I fully anticipate that all of us in the meetings, incentives, events and hospitality industries recognize the immense value of face-to-face meetings and programs to companies and organizations. Study after study has shown the effectiveness and significant return on investment of in-person programs.

But do we know the impressive economic significance the meetings and events industry has on the U.S. and global economy?

The results are in – and they are impressive!

The Events Industry Council recently announced the findings of its Economic Significance of Meetings to the U.S. Economy Report®, which looked at the economic impact of face-to-face meetings and business events. Done in partnership with Tourism Economics, an Oxford Economics company – and with ALHI as a sponsor, along with ASAE, MPI Foundation, PCMA, U.S. Travel Association and the Meetings Mean Business Coalition – the study revealed that the meetings and events industry accounts for hundreds of billions of dollars in annual revenue to the U.S. economy and supports 5.9 million jobs. Notably, this is an increase from the last study in 2012.

Additional Findings

The study also found that in 2016, meetings in the U.S. resulted in $325 billion of direct spending; $845 billion in business sales; $249 billion of labor income; a $446 billion contribution to the U.S. Gross Domestic Product (GDP); and $104 billion of federal, state and local taxes.

In total, there were 1.9 million meetings held in 2016, with 251 million participants, generating 300 million room nights. Impressively, the six million international meeting attendees were responsible for $38 billion of meetings-direct spending, which translates into 11 percent of spending despite only representing 2 percent of participants.

Wow!

Furthermore, the meetings industry actually supported more direct jobs than many large manufacturing sectors, including food, machinery, auto and chemicals. It also provided more jobs than telecommunications and oil and gas extraction industries as well.

Also, based on the findings, in 2016 the average direct meetings spending associated with 43 meeting participants supported one U.S. job (which includes both direct and indirect impacts). Each meeting attendee also supported $416 of tax revenue.

Results also show that, significantly, every dollar spent on face-to-face meetings and business events generates an additional $1.60 (or 160 percent) in benefits for the U.S. economy.

Additionally, the study found that direct spending on meetings grew by 23 percent between 2009 and 2016, primarily attributed to the growth in the number of meeting participants.

With the utilization of such sources as STR, Inc.; Longwoods International; The National Travel and Tourism Office; and the Center for Exhibition Industry Research (CEIR), the study and its findings are quite impressive. For the full report, visit economicsignificancestudy.org.

Let’s hear it for our industry!
Looking for a creative way to spice up your next meeting?

You may wish to consider conducting the program on a luxurious cruise ship.

Not just for leisure travelers or incentive programs any longer, cruise ships have become an increasingly popular choice for meetings.

Why?

There are many reasons:

- **Exciting Destinations and Itineraries**
  Providing the ultimate in luxury and service, these “floating resorts” offer the ability to travel to amazing and truly memorable destinations nearly anywhere around the world, for a broad range of experiences within one meeting. So the group can experience the incredible sites, and vast cultural, entertainment, and recreational activities, and unique dining offerings of the cities (or countries), in addition to the fine offerings on the ship. Talk about an “experiential meeting”!

- **All-Inclusive Pricing**
  For budgeting purposes, the benefit of all-inclusive pricing can be very appealing. One rate covers the accommodations, food, drinks, and scheduled entertainment. The rate also may include recreational activities. This can make budgeting much easier, as the planner knows practically all of the costs up front. This can be particularly appealing for planners who have very tight budgets from which they cannot stray.

  All-inclusive pricing can provide “peace of mind” to planners, as expenses are identified upfront, coordination may be simpler, and you know that the food & beverage and recreational needs of your participants are being met.

- **A Variety of Recreational Options**
  Also of appeal to both planners and attendees are the ships offer an array of outstanding recreational, entertainment and team building options, so attendees can easily select their desired activities. This can include rock climbing, ropes courses, bowling, yoga, a spa, multiple pools, basketball, dance classes, a casino, cooking demonstrations, wine tasting and Broadway-style productions.

