



THE RITZ-CARLTON IN SARASOTA, FL

HOTEK Design

06/24/18 - 06/26/18

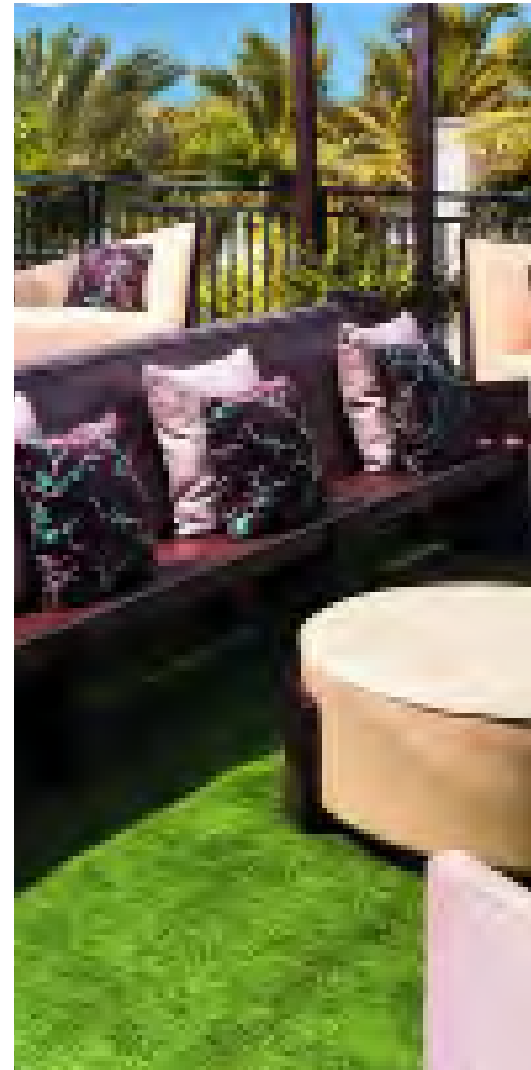


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*What an awesome event
that is truly first class!
The networking was
wonderful, the contacts
exceptionally beneficial
and the venue was trendy,
comfortable and fun!*

*Dee Duncan
CEO & President,
KB Contract*

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ONE EVENT, THREE DAYS,

Endless Possibilities

At HOTEK Design, you build and foster relationships in a relaxed environment conducive to business discussion. Decision-makers and vendors stay at the same 5-star resort and engage in three days of prescheduled *one-on-one appointments*, relaxed networking functions and cutting-edge educational seminars — an experience that will prove to be a powerful return on your investment.

AT HOTEK, YOU GET:

- Quality one-on-one time with qualified buyers.
- Pre-selection of buyers you want to meet.
- Limited competition.
- Valuable relationship-building opportunities.
- Industry insights and high-caliber educational panels.
- Additional exposure via our media partner:
Hotel Management Magazine

100%

Of suppliers who replied to our survey indicated they would refer an industry friend to participate in HOTEK Design.



CREATED FOR YOUR SUCCESS

The HOTEK Format

One format gives you the unique opportunity to spend quality time with buyers and foster real relationships. Business-focused one-to-one appointments by day and casual networking functions by night result in lasting connections.

Buyers are carefully vetted and pre-selected based on business volume, so you are guaranteed a qualified audience of buyers. Only the corporate senior decision-makers from major design firms, hotels, resorts, casinos, cruise lines, purchasing and management companies are invited to attend HOTEK.

No booths, no time wasters, simply powerful one-on-one meetings and face-time with decision-makers.

ONE-TO-ONE MEETINGS: A YEAR'S WORTH OF SALES CALLS IN JUST THREE DAYS

- Learn which buyers are attending in advance, along with company profile and projected budgets.
- Select who you want to meet using our state-of-the-art appointment system.
- Spend 20 minutes of uninterrupted time with each buyer.

