



let's meet



CINZ MEETINGS 2020
22 -23 April, ASB Showgrounds
Auckland

www.meetings.co.nz
[#meetings20](https://twitter.com/meetings20) / [#cinz](https://twitter.com/cinz)



AIR NEW ZEALAND 

PRINCIPAL
SPONSOR

You're invited

Where else can you meet
all of New Zealand under
one roof, in 2 days?

For over 20 years MEETINGS has provided Conference and Event Planners an opportunity like no other, to discover the very best of New Zealand's growing Business Events Sector. Conduct a year's worth of business over two exciting days, while building new relationships at the same time.

Engage with your choice of over 200 quality exhibitors from 20 captivating regions. They will ensure your next Conference, Event or Incentive Programme is one your guests will remember long after they return home.

Come and personally experience the Manaakitanga (unique NZ hospitality) on offer at MEETINGS 2020. Registration is **FREE** - *you'll be glad you came!*





“

“MEETINGS is a MUST-DO for all conference and meeting organisers bringing business to New Zealand. It’s a great opportunity to learn, network and build valuable knowledge and vendor connections in a mixture of formal and social environments. Everyone in the industry should be sending a company representative each year!”

Melissa Waller
Event Travel Management

Apply online at: www.meetings.co.nz

Applications for the Hosted Buyer Programme close 21st February 2020

LET'S
MEET



So many unique and exciting destinations to meet for business and pleasure ...

The size of our country belies its amazing diversity. From sun-drenched vineyards and tropical beaches, to towering snow-capped mountains and sacred, ancient culture - New Zealand is a land as varied as it is stunning; and travelling here is extremely cost-effective too.

Thrilling action and adventure to bond teams, cosmopolitan class to spark innovation and ideas, complete seclusion and luxury to richly reward... whatever spirit you want to create in your event, whatever experience you wish to give your guests and delegates, New Zealand can deliver.



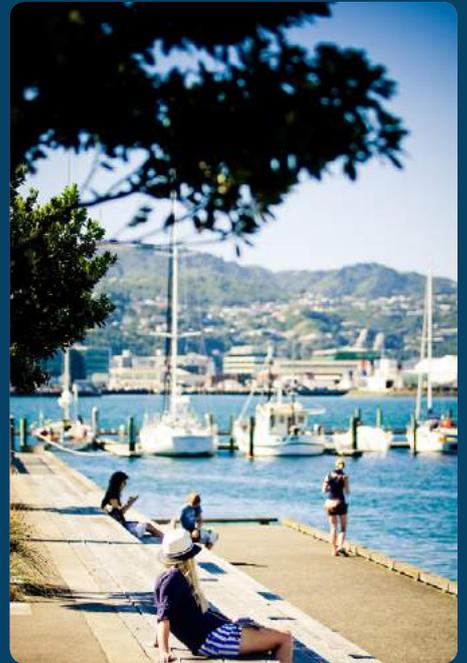


North Island



South Island





The Hosted Buyer Experience

If you organise, research or make decisions on Conferences, Meetings, Product Launches, Incentive Experiences, Roadshows or any type of Event in New Zealand, MEETINGS is a must attend event.

When you attend as a Hosted Buyer, we've got you covered! Applications for the Hosted Buyer Programme are taken from across Australia and New Zealand and are open to all who manage and organise events. As a Hosted Buyer we'll organise your return flights to Auckland and your accommodation for your stay during MEETINGS. You'll also receive complimentary entry to our renowned social functions. The best bit? MEETINGS is completely FREE to attend!*

Why should you attend MEETINGS as a Hosted Buyer?

MEETINGS is the only national tradeshow in New Zealand for the Business Events Industry. With over 20 years of experience, MEETINGS has been bringing together buyers and sellers of Conference and Incentive travel products to grow mutual business opportunities, and to share knowledge and ideas.

