

HOSTED BUYER APPLICATION FORM

ORGANIZATION DATA (Please type or use block letters only)			
Company/ Organization name:			
Mailing address:			
City/State/Province:			
Zip Code/Postal Code/Country:			
Tel:		Fax:	
Website:		Email:	
Primary contact (Please indicate who should receive the confirmation letters and other related information):			
Primary contact email:			
BUYER DELEGATE DATA			
1. First name:	Job title:	Email:	
.....	
2. First name:	Job title:	Email:	
.....	
(Please contact us at contact@vitm.vn if you have more than 2 delegates attending)			
BUYER PROFILE			
<i>Please complete this questionnaire and tick clearly only the appropriate box which best describes your operation. This information will be used in the matching and scheduling of your appointment requests with the appropriate SELLERS.</i>			
A - Line of business			
<input type="checkbox"/> Airline	<input type="checkbox"/> Charter Operator	<input type="checkbox"/> Convention/ Exhibition Organizer	
<input type="checkbox"/> Wholesaler	<input type="checkbox"/> Incentive Organizer	<input type="checkbox"/> Meeting & Conference Planner	
<input type="checkbox"/> Outbound Tour Operator/ Travel Agent	<input type="checkbox"/> Retail Travel	<input type="checkbox"/> Online Travel Agent	
<input type="checkbox"/> Other			
B - Business Provided			
<input type="checkbox"/> Business Travel	<input type="checkbox"/> Charter Travel	<input type="checkbox"/> Conference/ Meeting Organizer	<input type="checkbox"/> Corporate
<input type="checkbox"/> Culture Tour	<input type="checkbox"/> DMCs	<input type="checkbox"/> Convention/ Exhibition Organizer	<input type="checkbox"/> Group Travel
<input type="checkbox"/> Honeymoon	<input type="checkbox"/> Incentive Travel	<input type="checkbox"/> School & International Institution	<input type="checkbox"/> Student Tour
<input type="checkbox"/> Individual Travel	<input type="checkbox"/> Special Interest	<input type="checkbox"/> Sport Tournament Organizer	<input type="checkbox"/> Other
C - Services Required			
<input type="checkbox"/> Accommodation	<input type="checkbox"/> Adventure & Eco -/ Agro Tourism	<input type="checkbox"/> Air Ticketing	
<input type="checkbox"/> Coach/ Limousine/ Car Rental	<input type="checkbox"/> Convention/ Exhibition Management	<input type="checkbox"/> Entertainment/ Theme Park	
<input type="checkbox"/> Food/ Banquet Facilities	<input type="checkbox"/> Creative Tourism, CBT, CSR Program	<input type="checkbox"/> Medical Health & Spa	
<input type="checkbox"/> Incentive Handling/ DMCs	<input type="checkbox"/> International Sales Office	<input type="checkbox"/> Lifestyles & Leisure	
<input type="checkbox"/> Nature Tours	<input type="checkbox"/> Sightseeing/ Guide Service	<input type="checkbox"/> Sports Tour/ Golf/ Diving	
<input type="checkbox"/> Other			
D - Area of Expertise			
<input type="checkbox"/> Brunei	<input type="checkbox"/> Cambodia	<input type="checkbox"/> Lao PDR	<input type="checkbox"/> Malaysia

- | | | | |
|----------------------------------|-------------------------------------|------------------------------------|--------------------------------------|
| <input type="checkbox"/> Myanmar | <input type="checkbox"/> Philippine | <input type="checkbox"/> Singapore | <input type="checkbox"/> Thailand |
| <input type="checkbox"/> Vietnam | <input type="checkbox"/> Indonesia | <input type="checkbox"/> Japan | <input type="checkbox"/> China |
| <input type="checkbox"/> Korea | <input type="checkbox"/> Taiwan | <input type="checkbox"/> India | <input type="checkbox"/> Other |

E - Please identify your top 5 country markets

- | | |
|---------|---------|
| 1 | 4 |
| 2 | 5 |
| 3 | |

F - How many travelers did you serve last year?

- Under 100
 100 - 200
 200 – 500
 500 – 1.000
 +1.000

G - Please identify the names of 5 Tour Operators/Travel Agents/Hotels/Resorts that are your major clients

- | | |
|---------|---------|
| 1 | 4 |
| 2 | 5 |
| 3 | |

H - Destinations/Markets your company plan to develop in the next 3 years (Please specify countries or markets)

- | | |
|---------|---------|
| 1 | 4 |
| 2 | 5 |
| 3 | |

BUYERS AGREEMENT

Yes! I would like to accept your invitation to attend VITM Hanoi 2014 as a Hosted Buyer. I understand I have been invited primarily because:

- I am currently a company decision maker or key influencer of incentive travel and/or corporate meetings, and it would help in my capacity to know of any interesting and new destinations.
- I am currently organizing incentive travel and/or corporate meeting/MICE.
- I intend to organize incentive travel and/or corporate meetings/ MICE shortly, and need to make contacts / negotiate with relevant premier suppliers in the industry.
- I am physically healthy, and totally understand if something occurred because of my physical health, it's beyond the organizer responsibility.

BUYERS RESPONSIBILITIES

- I agree to attend the VITM appointments sessions & official functions arranged for me throughout the event, and to be in attendance during the Exhibition.
- I understand that I have to fulfill maximum business sessions with exhibitors at the event.
- I understand that I can nominate a senior colleague to replace me if I am unable to attend the event. The closing date for replacement is 25th March, 2014 (Subject to Organizer's approval).
- Please send back to us by fax +84 4 626 067 77/ Email: sales@hanoitourist-travel.com

Hosted Buyer's Signature:

Company Stamp & Date: