the leading event that puts you face-to-face with pre-qualified, high volume North America-based meeting planners and incentive buyers who habitually book business in the Caribbean. And **no other event** gives you the private one-to-one time with these buyers other than CMITE.

With a minimum of 20 pre-scheduled appointments, suppliers can make up to a month's worth of new contacts in only two days!

Plus, with multiple networking activities and meals, you'll have every opportunity to meet all buyers in attendance.

## Pre-Qualified, Fully Vetted Buyers

CMITE recruits only the most qualified incentive travel buyers and meeting planners via a rigorous vetting process. CMITE buyers come from key purchasing sectors in the US and Canada including corporate direct, incentive houses, and meeting/event management companies.



## Convenient, Cost Effective and Turnkey

Caribbean Meeting & 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:

- Private, deluxe room for one-to-one meetings
- Minimum 20 meetings with pre-qualified MICE buyers
- Three nights' hotel accommodations at the exquisite Santa Barbara Beach & Golf Resort Curaçao
- All event meals, receptions, activities
- Comprehensive directory inclusive of supplier and buyer profiles



“Very good caliber of buyers attended. I made great contacts and had a positive outcome.”

Manny Pantaleon, Bahia Principe Hotels and Resorts

# SAMPLE BUYER COMPANIES

Maritz

CIOX Health (formerly HealthPort)

ConferenceDirect

Koncept Events

Advanced Incentive Travel

Extraordinary Events

BI Worldwide

BCD Meetings & Events

N-Spire Global Meetings & Incentives

HPN Global

Ascent Performance Group

MTC Global

Well Assembled Meetings

dynami group

Aflac

Meetings & Incentives Worldwide

AASB Meetings & Events

IME CONNECT

TRU Incentives, Inc.

Manulife

Lennox Industries

Global Cynergies

CWT Meetings & Events

ALTOUR Meetings & Incentives

ITA Group

Meridican

Prestige | Global Meeting Source

## Explore Curaçao

With a population of around 142,000 people, Curaçao is more populated than its neighbors. Visitors are dazzled not only by its incredible beaches but by the traditional Dutch architecture with bright, pastel colors.

In addition to natural attractions, the territory is home to the Queen Juliana Bridge. At 185 feet in height, it's one of the tallest bridges in the world and by far the tallest in the Caribbean. If

you get a chance, drive across it to take in great views of St. Anna Bay.



Curaçao is home to aquariums, national parks, ostrich farms, forts and many amazing scuba-diving spots. The cuisine here is flavored by European, East Asian and West Indian influences, so dining out is a lot of fun. With year-round warm temperatures, gentle breezes and low humidity, Curaçao is a great place to visit year-round.

90%

supplier satisfaction with the buyers in attendance.\*

## Getting There

Curaçao International Airport (CUR) is served by a number of airlines and has daily non-stop air services from the U.S.. Convenient flights from Miami, New York, Panama City and other destinations can deliver you to newly expanded Curacao International Airport in a matter of hours.

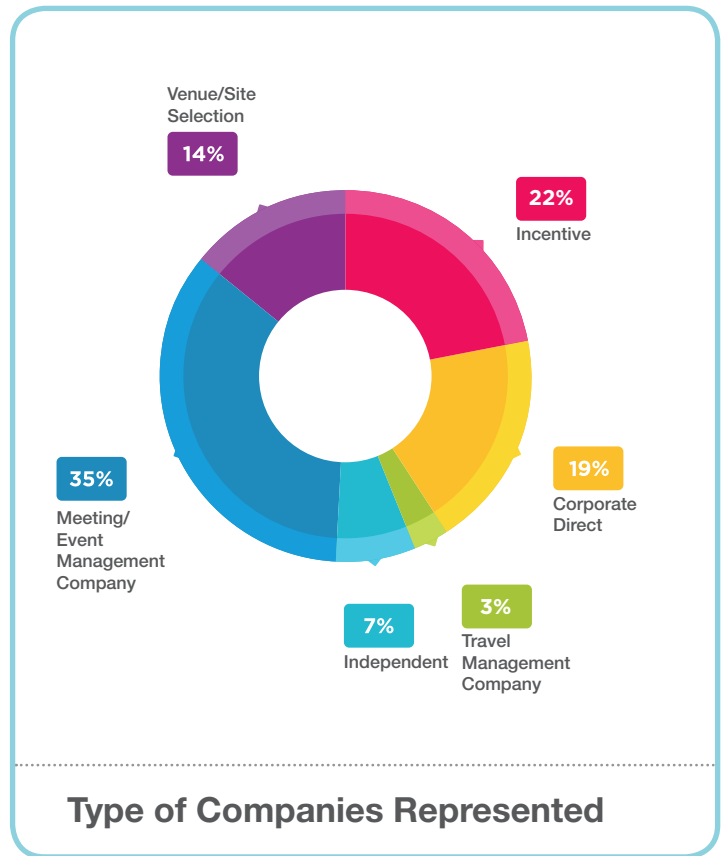
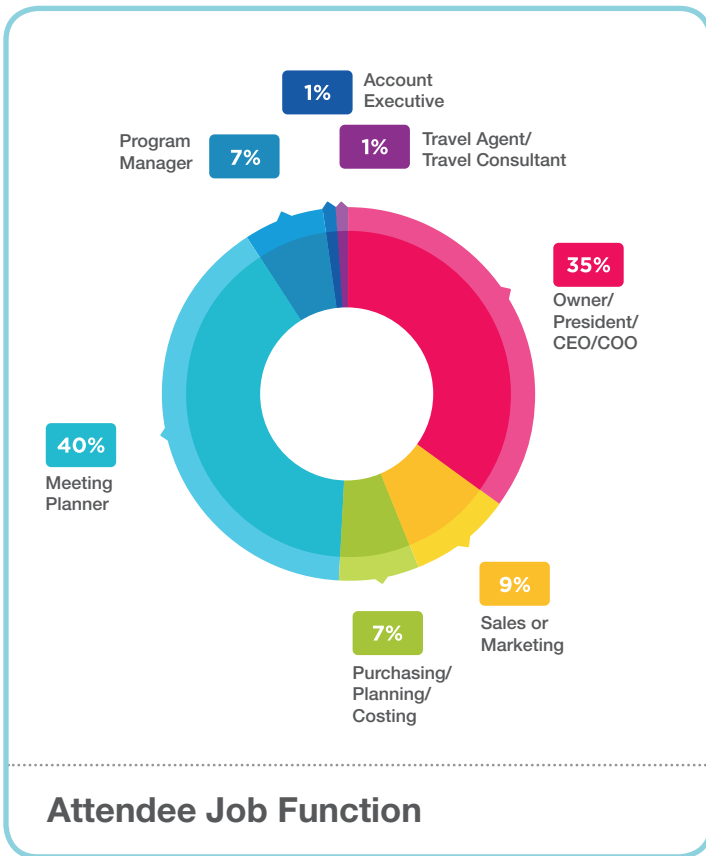


\*2018 post-show supplier survey

“I think CMITE Is one of the best shows out in the market. They make it fun so that people want to work with you and remember you!”

Sarah Mahoney, Ocean Properties

# ATTENDEE PROFILE



**3-8**

Average number of meetings/ incentives per year in the Caribbean for each attending buyer.



**26%** | **41%** | **22%**

50-99 | 100-250 | Over 250

Average Group Size

“CMITE 2018 produced very successful meetings for Palladium. The networking sessions gave me additional opportunities to meet with planners that were not officially on my meeting time slots and the planners who attended our Pre-FAM were highly qualified and submitted several RFPs for future groups.”

Lorie Trotter, Palladium Hotel Group

FOR MORE INFORMATION, VISIT [CMITEEVENT.COM](http://CMITEEVENT.COM)



Activities and Icebreakers for networking and fun.



Multiple networking opportunities including education session.



Sponsored meals include 15-minute presentation to captive audience.



Networking receptions enable you to meet all buyers in attendance.

OTHER EVENTS IN THE QUESTEX TRAVEL GROUP MICE PORTFOLIO.



**GLOBAL**

Meeting & Incentive Travel Exchange  
Formerly Incentive Travel Exchange



**LATIN AMERICA**

Meeting & Incentive Travel Exchange



**STADIUM SERIES**

NE US Buyers. Global Suppliers.

VISIT [GLOBALTRAVELEXCHANGES.COM](http://GLOBALTRAVELEXCHANGES.COM) FOR DETAILS.

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QUESTEX  
TRAVEL  
GROUP



INTERNATIONAL  
MEETINGS REVIEW