Attending MEETINGS as a Hosted Buyer is hassle free, and the perfect opportunity to book a year's worth of business in two days.

All you need to do is apply and we'll do the rest.

*Flight taxes applicable to Australian Hosted Buyers

“

“MEETINGS was one of the best travel industry shows I have ever attended and lived up to its excellent reputation.”

Kelli Vettoretto

Regional Vice President, HelmsBriscoe

The Appointment Programme:

Before the event, we'll work closely with you and the Exhibitors to produce a personalised diary of meetings, based on your company and upcoming business. You'll arrive at the venue with a diary full of 15 minute scheduled appointments of relevant Exhibitors, who are eager to meet you and help you plan your next event.



of Hosted Buyers said MEETINGS 2019 either met or exceeded their expectations



of Hosted Buyers rated the overall organisation of MEETINGS 2019 as very good or excellent



of Hosted Buyers found the application process easy and efficient



of Hosted Buyers rated the overall value of their appointments with the exhibitors as very good or excellent



The Mighty Waikato
Where magic runs deep

Hampton Downs
EXPERIENCE THE EXCEPTIONAL

245

CLAUDELANDS

Apply online at: www.meetings.co.nz

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Familiarisation Programme

AUCKLAND CONVENTION BUREAU SHOWCASE FAMIL

Tuesday 21st April 2020

You're invited to discover Auckland, but not as you know it!

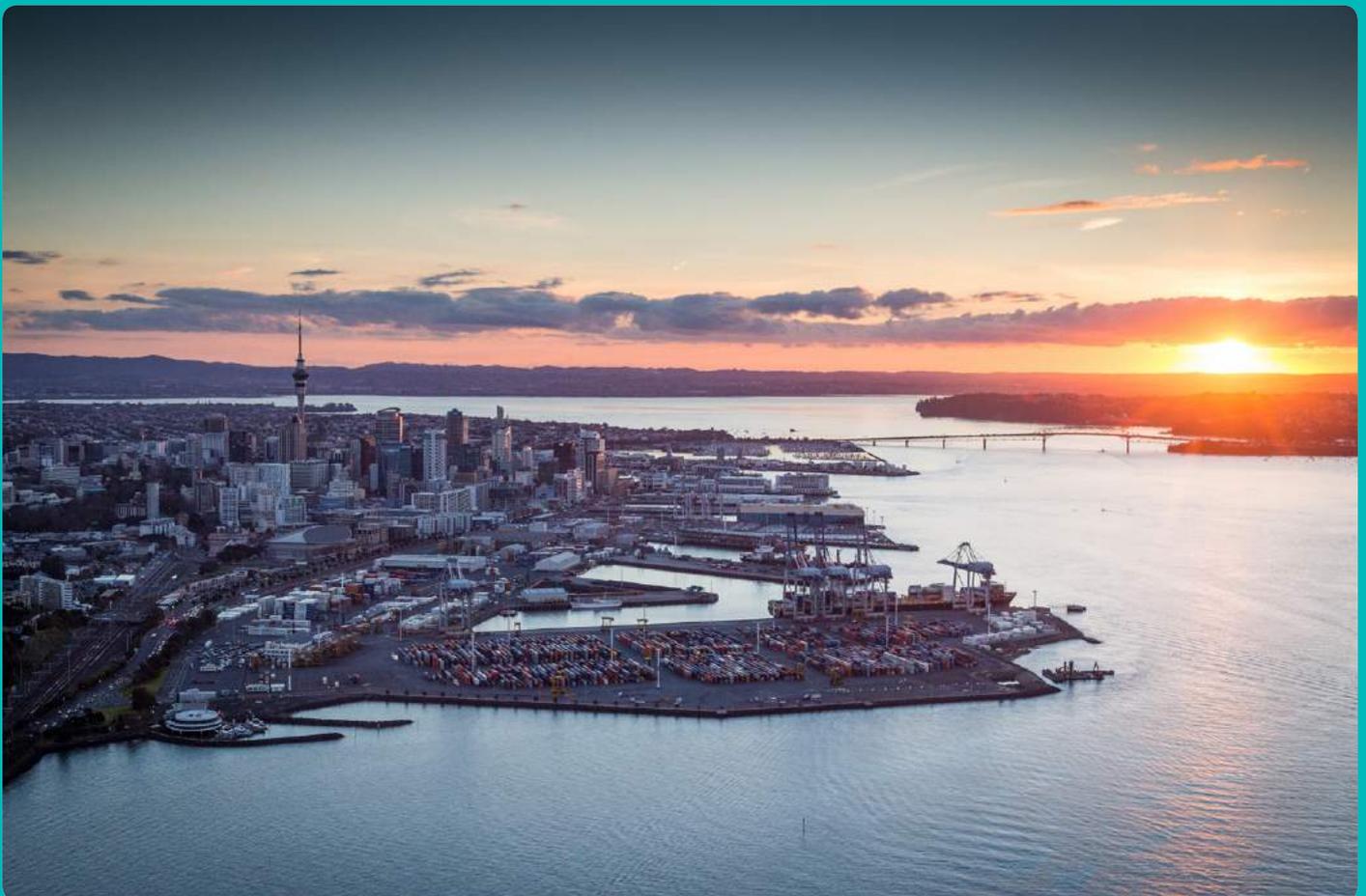
Hotel pick-up time: 8.30am
Expected return at hotels: 4.30pm

