



# Membership Benefits

## Events

Participate at the Global European Marketplace GEM, one of Europe's biggest business and networking workshops:

- 150 tables of international European buyers
- Meet leading European suppliers
- More than 5000 appointments scheduled for the day
- Numerous networking opportunities in one day under one roof
- The opportunity to exhibit your company to all ETOA members

Participate at the Hoteliers European Marketplace HEM, an excellent networking workshop that coincides with the height of the contracting period:

- 200 delegates
- 60 tables of International European hotel buyers
- 100 European Hoteliers

Hear key speakers on a range of important issues affecting the travel industry at the ETOA Conference

The opportunity to take part in panel discussions

Free seminars on Ecommerce, Transport, Escorted Tours, Taxation

Up to 30% off attendance to our Industry Partners seminars, exhibitions and events

## Publicity

150 word company description in the ETOA printed directory and e-directory

Your company description and logo on the ETOA website, [www.etoa.org](http://www.etoa.org)

Hyperlink to your company website

Introductory mailing to all members welcoming you to the Association

Access to the ETOA database

Discounted rates to co-exhibit with ETOA at WTM & ITB

Discounted advertising in the ETOA directory and e-directory

Free advertising on the ETOA Website

Free advertising in the ETOA monthly newsletter

Free use of the members' notice board

Use of the ETOA logo for all your company website and literature

Numerous sponsorship opportunities

## Representation

Representation of all ETOA members' on a European level.

Lobbying on behalf of ETOA members'

Permanent presence in Brussels with one member of staff based there.

Up-to date information on European matters affecting the incoming and online industry.

Free European Tour Manager Certificates (for individuals from outside the EU or from Austria, Greece, Italy, Spain, and Portugal)

Free European Tour Guide Certificates (for EU nationals)

Free legal hotline in the UK and Italy

Free access to VAT and Technology Hotlines

## Intelligence & Information

Free regular newsletters

Free research bulletins on the industry today

Free exclusive access to ETOA research papers

Free membership surveys

Discounted reports produced by ETOA Industry Partners – Mintel, IATM & USTOA