- **Relaxing Experience for Attendees**
  Another advantage is that attendees like that they do not need to worry about paying for any F&B, recreational activities, or incremental charges when on the vessel, and can virtually “leave their wallet at home.” Everything feels “free” on the ship, which can make for a more relaxing experience.

  To address the demand for luxury cruise ships for meetings and incentive programs, ALHI features 23 exceptional ultra-luxurious “floating resorts” in our portfolio. This includes 14 Norwegian Cruise Line cruise ships, five Oceania Cruises ships and four Regent Seven Seas cruise ships. Ranging from 248-2,100 staterooms and suites, all are appropriate for meeting and incentive programs.

  Exciting destinations include Alaska, Asia, Australia, Bahamas, Caribbean, Canada/New England, Hawaii, Mediterranean, Mexican Riviera, Northern Europe, Panama Canal, South America and South Pacific.

  As attendees now seek an “experience” beyond just content, including exciting and memorable destinations via a luxurious cruise ship could be a great way to accomplish your program’s objectives.

  Your ALHI Global Sales professional is just one call away to help you navigate the waters to identify the ideal solutions for your upcoming programs. Work with them, and visit alhi.com/oceanline to explore the possibilities!
Central Florida’s Streamsong Resort is a unique meetings and incentive destination designed in harmony with nature and intensely committed to the goals of today’s corporate elite. Discover 16,000 distraction-free acres with a modern lakeside lodge, conference center and 54 holes of remarkable golf. From executive retreats to international gatherings, Streamsong is a place to accomplish things of value and return renewed.

**Fast Facts**
- Modern, sophisticated and meticulous in detail
- Lakeside Lodge featuring 228 spacious guest rooms and suites
- 25,000 sq. ft. of meeting space
- On-site audiovisual capabilities
- Dramatic indoor and outdoor special event venues
- Five casual and fine dining restaurants
- Three nationally ranked golf courses: Streamsong Red, Streamsong Blue, Streamsong Black
- Streamsong Black was introduced in Fall of 2017; a dazzling par-73 championship layout offering breathtaking views of the vast landscape, which includes flowing elevation with rolls, tumbles and sand ridges akin to the Sand Belt Region of Melbourne, Australia
- Streamsong Black recipient of *Golf Magazine’s* Best New Course of the Year 2017
- Two clubhouses
- Grotto-style AcquaPietra Spa
- Sporting clays
- Guided bass fishing
- A 16,000-acre distraction-free destination convenient to Tampa and Orlando

**Testimonial**
“Streamsong has redefined the Florida destination resort in a remarkable and refreshing fashion. The distraction-free environment allowed us to take our meeting and message far beyond the four walls of a meeting room.”

_A Fortune 500 Medical Device Company_

“By all accounts, our Executive Leadership Retreat was a big success. The elevated level of our participants required not only a five-star-quality facility and golf experience but, equally important, professional and highly-personalized service. It is my great pleasure to tell you that you succeeded at every turn.”

_A Top Ten Financial Services Company_

For more information on Streamsong Resort visit ALHI.com/Streamsong
DISTINCTIVE. AUTHENTIC. ON SALE.

Amazing 2018 Group Value Rates from as low as $149!

Take advantage of the amazing values for your 2018 M&I programs at these participating ALHI Member hotels and resorts. If you have a meeting that can be placed now through December 2018 you will discover the best values at the most prestigious Meetings & Incentive properties located across the US and beyond!

Visit ALHI.com/PrivateSale2018 now to see all the values at over 110 extraordinary ALHI hotels & Resorts

WEST
Pebble Beach Resorts
Pebble Beach, California

NORTHEAST
InterContinental
Washington D.C. – The Wharf

SOUTH
Rosen Shingle Creek
Orlando, Florida

MID-ATLANTIC
The Greenbrier
White Sulphur Springs, West Virginia

MIDWEST
Fairmont Chicago Millennium Park
Chicago, Illinois

OUTSIDE US
Kempinski Hotel Frankfurt
Gravenbach
Frankfurt, Germany

ALHI.COM/PRIVATE SALE2018

ROSEN SHINGLE CREEK
Have You Experienced the Rosen Difference?

