



April 7- 10, 2024 | Caribe Royale Resort, Orlando, Florida

# The MICE Industry's Only 1:1 Event Held in *Private Suites*



MEET DECISION  
MAKERS FROM:



# One Event. Three Days. Endless Possibilities.

Global Meeting & Incentive Travel Exchange is an intimate, networking event that brings the most comprehensive group of high-volume North American MICE buyers to meet one-to-one with **global travel suppliers** in the comfort of private, luxury suites.

- No noisy ballroom meetings. Private suites to conduct real business.
- Organized social events focused on networking.
- YOU select who you want to meet with using our proprietary easy-to-use appointment setting technology.
- Valuable relationship-building opportunities.
- Industry insights and high-caliber educational panels.



# 97%

of suppliers would like to participate in  
GMITE again in the future.\*

*\*2023 post-event supplier survey*



# Crafted for Your Success

## The GMITE Difference

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

GMITE recruits only the most qualified incentive travel buyers and meeting planners via a rigorous vetting process. North American MICE buyers come from key purchasing sectors including corporate direct, third party, and incentive houses (full service and travel).



**No noisy ballroom meetings.  
Simply powerful one-to-one  
meetings in the comfort of a  
private suite with decision-makers.**

Conduct many months' worth of  
sales calls in only three days

Learn which MICE 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 15 minutes of uninterrupted  
time with selected buyer.



# 100%

of suppliers were satisfied  
with buyers in attendance.\*

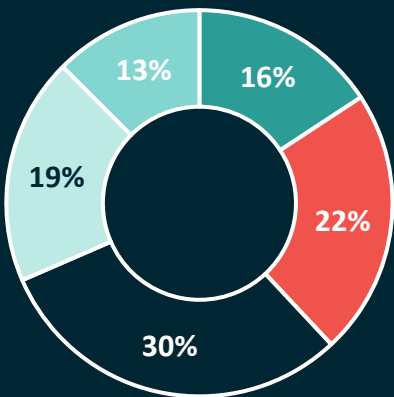
\*2023 post-event supplier survey

# Sample of Past Buyers

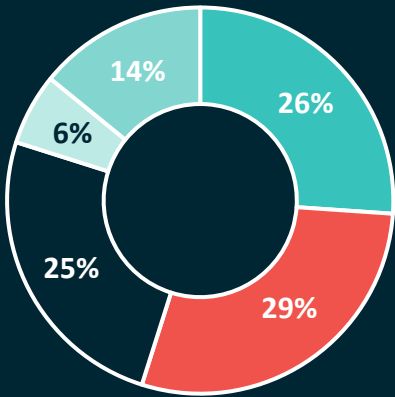
# Buyer Profile

Avg group size  
domestic



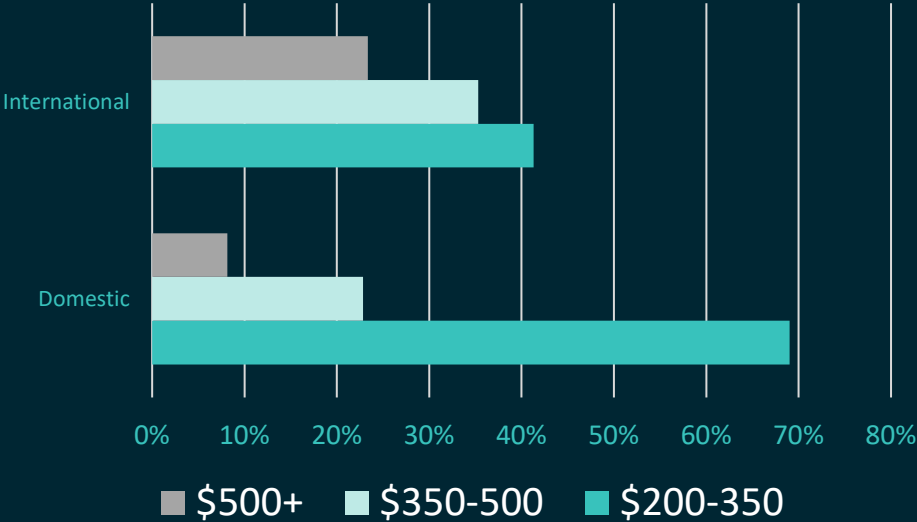
10 to 49   50 to 99   100 to 249  
250 to 499   500+