Auckland offers endless opportunities for hosting an exciting and memorable business event. With so many options on offer, the difficult part is deciding what to choose. That's where the team of local experts at Auckland Convention Bureau can help.

What better way to discover Auckland than experiencing it first-hand? Join the Auckland Convention Bureau team for an inspiring day discovering our beautiful city and the unique experiences and warm hospitality it offers. We are confident you will leave with inspiring ideas to make your next business event unforgettable.

If you haven't been to Auckland in a while, there's a chance you might not recognise it. The city is undergoing incredible transformation in the build up to the blockbuster year that is 2021, which will be one of Auckland and New Zealand's most significant years as hosts of global major events. Both the 36th America's Cup and APEC 2021 Leaders' Week will be hosted in Auckland, along with a wealth of other major events including international sporting championships and the national kapa haka festival Te Matatini. New infrastructure will include conference spaces, hotels, restaurant precincts, public spaces and tourism experiences.

This one-day showcase famil will give you a taste of some of Auckland's world-class venues, expert suppliers and hidden gems that will be sure to impress. It's Auckland, but not like you've seen it before.



Familiarisation Programme

NB: These familiarisation programmes are only available to Australian Hosted Buyers



NORTHLAND, a timeless place of new beginnings Saturday 18th - Monday 20th April 2020

Discover the unique history, culture and landscape of New Zealand's Far North on a famil to the sub-tropical Bay of Islands. Located in Northland, the region is a story of two coastlines – the west coast is rugged and soulful while the east coast is relatively more sophisticated and urbane.

It was here that the Māori explorer Kupe arrived on his wooden waka (sea-going canoe) to discover New Zealand, then later returned with a band of Māori settlers aboard the legendary Ngātokimatawhaorua. From the doorstep of your resort, we will walk straight out to beautiful scenery among the native bush, set off on once-in-a-lifetime treks, trips and cruises, delve into awe-inspiring history and enjoy an array of organic delights, native to the region.

In this three day, two night famil, experience the first nation spirit of Hokianga in the west and the warm welcome of Waitangi in east. Accommodation is with Copthorne Hotel and Resort Hokianga and Copthorne Hotel and Resort Bay of Islands, both of which command superb waterfront locations and uninterrupted views of the water. With so much to do and see in such

spectacular surroundings, moving at a relaxed pace, our famil combines informative site visits, unique experiences and exceptional kai moana (food of the sea). We visit the giant sand dunes of the entrance to Hokianga Harbour, where Kupe arrived and his waka is buried. Experience the wonder of one of New Zealand's most important historical locations, and see fascinating Māori carvings at the Waitangi Treaty Grounds.

