

# Vkonect Luxury 10<sup>th</sup>-11<sup>th</sup> October, 2015, The Westin, Gurgaon

## Hosted Buyer Qualification 2015

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To submit your application as Vkonect Luxury's 2015's Hosted Buyer, please fill in and submit the form here below.

All fields are mandatory.

**Deadline for applications is September 26, 2015.**

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### Application - Details

Title:  Mr.  Ms.  Mrs.

First name  
(as per passport):

Surname  
(as per passport):

Nationality:

E-mail 1:

E-mail 2:

Phone: (+)

Mobile : (+)

Position :

Company name :

Company website:

Address:

Postcode:

City:

Country:

IATA Nbr.:

Affiliations:

Year of foundation:

- Travel agency
- Travel designer
- Tour operator
- Corporate Agent *industry sector*

Field of activity:

- Travel Agent / Tour Operator
- MICE Planner / Agent
- Wedding / Special EventsPlanner

Other

**Company profile**

*(please provide a short description of your company's activity in max 100 words)*

**Products & services of interest**

S hotels

/ 5\* L hotels

boutique hotels

Historic mansions

Health resorts & Spas

*More options available*

D.M.C.

Luxury Travel Service Suppliers

Tourist boards

Golfing/Sport Tours

Wine/Culinary Tours

- Meeting/Event venues
- Event Management Companies
- Catering / Banqueting services
- Entertainment services
- Airlines
- Cruise Companies
- Attractions
- Shopping

Other

**Destinations of interest for placing business**

*Europe / Mediterranean / Americas /  
Canada / Africa / Middle East / Asia /  
Australasia*

**Business references**

Average annual budget for travels/events *(in GBP or USD please specify)*

**Please quote 2 travels / events organised in 2014:**

Month:

Destination:

Number of people:

Nature of business:

Accommodation:

Client's budget  
(In GBP or USD - please specify):

Month:

Destination:

Number of people:

Nature of business:

Accommodation:

Client's budget  
(In GBP or USD - please specify):

**Please quote 2 travel businesses or events planned for 2015:**

Month:

Destination:

Number of people:

Nature of business:

Accommodation:

Client's budget

*(In GBP or USD - please specify):*

Month:

Destination:

Number of people:

Nature of business:

Accommodation:

Client's budget

*(In GBP or USD - please specify):*

How long have you been in the luxury travel / event industry?

Which other industry trade shows have you been invited to as Hosted Buyer in 2013-14?

**Supporting comments :**

**Notices**

- 1) The application form must be completed in all its parts. Failure to do so will result in the application not being processed.
- 2) Before submitting your application, please read the *Terms and Conditions* under Hosted Buyers and Hosted Buyer's Programme available below.
- 3) **Deadline for applications is September 26, 2015.**

## **Vkonect Luxury 10<sup>th</sup>-11<sup>th</sup> October, 2015, The Westin, Gurgaon**

### **Hosted Buyer Terms & Conditions**

- ❖ Hosted Buyer (HB) has to be an agent / tour operator who has been functional in the outbound space for a minimum of 2 years.
- ❖ HB has to provide details of memberships of all Indian and overseas trade associations.
- ❖ HB has to have a clear focus on luxury travel and will need to share details of at least 3 big accounts handled by him / her.
- ❖ HB needs to have a functional website with a luxury feel.
- ❖ HB needs to have an annual outbound billing of a minimum of USD 50,000.
- ❖ HB needs to share details of two big luxury itineraries booked and travelled on in 2014 with client references.
- ❖ HB needs to provide details of two big luxury itineraries booked and travelled (about to be travelled on) on till 26 September 2015 with client references.
- ❖ HB needs to provide 2 referrals from overseas NTO's.
- ❖ HB needs to provide 2 referrals from luxury hotels regularly used for their clients.
- ❖ HB needs to provide details of any luxury events attended overseas in the last two years as an overseas buyer.
- ❖ HB has to agree to a contractual pre-event cancellation clause of D minus 15 days and a no show clause for any of their pre scheduled appointments.
- ❖ HB needs to provide supplier referrals from 10% of the exhibitor list provided to them by 26 September 2015 for the Vkonect luxury event on 10-11 October 2015 at The Westin, Gurgaon.