Avg group size  
international



10 to 49   50 to 99   100 to 249  
250 to 499   500+

Avg nightly hotel  
room rate spent



# Buyer Profile



52%

Owner/President/  
CEO/COO\*

33%

Meeting  
Planner/Director\*

15%

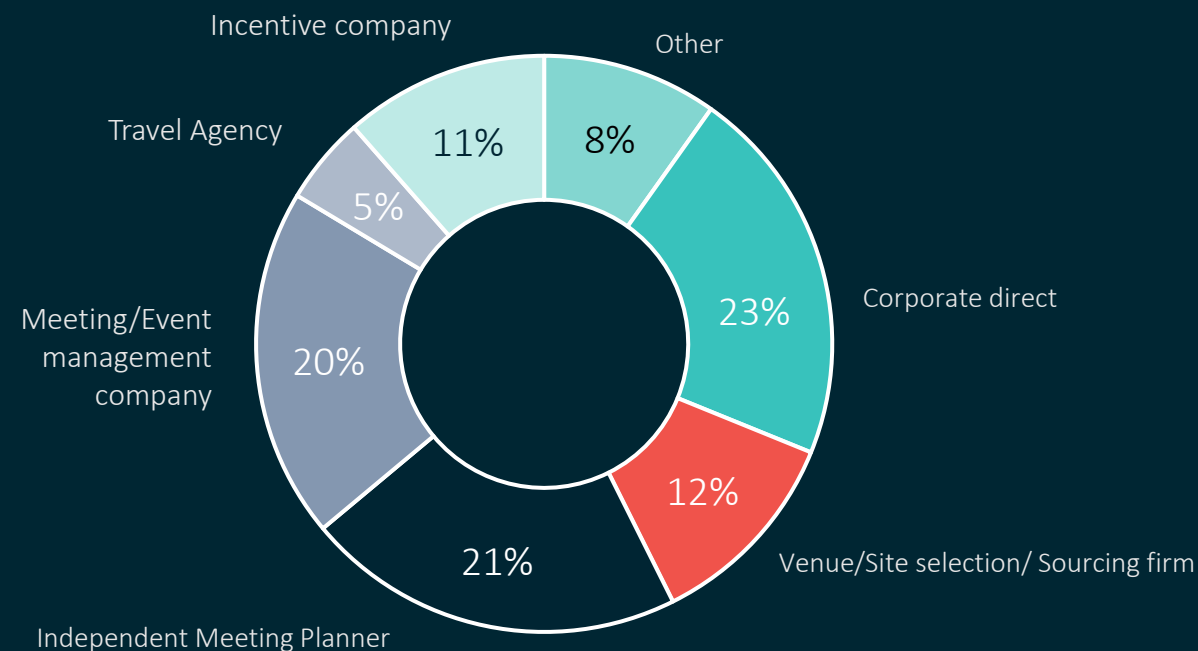
Program  
Manager\*

# 100%



of Buyers plan to book business with the attending suppliers within 1 year.