Conditions

- We ask that applicants have a genuine interest in regional New Zealand and have a conference or event for 120 people or more, or if you are looking to bring an incentive for upwards of 10 people.
- The applicants need to provide the specific event requirements so that we can tailor parts of the famil to suit.
- Inclusions – Air New Zealand economy class flights to New Zealand, all internal flights and accommodation in the destination for the duration of the programme, all main meals and on-ground activities.
- Eight (8) Hosted Buyer positions are available for this programme.

ROTORUA

Saturday 18th - Monday 20th April 2020

Manaakitanga is a Māori word that can be described as a noun for being hospitable and caring for a person's well-being, in a holistic sense.

Manaakitanga underpins the way we host Manuhiri (guests) in Rotorua. To be part of a Rotorua famil, not only will you understand our ability and experience at hosting conference or incentive events, you will also understand the way we look after our Manuhiri whilst they are in Rotorua.

Discover a destination that incorporates its vibrant Māori heritage, exhilarating adventure products, spa and wellness retreats and an extensive range of hotels, offsite venues and one of New Zealand's largest conference venues. The famil will combine informative site visits, unique experiences and exceptional kai (food).

Our famil is relaxed in pace but rich in value, we will showcase a number of hotels that can accommodate conferences with delegates up to 500, and adventure activities that can be included in your conference programme.

Rotorua has an extensive range of offsite venues that can accommodate up to 1,200 people for cocktails or 500 for a banquet, all within 10 minutes' drive from the CBD. Rotorua Energy Events Centre is one of New Zealand's largest conference venues with a plenary capacity of 4,000 delegates, and regularly hosts conferences with over 1,000 delegates.

Conditions

- We ask that applicants have hosted a conference in New Zealand or are seriously considering New Zealand. The applicant needs to provide the specific event requirements so that we can tailor parts of the famil to suit.
- Inclusions – Air New Zealand economy class flights to New Zealand, all internal flights and accommodation in the destination for the duration of the programme, all main meals and on-ground activities.
- Eight (8) Hosted Buyer positions are available for this programme.



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Familiarisation Programme

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WELLINGTON

Saturday 18th - Monday 20th April 2020

Welcome to Wellington, the creative and culinary heart of New Zealand where the city is your venue.

Join us and explore what our compact and cutting-edge city has to offer. Experience the breath-taking clifftop views of the Boomrock Lodge, tour indulgent hotels from global brands to boutique offerings, set-foot inside the city's unique venues and hear the latest updates on our exciting new world-class Convention Centre, set for completion in 2022. Whether you have been thinking of Wellington to host a gala dinner on the Opera House stage, a conference amongst national treasures at Te Papa Museum, or a unique group activity such as a waka tour at Te Wharewaka, we will make sure you see it all.

Conditions

- We would love to host you here in Wellington if you have a conference or event for 250 people or more, or if you are looking to bring an incentive for upwards of 50 people.
- The Wellington Hosted Buyer famil 2020 is subject to minimum numbers.
- Inclusions – Air New Zealand economy class flights to New Zealand, all internal flights and accommodation in the destination for the duration of the programme, all main meals and on-ground activities.
- Eight (8) Hosted Buyer positions are available for this programme.