The AAA Four Diamond Rosen Shingle Creek provides 255 acres for your experiential meeting. This property—ranked a Top 20 U.S. Meeting Hotel by Cvent—boasts 1,501 guest rooms and 524,000 sq. ft. of event space. Enjoy 15 on-site dining options, full-service spa, and golf course redesigned by Arnold Palmer Design Company. This independently owned hotel is free to work with planners to develop the most creative, engaging Orlando events, with tailored offers that provide real value. That’s the Rosen Difference.

Fast Facts
• 1,501 elegant guest rooms, including 195 suites
• 524,000 sq. ft. of flexible meeting and event space
• 15 on-site restaurant and lounge options
• 18-hole, par-72 championship course redesigned by Arnold Palmer Design Company
• The Spa at Shingle Creek, refreshed full-service spa with nine treatment rooms
• Four heated swimming pools
• Complimentary WiFi in guest rooms and public areas
• RFID guest room key locking system with automatic deadbolts
• No resort fee

ALHI Luxury on Sale™

At Rosen Shingle Creek, every exquisite detail has been thoughtfully designed with meeting planners in mind. View hot dates and creative concessions* that will assist you in meeting your budget needs. Groups will receive a credit to their master account based upon 1% of consumed guest room and banquet revenue (prior to tax and service charge). In addition, see all that the Rosen Difference has to offer.

*Contact your ALHI Sales Professional for details. Offers and discounts are created based on program size and availability over value dates. Subject to change. New business only. Not valid with any other discounts or promotions. All discounts/credits exclude tax, service charge, gratuity, spa packages, rigging, electrical and merchandise.

For more information on Rosen Shingle Creek visit ALHI.com/RosenShingleCreek
On a trip that took a team of ALHI Executives from Dublin to London and from Paris to Rome, we learned first-hand what seven Member hotels and resorts offer international groups. Each Member highlighted both their property and their destination, giving our team a feel for what makes each hotel a unique option for our clients.

**Destination Highlights**

**The K Club** – Built in 1832, The K Club is Ireland’s first Five AA Red Star Resort and to this day retains many of its original stucco ceilings, chandeliers and architectural features. It is located in Kildare, on the banks of the River Liffey, amidst 550 acres of lush Irish countryside. This world-renowned resort boasts 140 guest rooms and continuously delivers the highest levels of service, cuisine and classic Irish hospitality. It is only a 30-minute transfer from the Dublin airport.

**North Star Hotel** – Just a quick 10-minute walk to the O2 arena or Croke Park and a 30-minute transfer from Dublin’s airport, the North Star Hotel sits in a prime location to conveniently enjoy Dublin’s most exciting attractions. In the heart of the vibrant city centre, this hotel in Dublin is the perfect place to come home to after an unforgettable day exploring this gorgeous city. The new Club Room Wing is contemporary, exclusive and chic.

**Royal Garden Hotel** – This property is a gem. Located adjacent to Kensington Palace with views of Kensington Park, guests are surrounded by a central park atmosphere. As the location is key for the music industry, companies such as Universal and Sony book this hotel frequently. It offers great meeting space/number of rooms ratio as well as easy access to everything groups desire. This classic, upscale London hotel features the exceptional level of service meetings require.

**Courthouse Hotel Shoreditch** – The Courthouse Hotel Shoreditch has quickly become known as one of the most stylish hotels in the Shoreditch section of London. Housed in the former Old Street Magistrate’s Court and police station, this boutique haven mixes modern luxury with a historic twist and is just a short stroll from Hoxton’s trendy restaurants, bars and shops. In keeping with its former use, the Courthouse Hotel Shoreditch blends original features with contemporary styling.

