

## Convention Sales Department Program of Work 2011-2012

2011		2012											
	July	August	September	October	November	December	January	February	March	April	May	June	
Trade Shows	Smart Mart Denver, CO July 14, 2011 <b>MA</b>	Incentive WORKS Toronto, Canada Aug 23-24 <b>KU</b>	HSMAI Affd Mtgs National Washington, DC Sept 7-8 <b>TBD</b>	TEAMS Oct 3-6 Las Vegas <b>CB</b>	Rejuvenate Marketplace San Jose, CA Nov 8-10 <b>KB</b>	Holiday Showcase Chicago, IL Dec 15 <b>TBD</b>	PCMA San Diego <b>KB</b>	Destination Showcase DC Washington D.C. <b>TBD</b>	Meetings Industry Council of Colorado Denver, CO <b>MA</b>	GWSAE Springtime Washington, D.C. Apr 28 <b>TBD</b>	Collaborate Marketplace Las Vegas <b>KB</b>	FICP Educational Forum <b>KB</b>	
		ASAE St. Louis, MO Aug 6-9 <b>TBD</b>	Smart Meetings Orlando, FL Sept 25-28 <b>KU</b>	Motivation Show Chicago, IL Oct 4-6 <b>TBD</b>	Smart Mart San Diego, CA Nov. 18 <b>KB</b>	SITE - Southeast Dec. 11-14 <b>KU</b>	Helms Briscoe ABC Reno, Nevada Jan 25-27 <b>KB</b>	MPI-MEC Atlanta, GA <b>KU</b>	ConfDirect APM Orlando, FL Apr 29-May 3 <b>KU</b>	NASC-Sports Symposium <b>TBD</b> <b>CB</b>	Orange County MPI Education <b>KB</b>	AIBTM Baltimore, MD June 19-21, 2012 <b>TBD</b>	
		M&C INTERact Colorado Springs, CO Aug 28-30 <b>MA</b>		IMEX Las Vegas Oct 11-13 <b>KB/TBD</b>				MPI - NCC San Fran <b>KB</b>				CIC CMP Conclave <b>KB</b>	New England SAE Exhibition <b>TBD</b>
		Connect Marketplace Chicago Aug 25-27 <b>TBD</b>						MACE Washington, DC <b>TBD</b>					
FAMs			Sonoran FAM Sept 18-21 <b>Team</b>	12th Annual Fall FAM Oct 23-26 <b>Team</b>	Canadian FAM <b>KU/KPP</b>	Local Client Holiday Luncheon <b>KB</b>			Spring Training FAM <b>Team</b>	Local Client FAM <b>KB</b>	25th Annual Sunsational FAM <b>Team</b>		
			Sports FAM <b>CB</b>										
Sales Missions	Giant's Fan Day San Fran, CA July 23 <b>KB</b>	Rockie's Fan Day Denver, CO Aug 21 <b>MA</b>	Ohio Sales Mission <b>KU</b>		Minneapolis Sales Mission & Client Event <b>MA/KPP</b>	Toronto Sales Mission & Client Event <b>KU/KPP</b>		Dallas Sales Mission & Client Event <b>MA/KPP</b>	Seattle & Portland Sales Mission <b>KB</b>	Atlanta Sales Calls & Client Event <b>KU/KPP</b>	Orange County Client Event <b>KB/KPP</b>	Kansas City & St.Louis Sales Calls <b>MA</b>	
Sales Calls													
Client Events					SoCal Sales Mission <b>KB</b>	New York & Philly Sales Mission <b>TBD</b>		Washington DC Sales Mission & Client Event <b>TBD</b>		Houston Sales Calls <b>MA</b>	North Carolina Sales Calls & MPI Event <b>KU</b>	Chicago Sales Mission & Client Event <b>TBD</b>	
											Boston Sales Calls <b>TBD</b>		