CHRISTCHURCH

Saturday 18th - Monday 20th April 2020

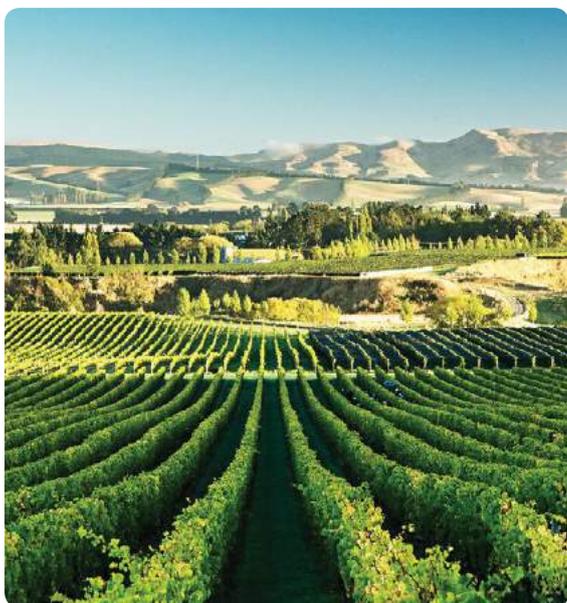
Experience the evolution of Christchurch, New Zealand's premium meetings and events destination, with the stunning South Island right on the city's doorstep.

Easily accessible through its international airport, Christchurch is a connected city with a flat compact CBD and a fascinating mix of stunning heritage venues and smart new architecture. Come and see why Christchurch is your perfect destination for connecting and learning. You will experience a mix of the city's best conference venues including the newly restored Christchurch Town Hall, accommodation, attractions and activities, and see construction of Te Pae, Christchurch the new convention centre.

Your Christchurch famil will commence on Saturday 18 April 2020 in the afternoon, and finish on Monday 20th April by early afternoon.

Conditions

- The Christchurch Hosted Buyer famil 2020 is subject to minimum numbers.
- Inclusions – Air New Zealand economy class flights to New Zealand, all internal flights and accommodation in the destination for the duration of the programme, all main meals and on-ground activities.
- Eight (8) Hosted Buyer positions are available for this programme.



Apply online at: www.meetings.co.nz

Applications for the Hosted Buyer Programme close 21st February 2020



MEET QUEENSTOWN

Friday 24th – Sunday 26th April 2020

Auckland – Queenstown*



Finish your MEETINGS 2020 journey with a very special two day famil of Queenstown, New Zealand's premier four season lake and alpine resort.

Sophisticated and cosmopolitan, adventurous and innovative, majestic yet welcoming – Queenstown has the credentials to make your business event the most memorable yet. The mix of world class activities, professional services, breath-taking scenery and pioneering spirit all meet to deliver an inspirational and exciting experience.

This two day, two night famil will showcase the very best of what Queenstown can offer for both conferences and incentives. From jet-boating, four wheel driving, helicopters and wineries, to iconic venues, beautiful hotels and internationally renowned food and beverages, you will see and do it all.

Each year over 3.4 million visitors are drawn to Queenstown, to enjoy their own unforgettable travel experience. Visitors come to immerse themselves in the unique scenery, search for adventure, seek out relaxation and rejuvenation, or to attend a truly world class conference or incentive.

Join the Queenstown Convention Bureau for your own unforgettable travel experience!

Conditions

- Twenty (20) Australian Hosted Buyer positions will be available for this programme.
- Applicants must be able to demonstrate actual business events opportunities for Queenstown and provide specific event requirements

*Trans-Tasman return flight Sunday 26 April 2020.

EXPERIENCE THE MAGIC OF THE MIGHTY WAIKATO

Friday 24th – Saturday 25th April 2020



The Waikato, and its metropolitan hub of Hamilton, is situated in the central North Island, a 90-minute easy drive from Auckland Airport. The area is renowned for its natural beauty, powerful history and out-of-this-world experiences.

Home of the Māori King, the Waikato region has been a significant area for Māori for hundreds of years since the great voyaging Tainui waka (canoe) made landfall in Kawhia more than 800 years ago. Along with its proud Māori heritage, the region is one of the world's richest agricultural areas and has become a hub for science, technology and high performance sport, with world-class cycling and rowing facilities.