**L’Hotel du Collectionneur** – Truly a treasure and a strong option for groups meeting in Paris. Exceptional meeting space boasts a cascading and dramatic staircase to the ballroom and foyer space. Combining gorgeous French architecture with a contemporary flair, this classic hotel is just two blocks from both the Champs d’Elysées and the Arc de Triomphe.

**Hotel Jardins du Marais** – The hotel is perfectly situated for guests to experience Paris, with easy and quick access to all key Parisian cultural and touristic venues. Located in the historical district of Marais, near the Vosges and République Square, this unique venue features beautiful rooms and suites, a contemporary bar-restaurant, and a huge garden terrace.

**Grand Hotel de la Minerve** – This hotel has the best location in Rome, perfectly placed overlooking the famous Pantheon Square and walkable to all the city’s grandest sites. Although small, the hotel caters to groups. Demand is high in peak season, but off-season in Rome is a lovely time to visit and groups can find more attractive rates.
La Cantera Resort & Spa offers a wide variety of meeting and event services, featuring unrivaled culinary delights, and stunning panoramic views of the Texas Hill Country, as La Cantera Resort & Spa is situated on a 550-acre tranquil oasis near the city’s finest attractions. Discover inspiring settings at the resort’s six sparkling pools, two championship golf courses, Loma de Vida Spa & Wellness, a destination spa, and 12 incredible dining options. La Cantera Resort & Spa presents an unparalleled level of relaxed sophistication.

Fast Facts
- Over 115,000 sq. ft. of indoor/outdoor event space includes 17,000-sq.-ft. San Antonio Grand Ballroom with 6,500 sq. ft. of pre-function space
- A 25,000-sq.-ft. spa and wellness center
- 496 guest rooms to include 34 boutique-style Villas & SEVEN - an Adult Only Floor
- Two championship golf courses
- 20 minutes from the San Antonio International Airport

ALHI Luxury on Sale™
Take your Summer Meeting to New Heights...
...without doing the same for your budget. Discover the newly transformed La Cantera Resort & Spa; the consummate Texas Hill Country oasis with sweeping views, polished meeting spaces and premium resort amenities. Book a new summer 2018 or 2019 program by June 30, 2018 and enjoy the best meeting value in Texas. Summer days may be longer, but time on this offer is short!!

- Rates Starting at $159
- 1/40 Comp Policy
- 10% off 2018/2019 Banquet Pricing
- 15% off Audiovisual
- $14 Resort Charge ($20 Savings)
- Two Complimentary High-Speed Internet Drops
- Two Complimentary Suite Upgrades
- Complimentary one-hour Beer and Wine Reception

*Terms and Conditions: Not valid with any other offer. Some restrictions apply. Valid for meetings held between July 1 – August 2018 or 2019. 1/40 comp policy not valid for staff rooms. Complimentary suite upgrades based upon availability.

For more information on La Cantera Resort & Spa visit ALHI.com/LaCantera
Looking for inspiring resorts for upcoming meetings or conventions? What better way to motivate your attendees than by conducting the program at a renowned and picturesque golf resort that has hosted the world’s best golfers and most celebrated tournaments?

A great way to identify these options is by contacting ALHI, which features an impressive and robust portfolio of 78 extraordinary resorts in the “ALHI Golf Collection.” These are incredible meeting venues that also are recognized for their exceptional golf offerings. ALHI provides wonderful golf resort options in 18 states in the U.S. and 17 other countries.

U.S. options include North Carolina’s iconic Pinehurst, which has hosted virtually every major golf championship, including the 2014 U.S. Open Championship and 2014 U.S. Women’s Open Championship. Its nine courses include Pinehurst No. 2, which has served as the site of more single golf championships – including three U.S. Opens – than any destination in America. The 2,000-acre resort features 428 guest rooms, 80,000 square feet of meeting space, and lush outdoor spaces.

