



IITA/IPW Express Booth Package

FAQs

- **What is an Express Booth?** It's a pod of four, single, turnkey booths separated by panels. Everything is included in one fee: one exhibitor registration, booth furniture and company signage.

BONUS! Every IITA Inbound Operator member that purchases an Express Booth may also **register one Buyer delegate for FREE**, and the Buyer delegate will receive up to 44 appointments and **5 NIGHTS HOUSING for FREE**.

- **Who is eligible to register for the IITA Express Booths?** IITA Member Inbound Operators. Nonmember Inbound Operators can join the association in order to be eligible.
- **Do I have to belong to U.S. Travel to obtain the discounted rate?** You do not have to belong to U.S. Travel to get a discount, but the fee is higher for non-U.S. Travel members. However, U.S. Travel is allowing IITA to package a 6-month membership (starting in July) that will enable you to take advantage of the member rate.
- **How many appointments will I receive as an Express Booth exhibitor?** You will be eligible to request up to 22 prescheduled appointments with Buyers. However, when Manual Scheduling opens, you will be able to add appointments up to a total of 44.
- **How many booths can my company purchase?** We have secured a limited number of booths that will be available on a first-come, first-served basis, and you may purchase up to two Express Booths.
- **Can I have more than one delegate in each booth?** These booths are smaller than a full-size booth and for safe distancing due to Covid, only one Seller delegate will be allowed per booth.
- **What hotel nights are covered by IPW for the Buyers?** The five nights beginning Saturday, September 18-Wednesday, September 22, 2021 (checking out on Thursday, September 23, 2021).
- **Can my Buyer arrive early or stay additional nights?** If there is availability at the hotel that will be permitted, but at the Buyer's expense.
- **When will I know what hotel the Buyer has been assigned?** IPW will post housing assignments online in this summer. The Buyer **must** stay in the assigned hotel in order to receive the covered nights.
- **What does it cost for IITA Inbound Operators that are also members of U.S. Travel per booth?**

\$3,000 which includes:

- IITA membership dues for FY22 (\$595 - \$895 value)
- One exhibitor registration

- \$500 savings off IPW Express Booth rate (\$3,500)
- One complimentary Buyer registration with five nights lodging (\$1,000+)

- **What is the cost for IITA Inbound Operators that are not members of U.S. Travel per booth?**

\$4,500 which includes:

- IITA membership dues for FY22 (\$595 - \$895 value)
- One exhibitor registration
- \$500 savings off IPW Express Booth rate (\$5,000)
- One complimentary Buyer registration with five nights lodging (\$1,000+)

Note: U.S. Travel membership dues are based on company revenues. Through IITA, they are offering IITA Inbound Operators – who are not U.S Travel members – a six-month Pillar Level Membership (50% off full year) in order to make attendance more affordable. If your 2020 revenues are:

- Less than \$5 million the dues would be - \$500
 - Between \$5 million and \$7 million the dues would be - \$750
 - Between \$7 million and \$10 million the dues would be - \$1,000
- (Call if your 2020 revenue exceeded \$10 million.)*

If your company falls into one of these categories, we can package the U.S. Travel dues with the member rate above (\$3,000) and save you \$500 - \$1000. U.S. Travel Pillar Membership is valid July 1 – December 31, 2021.

- **When is payment required?** Payment **must** be received by IITA by June 30, 2021 in order to guarantee your Express Booth.
- **What if I need to cancel?** Full refunds will be issued on cancellations received by June 30. Fifty (50%) percent will be refunded for requests received between July 1 and August 20. **No** refunds will be issued after August 20.
- **When can I register as an exhibitor?** NOW! Complete the registration form and sign off on the Terms and Conditions.
- **I have more questions, who do I contact?** Kim Fisher – Kim.Fisher@inboundtravel.org or 859.955.9098