Always far from the ordinary, this is a magical region of villages in which you can play, relax, connect and explore.

In this one day, one night famil, visit Claudelands Conference & Exhibition Centre and Hobbiton™ Movie Set. Claudelands boasts theatre capacity for up to 6000 delegates, nine breakout spaces, a combined

10,000 square metres of indoor and outdoor exhibition space – it can accommodate conferences of all sizes and styles. Experience a slice of Middle-earth Movie Magic at Hobbiton™ Movie Set. In the heart of the Waikato's countryside quietly hidden behind green rolling hills, is a place unlike any other – Hobbiton™ Movie Set, the permanent set created for The Lord of the Rings and The Hobbit Trilogies. A magical place to hold a dinner or meeting. Accommodation is with The Henley Hotel which offers a unique blend of relaxed luxury and contemporary design.

Conditions

- We ask that applicants have a genuine interest in regional New Zealand and have a conference or event for 150 people or more, or if you are looking to bring and incentive for upwards of 10 people.
- Inclusions – return transport from Auckland to Auckland Airport, accommodation in the destination for the duration of the programme, all main meals and on-ground activities
- Five (5) Hosted Buyer positions are available for this programme.

You can attend MEETINGS 2020 in a number of different ways ...

HOSTED BUYER PROGRAMME*

OPTION 1 - FULLY HOSTED BUYER

If you're responsible for planning, researching or organising Conferences, Events or Incentive Travel Business in New Zealand, you can attend MEETINGS as a fully Hosted Buyer. As a fully Hosted Buyer, we'll organise your flights and accommodation in Auckland, and you'll arrive prepared for two days of relevant business meetings and opportunities.



OPTION 2 - ONE DAY HOSTED BUYER

For those New Zealand Buyers who are unable to commit to two full days of appointments, you may wish to attend MEETINGS as a Hosted Buyer for one day only. Domestic air travel and accommodation (if required) are available for One Day Hosted Buyers, in return for a full day of appointments with your chosen Exhibitors.



"As a Hosted Buyer from Australia I found MEETINGS so beneficial in planning our Conference in New Zealand next year. With so many suppliers to talk to, I came away with many resources to help me with my planning."