California’s renowned Pebble Beach Resorts of The Inn at Spanish Bay and The Lodge at Pebble Beach are another dream destination. Featuring legendary courses and an unparalleled setting overlooking the Pacific, the resort recently hosted the 2018 AT&T Pebble Beach Pro-Am, and will host the U.S. Amateur Championship this August, and the U.S. Open Championship in 2019.

The exceptional Forbes Five-Star The American Club Resort in Wisconsin hosted the 2004, 2010 and 2015 PGA Championship, and will be site of the 2020 Ryder Cup on its Whistling Straits course. The Midwest’s only AAA Five-Diamond resort hotel, it offers 379 elegant guest rooms, 22,000 square feet of meeting space, Kohler Waters Spa, 12 eating establishments, and three more golf courses (including the famed Blackwolf Run).

Nestled in the picturesque Rocky Mountain foothills, Colorado’s acclaimed The Broadmoor features 54 holes of championship golf and will host the 2018 U.S. Senior Open this June. The Forbes Five-Star and AAA Five Diamond resort offers 784 guest rooms and suites, 185,000 square feet of flexible meeting space, a Forbes Five-Star spa, and 20 dining options.

Among the many exceptional golf options in Florida is PGA National Resort and Spa in Palm Beach Gardens. It features five championship courses including The Champion course, which has hosted the Ryder Cup, PGA Championship and Honda Classic. The 643-room Trump National Doral Miami offers three highly rated championship courses that played home to multiple PGA Tour events.

In California, the renowned Omni La Costa Resort & Spa provides two 18-hole courses that hosted the 2014 and 2018 California State Amateur Championships, the LPGA Kia Classic in 2010 and 2012 and the Accenture Match Play Championship.

Additional choices in the West U.S. include: Idaho’s idyllic 338-room The Coeur d’Alene Resort that has hosted the Celebrity Pro-Ams and The Merrill Lynch Shootout; the oceanfront Turtle Bay Resort on the iconic North Shore of Oahu, Hawaii has been home to the Turtle Bay Championship; and Arizona’s landmark and newly renovated The Wigwam has hosted the Patriot All-America Invitational.

In Mexico, the Grand Fiesta Americana in Los Cabos has hosted the Jim Flick Invitational for six consecutive years. Other exceptional options outside the U.S. include Ireland’s renowned The K Club, which was home to the 2006 Ryder Cup and 13 European Opens. Also, the Carrick Golf Course at the 5-Star-quality Cameron House resort in Scotland hosted the 2009 PGA Cup and the PGA EuroPro Tour in 2014, 2015 and 2016.

To find the ideal solutions that will best serve your programs, contact your nearest ALHI Global Sales professional.
Set alongside the Atlantic Ocean, Ponte Vedra Inn & Club has held the reputation as the “grand dame” of North Florida resorts since 1928. Located in the seaside village of Ponte Vedra Beach, just 20 miles southeast of Jacksonville, this AAA Five Diamond oceanfront resort has faithfully served three generations of guests with sophisticated charm and glowing hospitality. The Inn’s conference center is beautifully designed for comfort and functionality. The historic Inn & Club successfully combines award-winning accommodations, world-class amenities and endless activities with a warm and friendly atmosphere.