100%

Of the respondents indicated they were happy with the buyers in attendance, and that the majority of buyers were new connections.



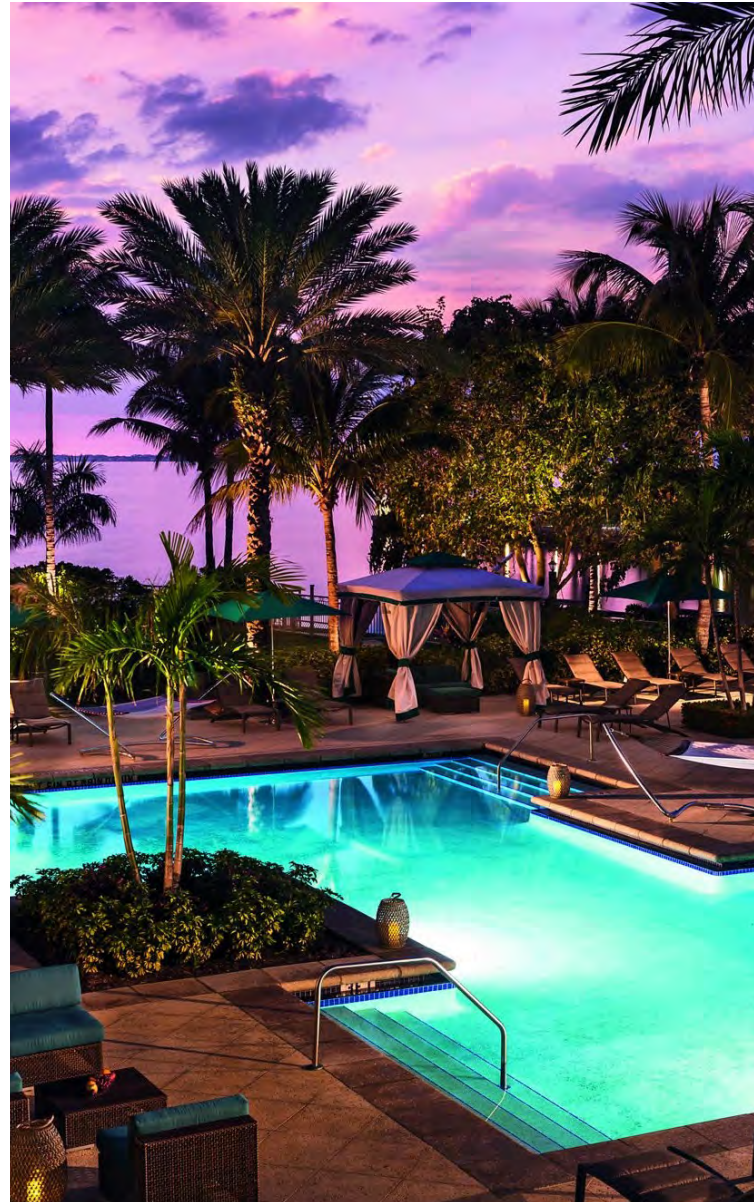


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HOTEC provides a measurable ROI that far exceeds traditional tradeshows, making the decision to participate one of our wisest investments. However, the relationships that we build last far beyond the 12-month tradeshow cycle. And that one word, Relationship, sums up HOTEC. In fact, 50% of our jobs landed while at HOTEC came from casual introductions in social setting and not during the formal business portion of the event.

*Philip Klement
Vice President of Sales & Marketing
Aston Global, Inc.*

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We love the HOTE C environment. Networking and building business relationships in a more relaxed environment. Mary and the HOTE C team, leave no stone unturned and we are always satisfied with the caliber of prospects / buyers we get to meet These first introductions open doors that would otherwise take years to achieve. Looking forward to a future with HOTE C.