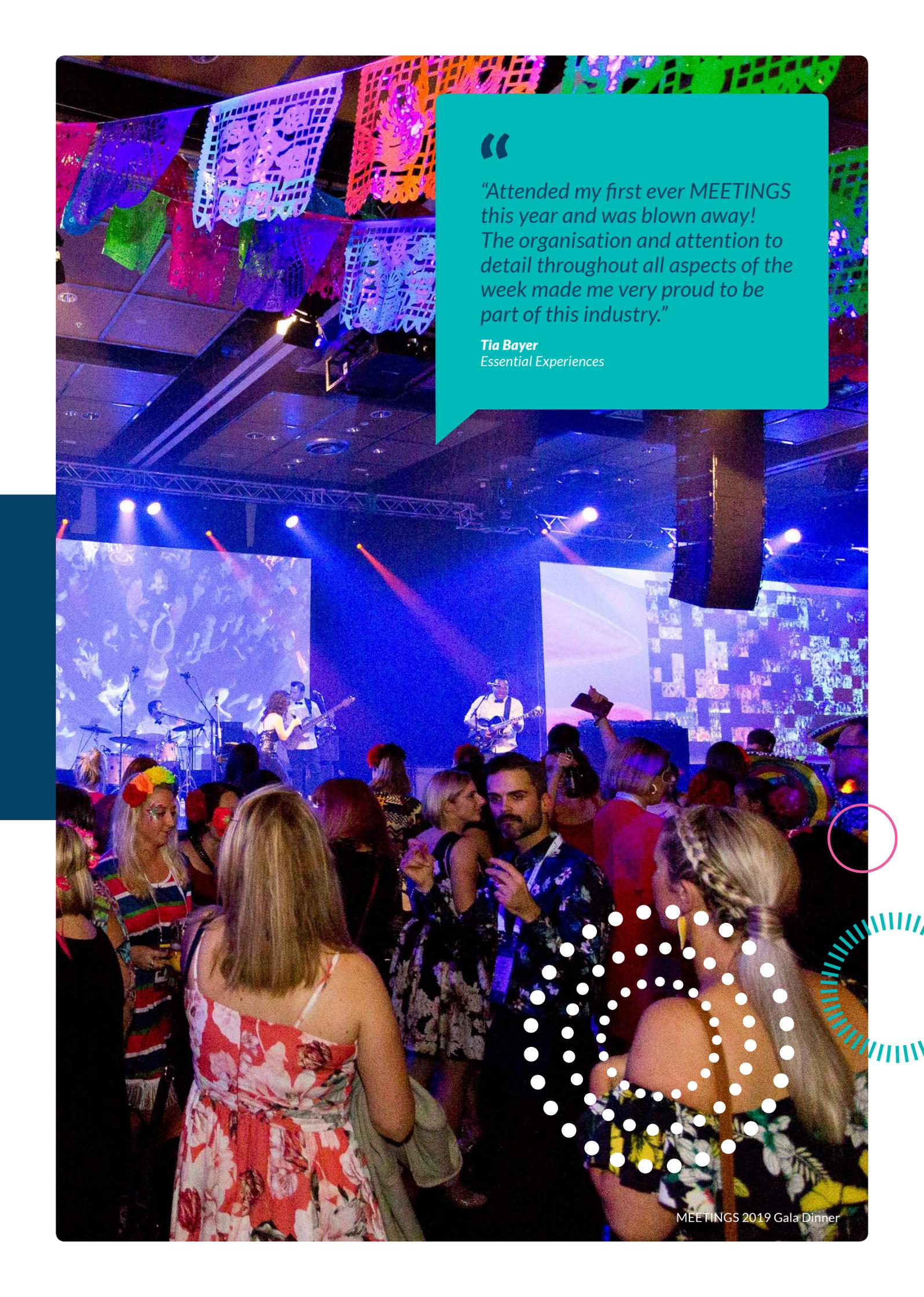
Natasha Lewis
Slipstream Coaching



LET'S MEET

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“

Attended my first ever MEETINGS this year and was blown away! The organisation and attention to detail throughout all aspects of the week made me very proud to be part of this industry.”

Tia Bayer
Essential Experiences

Hosted Buyer Important Dates

Hosted Buyer Applications Close: Friday 21st February 2020

Hosted Buyer Confirmation Required: Tuesday 10th March 2020

PSA Process Begins: Monday 16th March 2020

Deadline for PSA Preferences: Friday 27th March 2020

Online Diary Opens: Wednesday 8th April 2020

Online Diary Closes: Wednesday 15th April 2020

Final Appointment Schedule Available to View: Thursday 16th April 2020

Pre-Famils for Australian Hosted Buyers: Saturday 18th – Monday 20th April 2020

Optional Auckland Convention Bureau Famil: Tuesday 21st April 2020

MEETINGS Welcome Function: Tuesday 21st April 2020

MEETINGS Day One: Wednesday 22nd April 2020

MEETINGS Day Two: Thursday 23rd April 2020

MEETINGS Gala Celebration: Thursday 23rd April 2020

Post-Famils for Australian Hosted Buyers: Friday 24th – Sunday 26th April 2020



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CINZ MEETINGS Management Team

Whatever your question, we're here to help!

If you wish to discuss any aspect of MEETINGS 2020 or if you're unsure as to whether you qualify for the Hosted Buyer Programme please get in touch and we will be delighted to assist.



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HOSTED BUYERS

APPLY ONLINE NOW: www.meetings.co.nz

Applications close 21st February 2020

DAY BUYERS

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Applications close Friday 21st February 2020