



## **BALI VILLAGE** *The Spirit*

### **Proposal for the Bali Village Roadshow Germany / Austria 2009**

#### ***What is included?***

- Participation at the Bali Village Roadshow 2009
- Registration fee
- Cities that will be visited are Munich, Vienna and Dresden
- Indonesian Night in Embassy in Berlin for end-consumer
- Pick up upon arrival on 02.03.09 in Frankfurt and transfer to Munich (depends on time of arrival)
- Roadshow in Munich on 03.03.09
- Roadshow in Vienna on 04.03.09
- Roadshow in Dresden 05.03.09
- Indonesian Night in Berlin on 09.03.09
- Transfer with a comfortable bus between the cities incl. snacks and drinks
- Sightseeing in Dresden on 06.03.09 in the morning
- Organisation of the venue incl. food and beverages for around 80-90 travel agents per city
- Tombola (please provide 3 hotel vouchers)
- Balinese dancer during every show
- Hand out for the travel agents with useful information and your contact details
- Invitation of Travel Agents
- Invitation of TOs
- Invitation of Airline
- Invitation of press/media

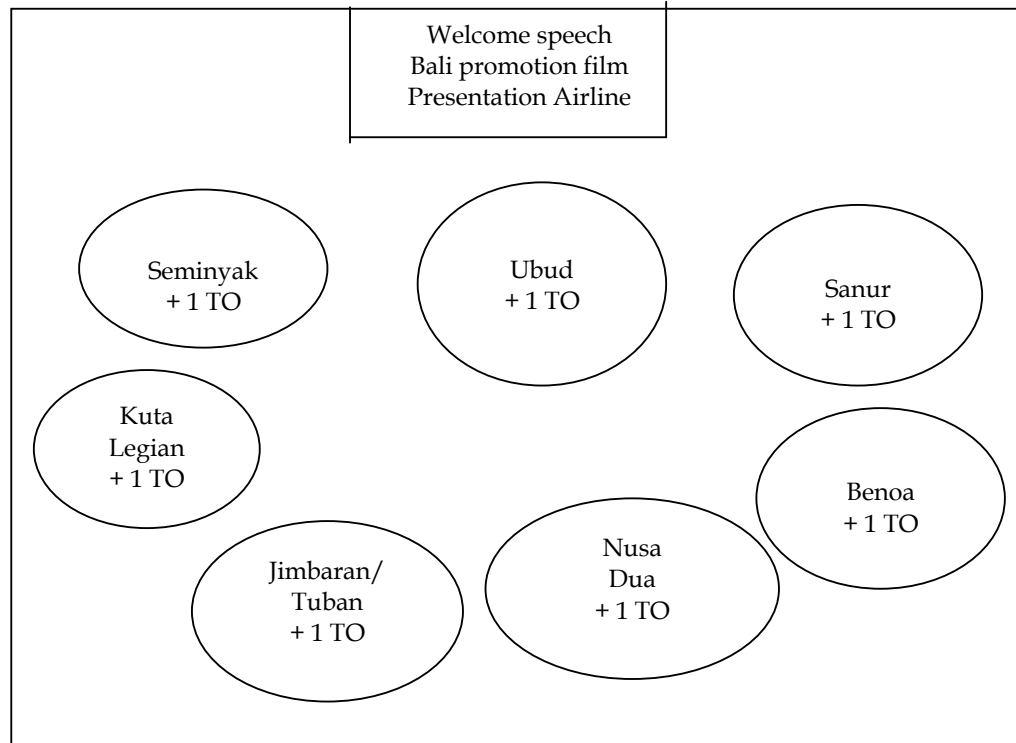
#### **Concept for the Bali Village Roadshow Germany/Austria 2009:**

- Reception of the participating travel agents including welcome drink and finger food
- All Travel agents are sitting at 7 tables (number of tables depends on the number of TOs attending the event...)
- One TO and the hotels of the mentioned areas are sitting on that tables and stay there.
- The travel agents from Bali are sitting at the table where not enough hotels in that area are
- The welcome speech as well as the Bali promotion film and the presentation of the airline will be done in front of the audience on a big screen
- After that there will be a break where an Asian buffet will be served
- Then the sales mission starts and every company has the chance to present their product on their laptop for 5 minutes.
- The TO has 10 minutes time and needs to talk half of its time about the destination he is sitting with (Ubud, Sanur, Benoa...)
- The Travel agents are moving around every 20 minutes.
- Every travel agent has a hand out with the attending hotels and the information about the area
- There they can note down their personal notes and can use the script for selling Bali to their customers
- Tables and bags to collect the promotion material of the selling companies will be provided
- The new Bali Village Germany brochure will be introduced and distributed

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#### **BALI VILLAGE SECRETARIAT**

Jl. By Pass Ngurah Rai 121 X. Sanur, Bali, INDONESIA  
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**The idea of the new concept:**

- The hotels are linked to the area they are located, so it is easier for the travel agent to remember.
- The travel agent gets information about the different areas and gets an idea which customer to send to which area
- On every table there's a TO that can help in case there are some questions from the travel agents side to the hotels and he can translate as most of the travel agents are not that good in English or are even afraid of talking in English
- The tables are arranged like the locations of the areas are – so it is a visual ad to memory
- The travel agents get a hand out when they register where they can find all necessary information and a map. They can note down important facts and use that hand out during their customer advisory service while selling Bali

*The travel agents can sell the destination and the companies much more easily and of course much more often!*

The venues and the choice of hotels where we are going to stay during the show will be advised soon!

**Cost of Roadshow package: 2500,- €**

**Surcharge for single occupancy: 300,- €**

**Additional fee for cargo transportation (up to 300 brochures): 90,- €**

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PRE - REGISTRATION FORM  
GERMAN ROADSHOW 2009, 02 - 06 March 2009

Please complete and return this form to Fax. 0361 289 427 or email [info@balivillage.com](mailto:info@balivillage.com)  
the latest by December 31, 2008

Company	
Delegate	
Position	
Co-delegate	
Position	
Address	
Phone	
Fax	
Mobile Phone	
EMAIL	
Website	

Please indicate services that you would like Bali Village Secretariat to arrange:

SERVICES	Please tick
GERMAN ROADSHOW ONLY, estimated prices €2500	
Delegate arrangement :	
Accommodation	
Airlines	

Signature and company stamp

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Name:

Date:

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**Terms and conditions:**

Please note - registration has been done latest by 31.12.2008. With your registration we will send you the invoice. The payment has to be settled latest by 31.01.2009. If we do not receive the payment right in time, the participation of the partner will be canceled immediately. For cancellations later than one month before arrival we are going to keep 50% of the paid amount to cover our expenses.

Cancellations received later than 14 days before arrival we will keep 80% of the payment. Herewith I read the terms and conditions and agree with my signature.

Date and signature.....

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