Fast Facts
• 250 luxurious rooms and suites with terraces or patios, most with views of the Atlantic Ocean
• 25,000 sq. ft. of meeting and function space accommodating 10-350 guests
• Multiple outdoor event spaces including those with oceanfront and golf views
• Offering a remarkable variety of settings and culinary themes, nearly a dozen fine dining establishments, casual restaurants, lounges, and bars
• Two 18-hole golf courses with a dazzling array of water hazards, bunkers and undulating fairways
• 15 Har-Tru HydroCourt tennis courts, of which eight are lighted for night play
• The region’s largest spa, featuring ultra-modern facilities and 100 beauty and pampering services
• 8,000-sq.-ft. oceanfront gym with 100 exercise stations and more than 50 exercise classes each week
• Three heated oceanfront pools including an adults-only lap pool and jacuzzi
• Miles of Atlantic beaches to explore. Beach activities include corporate Beach Olympics, “Amazing Race” events, rentals of bicycles, kayaks, paddleboards and more
• An array of shops and boutiques featuring Starbucks Coffee and gourmet treats, designer apparel, resort and swimwear, decorative gifts, jewelry, and resort logo items
• 20 miles southeast of Jacksonville
• Recipient of Meetings & Conventions Gold Key, Successful Meetings Pinnacle Award, Smart Meetings Platinum Choice Award and Best of Meetings Today

For more information on Ponte Vedra Inn & Club visit ALHI.com/PonteVedraInn

Each of the Condado Vanderbilt Hotel’s room and suite accommodations has been inspired by the hotel’s captivating oceanfront setting. Every detail of these accommodations has been conceived to reflect the beauty and serenity of the Puerto Rico coast, from the richly appointed surroundings to the unsurpassed cuisine and highly personalized service. Restored to its original 1919 grandeur, it is an architectural gem with a glistening past and a brilliant future.

Fast Facts
• 319 stunning rooms and 107 opulent suites, most with ocean views
• 25,000 sq. ft. of flexible meeting space for up to 560 guests
• Elegant restaurants, luxurious bars and lounges, and casual outdoor venues
• Beach Club with four pools, including an infinity pool
• The Spa, featuring a luxurious Hammam experience, unprecedented in the Caribbean
• Just minutes from the airport, Old San Juan, luxury shopping and the business district

ALHI Luxury on Sale™
• Suite Upgrade with full Butler Service for award winners or VIP
• 4% rebate towards master for groups of more than 300 room nights
• One complimentary room per every 35 rooms booked
• Entertainment for Welcome Reception
• 20% at The Spa
• 20% Audiovisual Equipment

Promotion valid for travel through December 15, 2019.

For more information on Condado Vanderbilt visit ALHI.com/CondadoVanderbilt
ROYAL SONESTA NEW ORLEANS
Experience Memorable Meetings at this Resort-Style Property in the French Quarter

Testimonials
“The hotel staff was very accommodating to find us a location for dinner to accommodate 30 people. We were very pleased with the service provided by the hotel staff.”
~ National Conference of State Transportation Specialists

“We had an excellent experience with everyone encountered. The property and the staff are a winning combination in my book.”
~ Trex Company, Inc

“Everyone was very accommodating and a pleasure to work with. Royal Sonesta has a great staff and team. Excellent. Also - guests at the conference RAVED over the food. Kudos to your banquet chef. You made New Orleans proud.”
~ PJ’s Coffee

Fast Facts
- 20,000 sq. ft. of event space, including 5,000-sq.-ft. newly renovated ballroom, and unique rooms with access to outdoor venues, like our 3400-sq.-ft. courtyard
- 463 renovated guest rooms, including 36 suites
- Bourbon Balcony Hospitality Suites
- Five on-site dining and entertainment options include fine and casual dining and live jazz club
- Complimentary WiFi in guest rooms and meeting space

ALHI Luxury on Sale™
Trust Sonesta to make your meetings shine.

They offer a variety of options to help you craft the perfect experience. Receive 4 concessions that will make your meeting shine:

- Take 5% off master bill or donate that 5% to your chosen charity
- 1:30 comp – based on per night pickup
- Three suite upgrades – at the group rate
- FREE upgraded Wi-Fi in general session

For more information on Royal Sonesta New Orleans visit ALHI.com/RoyalSonestaNewOrleans

Experience an oasis of luxury and authentic hospitality at Royal Sonesta New Orleans, located in the heart of the historic French Quarter just 16 miles from Louis Armstrong International Airport (MSY) and steps from the Central Business District, Superdome, Convention Center and Mississippi River attractions. It offers a VIP box seat to the best of New Orleans under one roof – Restaurant R’evolution, Desire Oyster Bar, The Jazz Playhouse, and PJ’s Coffee Café. Guests can also enjoy the pool and new fitness center. Stay in the R Club featuring a personalized concierge and an exclusive lounge/terrace.

NEW ORLEANS, LOUISIANA

FEA TED ALHI MEMBER

MEMBER OF

ALHI GLOBAL LUXURY SALES
By Becky Dimant  
Executive Director of Global Sales, Germany/ Switzerland/Austria

Visiting the vibrant city of Frankfurt? Then look no further than NIU for an exceptional meal. Located at the luxurious Kempinski Hotel Frankfurt Gravenbruch, the restaurant serves the finest quality of meats — “NIU” is Chinese for beef/ox/buffalo — with absolutely delicious Asian flavors. Starter choices include Angus Strip Loin Tataki, and Marinated Norwegian Salmon in Tempura. For your entree, you can select the “Farm to Table” option where you decide the piece of meat you want and the desired type of preparation (in a wok or on a lava grill). Outstanding! Or you may select from such tasty options as Braised Beef Short Rib with Miso, or Poultry Curry. Pair your meal with one of the wines from around the world, and you are in for a delightful dining experience.

Kempinski.com/en/Frankfurt/Hotel-Gravenbruch/Dining/NIU/  
+49 (0)69 389 88 660

By Doug Rollins  
Regional Vice President - South

If you are visiting Atlanta, or have a layover, I highly recommend this elegant restaurant at the Porsche Experience Center. Just a five-minute Uber ride from the airport, the restaurant’s atmosphere is contemporary and relaxed, with exciting views. As you dine, you can watch planes take off, and watch those experiencing the thrill of driving Porsche’s luxury sports cars on a test track. The menu is seasonal with the freshest local ingredients. Current offerings include Zucchini Blossom Wrapped Black Grouper, Twelve-Hour Braised Lamb Shank, and Scallops a la Meunière. I highly recommend the Braised Pork Belly or the Pumpkin Risotto. Please note that reservations are required, and you must show a photo ID at the Porsche entry gate and provide your reservation name.

Restaurant356.com  
(770) 290-4356

Q: Which airlines are part of SkyTeam?
A: Delta Air Lines, a valued ALHI partner for over 30 years, is a founding member of the SkyTeam global airline alliance, which features 20 world-class member airlines that work together to offer seamless travel on an extensive global network. In addition to Delta, member airlines include Aeroflot, Aerolíneas Argentinas, Aeroméxico, Air Europa, Air France, Alitalia, China Airlines, China Eastern, China Southern, Czech Airlines, Garuda Indonesia, Kenya Airways, KLM Royal Dutch Airlines, Korean Air, Middle East Airlines, Saudia, TAROM, Vietnam Airlines and Xiamen Airlines. Providing 16,069 daily flights to 1,074 destinations in 177 countries, SkyTeam makes life much easier for meeting and event planners, with just one contract and one portal to book tickets on 20 airlines. For information about how they can assist with your next program, or about their reward program for planners, contact the SkyTeam Service Desk at globalmeetings@skYTEam.com or visit skyTeam.com.

Q: What are the benefits of using a Global Sales Organization?
A: Meeting professionals, association executives, incentive specialists and business executives cite many reasons, including the ability to save valuable time by making one call to access a portfolio that is consistent in quality and provides a diversity of options. Other top reasons are the GSO sales professionals’ impressive product knowledge combined with specific knowledge of customers’ needs that enables them to tailor a site-specific solution for every type of group. Continuity of service, trustworthiness and loyalty are other top reasons cited.

Thanks for asking!

Mark Sergot, Chief Sales Officer

Visit ALHI.com and contact your local ALHI Sales Professional or call our Luxury Group Desk in the U.S. at 866-303-2544.

ALHI.COM