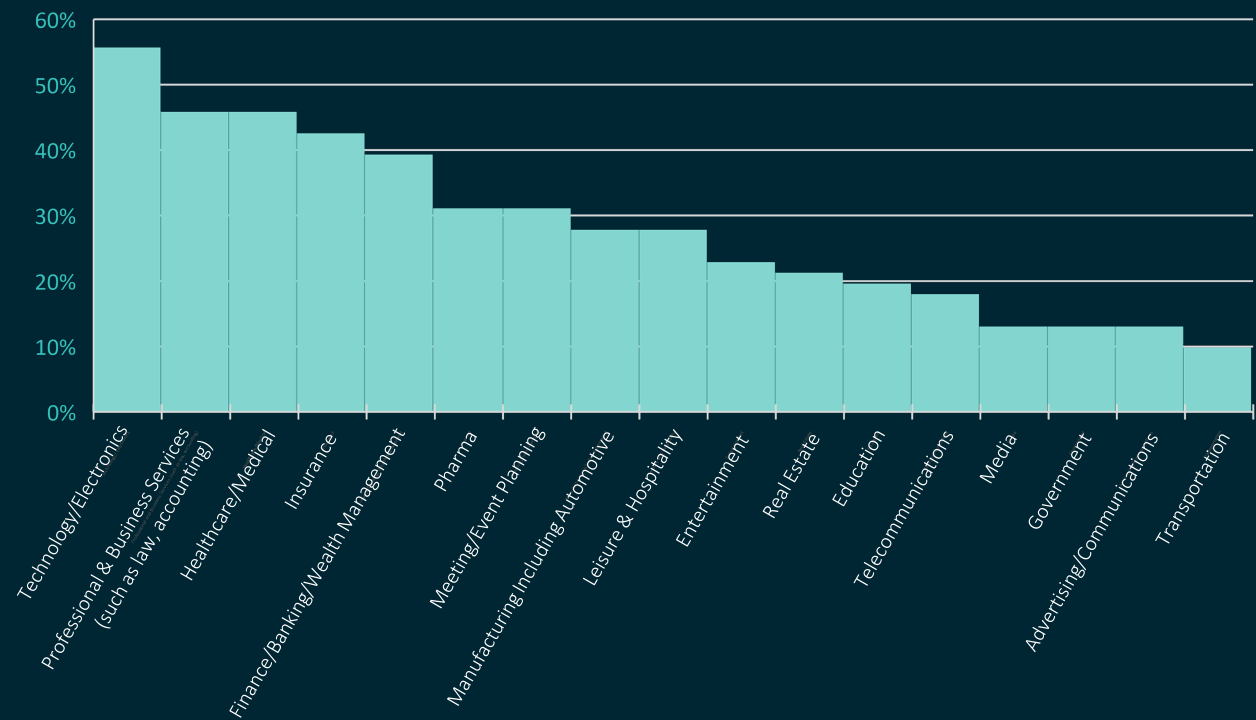
## Type of Company



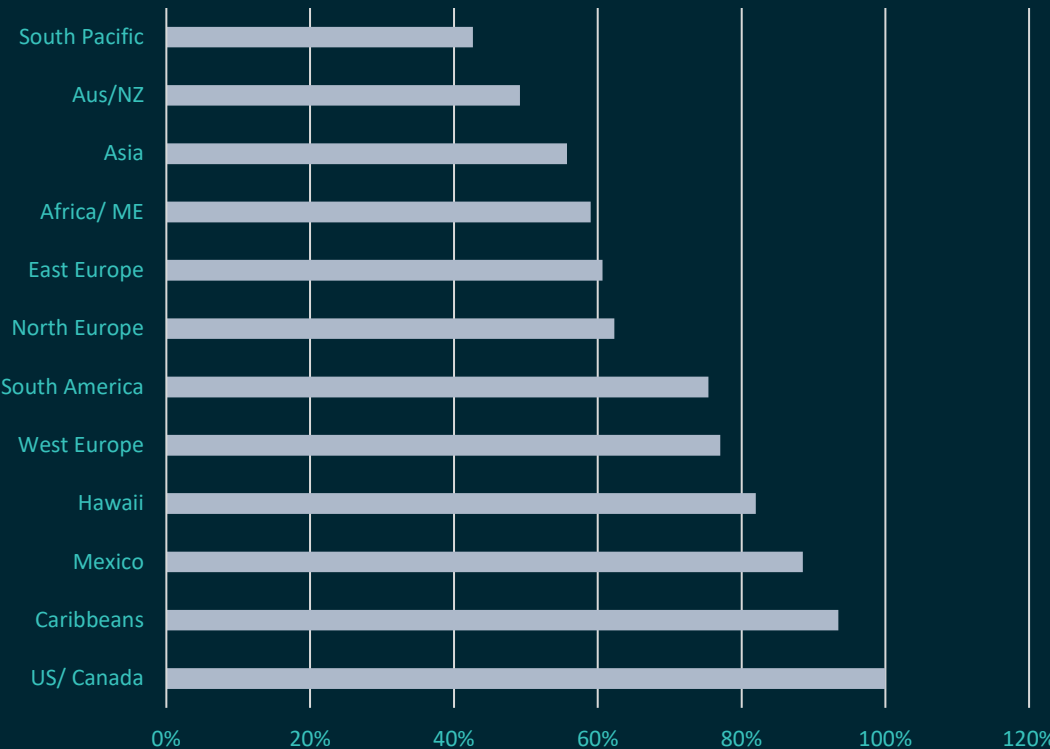
# Buyer Profile



## Type of Meetings



## Destinations Where Meetings are Held





THE RESORT:

# Caribe Royale Resort, Orlando, Florida

Caribe Royale is a newly reimagined, all-suite hotel spanning over 22,000 square feet of hotel meeting room space that will elevate everything about your meeting experience. The dedicated in-house team of skilled professionals brings the creativity, collaboration, and expertise to make your meetings a success. Meet us where productivity and play come together like never before.

Orlando International Airport is a bustling hub that welcomes 850 flights daily and is serviced by over 40 airlines. Every detail has been meticulously arranged to ensure that GMITE finds a warm and convenient home in this inviting destination.





# Convenient, Cost Effective and Turnkey

GMITE is committed to allowing 100% of your focus be on your appointments and networking. No hassles with booth setup, decorators, union issues and hidden fees. Simply bring your sales kits and you're in business!



## Event Participation Includes:



One bedroom suite with a parlor for one-to-one meetings.



Up to 25 pre-scheduled meetings with top MICE buyers.



Three nights' hotel accommodations\*



Three networking receptions and all group meals



A comprehensive mobile app inclusive of supplier and buyer profiles.



State-of-the-art appointment setting technology.



Signage to identify supplier suite.



*\*Three nights accommodation is for the main supplier only.*

# A Day in the life at GMITE...

8:00am	Breakfast with 50+ potential clients.
8:30am	Gleaning insights from an industry insider.
2:00pm	10th buyer meeting of the day during one-to-one appointments.
5:00pm	Relaxing in an elegant suite.
6:30pm	Discussing project plans with clients over signature cocktails.



# 92%

of suppliers said their experience at GMITE was better than other MICE industry events.

*\*2023 post-event supplier survey*



# But don't take our word for it...

## Hear what other suppliers had to say.

"I had a fantastic time at GMITE 2022, formed good relationships with potential buyers and had many productive meetings. "

Rebekka Levin, *Sales & Project Manager, Sena, Iceland DMC*

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"GMITE is one of the best 1-1 appointment shows out there. Mornings were very busy with appointments and evenings gave the suppliers more time to know the buyers. Questex did a great job."

Margaret Clarke, *Business Development Officer*  
Jamaica Tourist Board

"The suite setup was excellent as it gave me the opportunity to spend quality time with the clients in a setting that had no distractions."

Nicolas Vega, *VP of Sales, USA & Canada*  
Hacienda del Mar Los Cabos Resort, Villas & Golf

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"GMITE was a wonderful show. Professional, successful, engaging and worth my time. I enjoy the format and opportunity to meet with clients, one on one, for longer than the normal 5-7 minutes in a noisy ballroom.

Kim Davis, *National Sales Manager, Visit Park City*





# Meet the best selection of pre-qualified buyers anywhere at GMITE 2024!

Contact your sales representative to reserve your suite for GMITE 2024:

**Barbara Magro**

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