

Mid-Atlantic Society of Association Executives
MASAE

2019 ANNUAL MEETING & EXHIBITION

REACHING THE PEAK OF ASSOCIATION LEADERSHIP

HARD ROCK HOTEL & CASINO
ATLANTIC CITY, NJ

DECEMBER 11-12, 2019



2019 HOSTED BUYER CONNECTION PROGRAM

Mid-Atlantic Society of Association Executives

MASAE

Your local resource for education and networking.

SUPPLIER INFORMATION

MASAE is pleased to announce the return of the Hosted Buyer Connection Program for the 2019 MASAE Annual Conference. The 2019 Annual Conference will be held December 11-12, 2019 at the Hard Rock Hotel & Casino.

We learned a great deal from the past and expect real growth in this program for our upcoming event. We know from our research over the last few years that a Hosted Buyer program provides an impactful way to connect qualified professional members and decision makers to our Associate Members. The Hosted Buyer program provides us with an excellent opportunity to create an on-going marketplace for members to resource whenever developing a new product, event or program for their Associations.

As a Supplier (Associate member) in the Hosted Buyer Connection Program, we are looking for your company to take an active role. This two-part process requires both Buyers and Suppliers to express interest in each other to move forward. And in turn, can promote membership for MASAE.

1. Buyers apply to be paired with Suppliers for which they (the Buyer) have a potential RFP, quote, strategy or idea to present for consideration.
2. Suppliers send applications to potential Buyers whom they would like to invite to host at the Annual Meeting. Membership in MASAE is not required for either party.

The price to host a buyer is \$300, which includes registration for the buyer to attend the conference, conference-sponsored meals and a one-night stay at the conference hotel, Hard Rock Hotel & Casino.

In return, we ask Buyers to participate in the following events with Suppliers:

- Wednesday night reception and Thursday luncheon (for one hour each)
- A one-to-one appointment with a hosted Supplier, approximately 15-30 minutes.

***There is potential to host 4-12 suppliers during the conference. ***

How it works - We send applications to MASAE Professional members and non-members in our database. From these applications we will send out requests to our MASAE Associate members (Suppliers) for pairings. If you're interested in hosting a buyer, please fill out the application on the following page and return it to us by November 1st. Also, if applicable, please list Buyers you are inviting to the Annual Meeting to be correctly matched. These invitees should fill out the Buyer application, which we have included in this document.

Thank you for your interest in the MASAE Hosted Buyer Connection Program! We are excited as this will not only strengthen your relationships at MASAE, but potentially increase Professional membership in the future.

BUYER INFORMATION

BENEFITS

Approved buyers will receive the following benefits:

- Complimentary one-night hotel accommodations in the conference room block at the Hard Rock Hotel & Casino.
- Complimentary conference registration (includes all educational sessions, meals, functions)

OVERVIEW

- Buyers are NOT required to be a member of MASAE to apply for the MASAE Hosted Buyer program
- Completion of the application does NOT guarantee acceptance for participation in the program.
- More than one attendee from any company may apply. HOWEVER, each applicant must have a different RFP, quote, strategy or idea to present to the supplier.
- Once the application is fully submitted, no resubmissions or changes/edits are allowed.
- The attendee agrees to the appointment scheduled during 1 of 4 breakouts and must meet with the supplier to which he/she is assigned.

BUYER QUALIFICATIONS

- Must have purchasing authority.
- Must be able to approve and/or is involved in the decision-making process.
- Provide budget approved and/or is involved in the budget making process.
- Future business must be held within the U.S.
- Buyers should be responsible for decision making in at least two of the following categories:
 - Citywide
 - Hotels
 - Convention Center
 - CVBs
 - Audio Visual
 - Technology
 - Trade Show Decorator
 - Promotional Items
 - Printing Services
 - Insurance
 - Finance
- If appropriate, it is preferable for the Buyer to provide one RFP, price quote, strategy or idea for application and/or have one available for Suppliers to discuss during the appointment at the event.

BUYER REQUIREMENTS

- Attendance for one hour at the Wednesday night reception
- Attendance for one hour at the Thursday luncheon.
- Attendee (Buyer) agrees to the appointment schedule during one of four breakouts and must meet with Suppliers to which he/she is assigned. Appointment time is not to exceed 15 minutes in order to host up to three Buyers during each breakout session.



SUPPLIER APPLICATION

Company Name: _____

Contact Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Primary Product/Service:

- Citywide
- Hotels
- Convention Center
- CVBs
- Audio Visual
- Technology
- Trade Show Decorator
- Promotional Items
- Printing Services
- Insurance
- Finance
- Other _____

How many buyers are you willing to host (\$300 per person)? _____

Please provide us with any potential non-member buyers that you would like to invite:

Name: _____ Company: _____

Phone: _____ Email: _____

Name: _____ Company: _____

Phone: _____ Email: _____

Name: _____ Company: _____

Phone: _____ Email: _____

Special Requests for Connections: _____

Completed applications must be returned to the MASAE Office by Friday, November 1st.

Mid-Atlantic Society of Association Executives

P.O. Box 518

Mount Laurel, NJ 08054

Office@MidAtlantic-SAE.org

Phone: 267-597-3818



BUYER APPLICATION

Contact Name: _____

Organization Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Describe Your Association: _____

of Members in Assoc.: _____ Annual Budget of Assoc.: _____

How many meetings does your association hold annually? _____

What is your average meetings budget? _____

Will you provide an RFP at this meeting? Yes No

If no, will one come available in the next 6-12 months? Yes No

What products/services are you interested in (check all that apply):

- Citywide
- Hotels
- Convention Center
- CVBs
- Audio Visual
- Technology
- Trade Show Decorator
- Promotional Items
- Printing Services
- Insurance
- Finance
- Other _____

Special Requests for Connections: _____

Can you commit to the following requirements for the Hosted Buyer Program? Yes No

- Attendance for one hour at the Wednesday night reception
- Attendance for one hour at the Thursday luncheon.
- Attendee (Buyer) agrees to the appointment schedule during one of four breakouts and must meet with Suppliers to which he/she is assigned. Appointment time is not to exceed 15 minutes in order to host up to three Buyers during each breakout session.

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