*Dionne Watson
International Project Business
Manager, Villeroy & Boch*

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Our Host Property

“A luxury landmark on Florida’s central Gulf coast, The Ritz-Carlton, Sarasota is conveniently located near the city center overlooking Sarasota Bay, just minutes from premier arts venues, nature sanctuaries, distinctive shopping, fishing and watersports.

Named one of the Top Golf Resorts in the World by Condé Nast Traveler, this destination resort is also home to The Ritz-Carlton Spa, Sarasota, named the #3 Spa in the U.S. and Canada by the readers of *Travel + Leisure* magazine. In addition to a Gulf-front Beach Club, Tom Fazio-designed Golf Club, Spa and Wellness Center, children’s recreation programs and 266 guest rooms with Ritz-Carlton Club Level accommodations, The Ritz-Carlton, Sarasota offers 218 Residences and a private country club-style Membership.”



A DAY IN THE LIFE OF A

HOTEC Supplier

7:30 AM

Breakfast with 100+ potential clients.

8:30 AM

Gleaning insights from an industry mogul.

2:00 PM

Engaging with 10th buyer of the day during one-to-one meetings.

5:00 PM

Relaxing in 5-star suite.

6:30 PM

Discussing project plans with future clients over artisanal cocktails and fare.

100%

Of the respondents plan to conduct business with the suppliers they met at HOTEC Design in the next 12 months.

You'll Get

- Personalized schedule of pre-arranged, 20-minute appointments.
- Three night accommodation.
- Breakfast, lunch and dinner: Buyers attend all meals to promote optimal networking opportunities.
- Transfer to and from the airport.
- Full event program, including high-caliber education, team-building activities, cocktail hours, evening receptions and social events.



ADVERTISE IN THE EVENT DIRECTORY

Standard page:	\$2,000
Premium page:	\$4,000
Directory bookmark:	\$2,000

DELEGATE FEES

1 Delegate, 16 meetings:	\$12,415
2 Delegates, 18 meetings:	\$17,671
3 Delegates, 20 meetings:	\$22,603



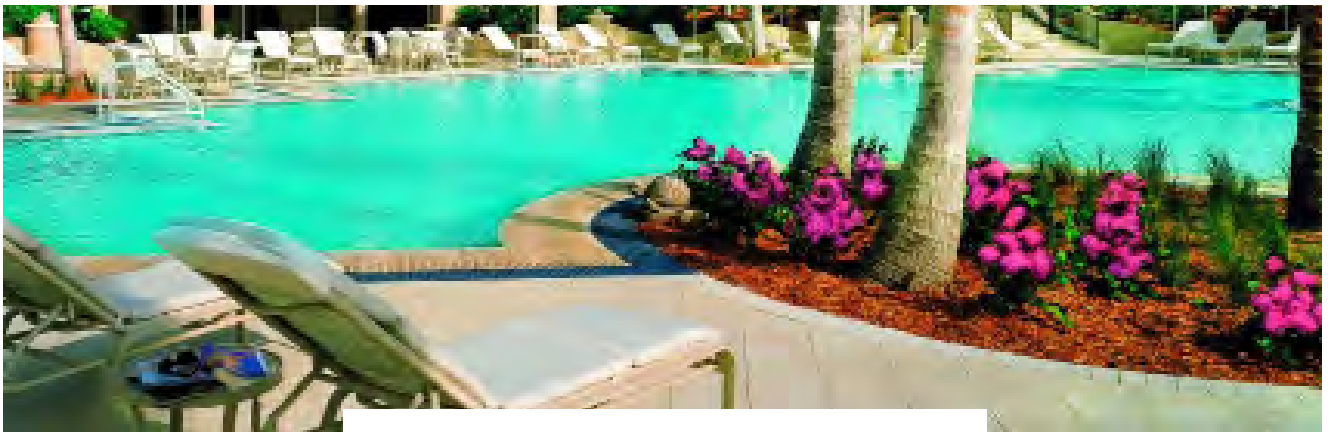
Availability is limited

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HOTECGLOBAL.COM/DESIGN