

SELECT GROUP MARKETING

SPECIALISTS IN REPRESENTATION TO THE CANADIAN GROUP, MEETING & INCENTIVE INDUSTRY



HAPPY THANKSGIVING



& *IMEX AMERICA*

OCTOBER 2011

Happy Thanksgiving

It is that time of year again and we could not let it pass without sending our best wishes to our valued clients and industry colleagues for Thanksgiving. In our 24/7 world, taking a few moments to reflect on the things we are grateful for is worthwhile and we trust you have a long list as we do!

Foremost we extend thanks for all the support, professional friendship, loyal relationships and business opportunities that are afforded us and our dmc partners.

IncentiveWorks this year demonstrated again the need for "human connection", face to face relationships and the sense of community in our industry. As the younger generation, who are so used to "ubiquitous connectivity" and have not known a time without cell phones, the internet and Google, move through their careers, we hope they too will find the pleasure, benefit and value of personal connections beyond the blogosphere!

May your Thanksgiving be filled with good times surrounded by those important to you. We wish you and yours a healthy, enjoyable & peaceful Thanksgiving.

Confused...need clarification?

Need clarification about which dmcs SGM represents, our long time portfolio, Ovation Global and their strategic partners?

SGM represents "selected offices" of Ovation Global and the best way to check which ones is via our web site. As Ovation Global has expanded, it has developed offices where SGM already has existing long time relationships; those dmcs have retained us for many years and continue to be an exclusive & vital part of our portfolio.

As expansion continues, we are delighted to be able to offer destinations worldwide: Asia, Europe, Africa, Middle East and South America. Watch for more exciting updates on destinations being added. Check our web site or give us a call if you don't find the destination you need. www.sgm-canada.com

IMEX AMERICA

This Thanksgiving, many of us head off to IMEX America taking place in Las Vegas, October 11 – 13. Under the direction of Ray Bloom, Paul Flackett and the IMEX team, the new show promises to be a tremendous success.

Significant contingents of Canadian Hosted Buyers are attending and if you are one of them we wish you an enjoyable and productive time. Watch for SGM's dmc "partners" many of whom are exhibiting with their US representation company. They include: **Martin Lehky & Katerina Benesova of Senator**, **Chantal Fiorelli of EMI – Italy**, **Eduarda Neves of Portugal Travel Team**, **Bonnie Boyd & David Rome of BBC Destination Management**, **Ola Kastensson of Russkie Prostormi** and **Aris Tsaldaris of Horizon** in Greece.

The exceptions are: **Helena Chavarria** from **Premio DMC** will be in the **Costa Rica** booth (1437) and **Maeve O' Connor** from **Ovation Ireland** will be in the **Tourism Ireland** stand. **Paul Miller** and **Frances Wyatt** of **Spectra** are exhibiting with **London & Partners** and you cannot miss **Graeme Dowie** of **Spectra Scotland** in his kilt.

Ovation Global will exhibit with The DMC Network (stand 415) where you will find **Marcus Ostlundh** from **Ovation Scandinavia**, **Rudolf Rannegger** from **Ovation Spain**, **Anne-Maria Gehlhar** of **Ovation Germany** and many more Ovation colleagues and their "strategic partners". See you there!

News & Destination Updates

* **Premio** in Costa Rica has rebranded to more adequately reflect their core business. They are now **PREMIO DMC**.

They are undergoing a major update of their website and it will be loaded with video clips, pictures and information that will assist in providing detailed information of the opportunities that Costa Rica affords. They will also aim at keeping you current with news such as the new airport at Liberia, hotel developments, venues etc. Passwords will be available for regular clients. www.premiodmc.com

* Still in Costa Rica... effective October 1st there was an increase in the departure tax. It has gone from \$26. US to \$28. US. (Now covers x ray and baggage screening).

* Welcome to **Michael Dalton** at **Ovation Ireland**, Michael joins Ciara Burns writing creative proposals that will assist you in selling Ireland.

* Last but not least, congratulations to **Aoife Delaney** of **Ovation Global** on her election to the Site International Board of Directors. She joins **Paul Miller** of **Spectra** another key player amongst SGM's dmc partners. **David Sand** of **Ovation South Africa** is also a member of the Executive Committee of the Site Global Board of Directors and industry leader.