



LATIN AMERICA
Meeting & Incentive Travel Exchange
2019 PROSPECTUS

June 24-27, 2019

Planet Hollywood Beach Resort Costa Rica | Guanacaste, Costa Rica
LatinTravelExchange.com



Deluxe hotel room for private one-to-one meetings.

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, the 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 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.

1,255

**MEETINGS
CONDUCTED!****

**\$1.6
MILLION!†**

Average buying power
per LAMITE attendee

“Loved this event! Perfectly intimate with qualified buyers.”

Gabriela Rosenfeld, Associated Luxury Hotels International



100%
Event
Satisfaction!*

Why LAMITE?

The Latin America Meeting and Incentive Travel Exchange (LAMITE) takes the proven Questex concept to Latin America to offer global suppliers the opportunity to increase their market share into the expanding Latin America MICE market. LAMITE is the only event in Latin America that puts you face-to-face with pre-qualified, high-volume Latin America-based meeting planners and incentive buyers who book business globally. And no other event gives you the **private one-on-one time** with these buyers other than LAMITE.

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

Pre-Qualified, Fully Vetted Buyers

LAMITE recruits only the most qualified meeting planners and incentive buyers via a rigorous vetting process.

Latin America-based buyers come from key purchasing sectors including corporate direct, incentive houses, meeting/event management companies, and travel agencies (which are prominent MICE buyers in Latin America).

100% appointment system approval.*

Convenient, Cost Effective and Turnkey

LAMITE is committed to allowing 100% of your focus to 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 of 20 meetings with pre-qualified MICE buyers you choose to meet with
- Three nights' hotel accommodations
- All meals, receptions, and activities
- Comprehensive directory inclusive of buyer profiles and contact information

*Exciting
Social Events
for Additional
Relationship
Building
Opportunities*

90% of suppliers wish to return in 2019.*

“Amazing experience! I would return for sure to this amazing event. Great clients, amazing venues, and the networking and educational sessions were great.”

Manuel Saracho, Atelier de Hoteles

SAMPLE BUYER COMPANIES

Flytour Eventos

HPN Global

OnTempo/CTS

Global Meetings and Tourism Specialists

CONGREX Panama

Anfitriones Nacionales

MCI Latin America

Conference Direct

AMEX GBT Meetings & Events

Carlson Wagonlit Travel/Rime Tours, S.A.

American Express Global Business Travel

BCD M&E

Turismo Cocha

Costa Mar Travel

Congresos & Reuniones

Groups2Go

CWT Meetings & Events

Queensberry Incentives

Aviator Colombia

CWT Meetings & Events

Discover Guanacaste

As one of the most popular provinces in Costa Rica, Guanacaste has gained a name for itself as a tropical paradise with a pristine shoreline, beautiful mountain ranges and several volcanoes.

Visitors are drawn to the long summer days, active culture and unparalleled wildlife. Located in the far northwest corner of Costa Rica, Guanacaste's geographical features are diverse and exotic. With endless options for recreation, there are countless reasons why event participants can enjoy the natural beauty and culture of Costa Rica.



As Guanacaste spans the northwestern corner of Costa Rica, it should come as no surprise that this lively province

is home to some of the most beautiful beaches in Costa Rica. Travelers can do everything from surfing, ATV Tours, snorkeling, zip line, horseback riding, hiking and more.



Getting to Guanacaste

Guanacaste's Liberia Airport (LIR) aka Daniel Oduber International Airport, is well serviced by direct flights from across the USA, Panama City, and other major airports across the Americas. Additionally, there are plenty of short flights from San Jose, Costa Rica - Juan Santamaría International Airport (SJO), which offers hundreds of daily international and domestic flights, and provides easy access to this spectacular northwest Costa Rica setting for LAMITE 2019.

