

# IME CONNECT

incentives • meetings • events

## *Incentive Travel* *Case Study and Capabilities*

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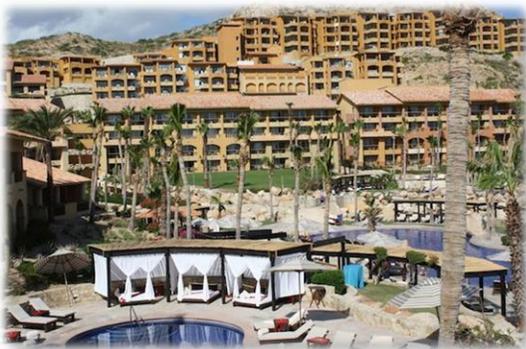
## OUR RECENT WORK

*Over 20 years of service with Corken Steel Products building Loyalty with their dealers*

### *Case Study: Dealer Incentive*

Make it a remarkable experience in a fabulous destination that will help drive sales results and reward loyalty.

Take them to the warm sandy beaches of Los Cabos, Mexico, of course. Provide a luxury all-inclusive resort that offers a variety of experiences at no additional cost to the attendee. With a mix of group dinners and romantic one-on-one time, everyone walks away feeling appreciated, engaged and relaxed.



### Result:

- “...the trip was terrific. You all did a great job, and we certainly appreciated you staying with our Dayton folks through the travel issues. the opening and closing night arrangements were particularly stunning and the resort was a major hit.”



**Your event, our experience, exceptional results**

## ***Caribbean Motivation to Expand Sales***

### ***Case Study: Sales Incentive***

Create a high end memorable experience for our clients' top dealerships to motivate them to expand their sales of a variety of services. The top priority from our client was a location that would reflect their value of the highest level of service provided in a beautiful location for 96 of their well-traveled, highly valued partners. Aruba welcomed them to their island. Bonbini!



Provide opportunities to explore the island by choice of guided activity as well as free time to relax and network among their peers. Experience a mix of gastronomy, from local cuisine through dine-arounds of local restaurants to planned group events at the hotel. Experience the Caribbean on a private sunset sail. An



incredible jeep rally around the island to build camaraderie as well some healthy



competition. Everyone walked away with feeling pampered, relaxed and rewarded for their loyalty.

Results:

- A sampling of attendee comments during the trip:
  - "The hotel is beautiful!"
  - "The service of IME's staff as well as the hotel exceeds our expectations"



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## Rewarding Sales Excellence

### Case Study: Sales Incentive

Create a travel program that includes all the perks and treats to reward a year of hard work developing business, closing deals and advancing relationships. The location and inclusions had to reflect the value the company places on their loyalty and hard work.



Thoughtfully selected gifts to enhance the program included logo'd RTIC Coolers and Swell Water Bottles sent to the homes prior to the trip. Upon arrival, guests were able to select their own sunglasses from a Maui Jim collection. Each night a special gift was placed in their room. And post-program a specially ordered blown glass vase was sent directly to their home with a thank you letter from the company.

The program kicked off with a Taxi Rally that allowed for both team building as well as a great way to get to see and know the island. Also included choice of guided activities each day as well as free time to relax and network among their peers.



Evenings offered a mix of planned group events at the hotel as well as a cocktail cruise and dinner at a top local restaurant. The trip closed with a gala dinner and dance band. Everyone walked away with feeling pampered, relaxed and rewarded for their loyalty.

#### Results:

- A sampling of attendee comments during the trip:
  - "Bermuda was awesome – and you and your team were 'awesomer'!"
  - "Thank you and your entire team for a great event! Always good to see you and your team."



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## CONNECTING STAKEHOLDERS TO CUSTOMERS AND EMPLOYEES... YOUR VISION, OUR EXPERTISE

IME Connect, with over 30 years of experience, designs and delivers programs directed at customers, partners and employees across several vertical markets: HVAC, Electrical, Plumbing, Floor Covering, Building & Construction, Pharmaceutical, Medical, Dental, Automotive, Legal and Financial.

We design and deliver innovative, personalized events that strengthen relationships to bring greater loyalty to your brand or organization. As a FULL SERVICE MEETING PLANNING COMPANY, we provide superior guidance throughout the entire planning process; IME Connect works to ensure your program exceeds all expectations and stays within budget. We know the value of a well-planned program - one that is consistent from beginning to end providing attendees with the necessary information and perceived value in the most productive and effective way. Our staff is dedicated to serving the interests and the needs of our clients.

### A SAMPLE OF SOME OF THE TYPES OF EVENTS WE HANDLE

#### Incentives

Incentive Travel Programs  
     Sun and Fun  
     Cruises  
     Winter Wonderland  
     Cultural  
 Sporting Events  
 Special Events  
 Individual Travel Certificates

#### Meetings

Sales Meetings  
 Executive Board Meetings  
 Product Launches  
 Training  
 Conferences  
 Partner Summits / Retreats  
 Symposiums  
 Advisory Boards

#### Events

Key Customer Events  
 Associations  
 Conventions  
 Customer Hospitality  
 Anniversary Celebrations  
 Trade Shows  
 Social Events  
 Teambuilding



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## OUR CORE DELIVERABLES

Specific to Incentives, Meetings, and Event Management, we offer the following services:

- 🎧 **Event strategy** –we help our clients optimize every touch point across the lifecycle of a meeting or event-pre, during and post
- 🎧 **Event design and development** – client requirements and expectations drive the basics - and we take it from there
- 🎧 **Overall project management** – using management tools and the power of our core team of tenured and seasoned professionals we deliver flawlessly and consistently to ensure optimal results and satisfaction-from the financial to the emotional
- 🎧 **Site selection and contracting** – we provide thorough destination research, and conduct contract negotiations with hotels, airlines, and third party suppliers such as DMCs and transportation companies – honesty, integrity and transparency in our negotiations help us achieve the best value for our clients
- 🎧 **Production, entertainment, and speaker sourcing** – whether a client asks us to work with their production partner or we facilitate the production, we follow the same rigorous process to ensure the finest quality
- 🎧 **Website and mobile app development** – whether it is a basic registration site for a meeting, or a highly interactive site to collect attendee preferences or to brand a specific event or program, we leverage our creative marketing and technology expertise to deliver an intuitive and easy to use solution – and can convert it to an easy to use mobile app during the event
- 🎧 **Attendee registration and management** – it’s all about the data – our registration and data collection tool is known in the industry as one of the best – with online access in the office and on site at your event, we can ensure data is always current
- 🎧 **Group air transportation management** – we can integrate with our client’s corporate agency or provide services directly with our in-house air transportation agents and air reporting tools
- 🎧 **Ground transportation management** – we have long standing relationships with the most reputable firms around the world to provide ground transportation and staffing services
- 🎧 **On-site event management** – we represent your organization with the utmost respect by ensuring that we provide the right staff, at the right time to deliver the right services
- 🎧 **Financial management and program reconciliation** – we are held to a highly auditable, rigorous process to track all aspects of event management and it is our responsibility to stay within your budget and work with your team to reach all financial goals of the project



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