



87th ANNUAL FAR WEST SKI ASSOCIATION CONVENTION
Hyatt Regency Indian Wells Resort & Spa • Indian Wells CA • June 13-16, 2019



“Fun in the O.C. Sun”

TRAVEL EXPO

- Friday, June 14, 2019, 645P – 930P (during the Silent Auction & Trade Show)
- Saturday, June 15, 2019, 830A – 1025A

Welcome to the Annual Far West **Travel Expo**.

Our relationships with our Industry Partners and their participation in our Convention are invaluable. Their future participation and support is influenced by return value. In addition, **Travel Expo** serves as a venue that attracts new vendors who will be willing to support our Conventions and FWSA Programs in the future. It is our goal to insure that our time with them is a positive and worthwhile experience. Whether you’ve participated in past **Travel Expos** or are new this year, here are some tips to help you get the most out of your participation.

New This Year – Travel Expo Happens on Friday Night And Saturday Morning

Delegates (voting and non-voting) will have two opportunities to meet with the snowsports industry (resort, operators, and suppliers). Each delegate bag will contain two Travel Expo Passports: one for Friday night and one for Saturday. While each Passport requires you meet with five industry reps and spend 15 minutes with each of them, you only have to schedule the Saturday morning appointments. Although unscheduled, the five Friday meetings must take place between 645P and 915P and your Passport has to be signed (just like the Saturday morning Passport). You double your chances of winning the grand prize when you complete both Passports. Detailed instructions will be provided in the delegate bags.

What To Expect

Travel Expo is a forum where delegates [voting and non-voting] can meet with the snowsports industry [resorts, operators, and suppliers]. **Travel Expo** is the

industry's time for focused one-on-one time with our delegation and membership leaders. Industry presentations are meant to be an introduction to the industry's product. The presentations should be broad enough to satisfy everyone.

Delegates attending the **Travel Expo** are a part of the process that determines where their clubs travel— if not in 2019 then in 2020 or 2021. They are representing their clubs and will be bringing information and recommendations back to their board of directors and travel coordinators. **Travel Expo** is a great way to garner contact information for ski clubs and the industry.

NOTE: Attendance is not mandatory for delegates, they can choose between **Travel Expo** and the SnowSports Leadership Academy scheduled at the same time.

Appointment Sign Up Opportunities

No appointments are necessary for Friday evening.

For Saturday morning, appointments can be made on Friday, 630P – 930P during Silent Auction, by using the sign-up sheets at each exhibitor's and on Saturday from 830A – 845A (prior to the start of **Travel Expo**).

What Delegates Should Know

You will find your Travel Expo Passports in your Delegate Neck Wallet, which you will receive at Registration. The Passport is for you to record your meetings and appointments with our Industry Representatives.

Delegates should bring:

- Business Cards to be given out at Silent Auction and Travel Expo
- Five one-page Club Trip Profiles. Feel free to bring extra copies to pass out at the Silent Auction. [Download](#) Word document Club Trip Profile Template if you don't have one.

We strongly recommend that you schedule a few resorts, at least one tour operator, and a supplier that you have not visited or used before. Expo time should not be used for finalizing a trip already in the works. Use the time Friday night for this purpose, or schedule time with Industry later during the weekend.

What Industry Should Know

Industry should bring informational materials such as brochures, photos, trail maps, laptop or ipad, etc. There will not be room for large displays.

Industry Contact: Jeannine Davis
Silent Auction Chair
415.328.2333 (cell)

Delegates Win Great Prizes

Those delegates meeting with one or both Travel Expo Passports completed will be entered into a drawing for prizes, including the Grand Prize: Ground package (value \$900) for one for the 2020 annual Far West Ski Week trip to Big Sky, MT. There are lots of other exciting prizes to win including lift tickets, clothing and more.

The winner of the grand prize will be announced at lunch on Saturday.