100%

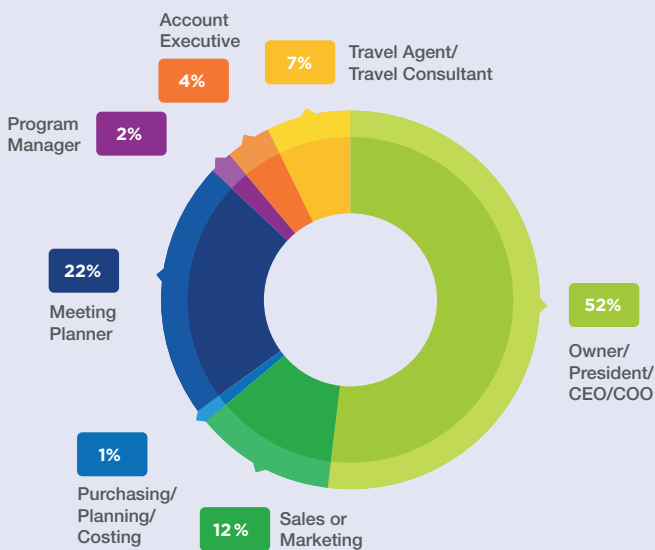
of suppliers expect to book business within the next 24 months.*

“LAMITE was a successful way for us to explore an emerging market for MICE business to our destination. We look forward to participating again in the future.”

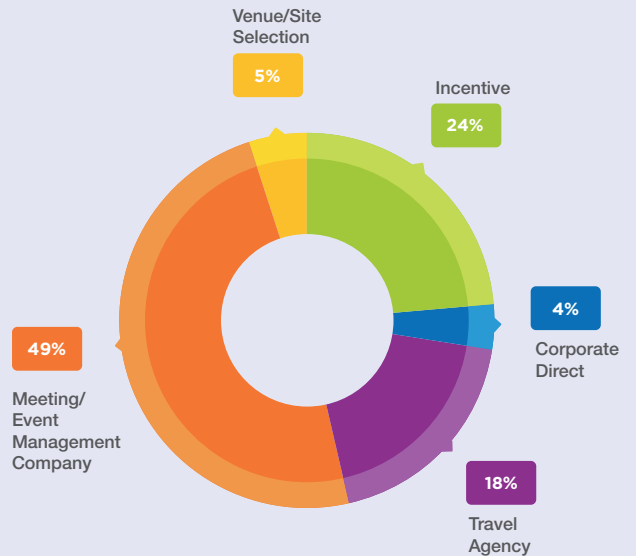
Dylan Anderson, Cashel Travel

ATTENDEE PROFILE DATA[†]

Attendee Job Titles



Type of Companies Represented



52%
OF BUYERS HAVE
4-8 PROGRAMS ANNUALLY

41%
HAVE OVER 8 PROGRAMS
ANNUALLY



64% | **34%**
100-250 | 250+

AVERAGE GROUP SIZE



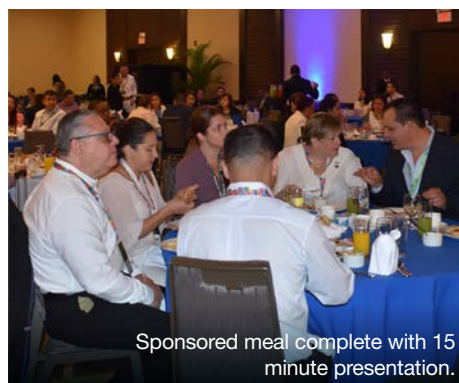
\$3,000-5,000

AVERAGE SPEND PER PERSON
PER PROGRAM

“ I found LAMITE was definitely a very productive business setting for suppliers and buyers within the regions’ meeting landscape. I was impressed with one-on-one engagements and the educational sessions, while keeping the program fun and interactive. Terrific job!”

Nino Torres, President & CEO, MTC Global

FOR MORE INFORMATION,
VISIT LATINTRAVELEXCHANGE.COM



REGIONAL EVENTS IN THE QUESTEX TRAVEL GROUP MICE PORTFOLIO.



VISIT GLOBALTRAVELEXCHANGES.COM FOR DETAILS.

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QUESTEX
TRAVEL
GROUP



INTERNATIONAL
MEETINGS REVIEW