

Event Marketing How To Successfully Promote Events Festivals Conventions And Expositions The Wiley Event Management Series

This textbook presents marketing concepts which are then supported with real-world examples. Key features include: treatment of the most important marketing activities, marketing fundamentals, separate chapters on 'social marketing' and cause marketing, and numerous international examples.

The Management of Event Operations: project management, planning and customer satisfaction provides an introduction to the management of operations for the event planner and venue provider. Taking an holistic view of an event enterprise, it links the traditional topics within operations management to present a coherent and hands-on approach specifically for the events manager. The approach is pragmatic and is dictated by practical consequences and considerations, which are so important to an event manager who balances many views and needs from diverse stakeholders.

Events of all types are produced every day for all manner of purposes, attracting all sorts of people. Creating and managing the environment in which these people will gather carries with it awesome responsibilities — legal, ethical, and financial. To provide a safe and secure setting and to operate in a manner that ensures the hosting organizations or individuals achieve their objectives in a proper and profitable way, event risk management must be fully integrated into all event plans and throughout the event management process. Risk Management for Meetings and Events examines the practices, procedures, and safeguards associated with the identification, analysis, response planning, and control of the risks surrounding events of all types. Written by an experienced author it: * Provides a solid, easy-to-read conceptual foundation based on proven risk management techniques * Includes ready-to-use templates designed specifically as learning exercises for students and professionals * Comprehensively discusses effective strategies for managing the risks associated with design, planning and production of public and private events Risk Management for Meetings and Events is a comprehensive and practical guide which supports academic and professional development programs that prepare individuals for entering or advancement in the meeting and event management industry.

The most researched, documented, and comprehensive manifesto on experiential marketing. As customers take control over what, when, why, and how they buy products and services, brands face the complete breakdown and utter failure of passive marketing strategies designed more than a half-century ago. To connect with a new generation of customers, companies must embrace and deploy a new marketing mix, powered by a more effective discipline: experiences. Experiential marketing, the use of live, face-to-face engagements to connect with audiences, create relationships and drive brand affinity, has become the fastest-growing form of marketing in the world as the very companies that built their brands on the old Madison Avenue approach—including Coca-Cola, Nike, Microsoft, American Express and others—open the next chapter of marketing. . . as experiential brands. Using hundreds of case studies, exclusive research, and interviews with more than 150 global brands spanning a decade, global experiential marketing experts Kerry Smith and Dan Hanover present the most in-depth book ever written on how companies are using experiences as the anchor of reinvented marketing mixes. You'll learn: The history and fundamental principles of experiential marketing How top brands have reset marketing mixes as experience-driven portfolios The anatomy of a brand experience The psychology of engagement and experience design The 10 habits of highly experiential brands How to measure the impact of experiential marketing How to combine digital and social media in an experiential strategy The experiential marketing vocabulary How to begin converting to experiential marketing Marketers still torn between outdated marketing models and the need to reinvent how they market in today's customer-controlled economy will find the clarity they need to refine their marketing strategies, get a roadmap for putting their brands on a winning path, and walk away inspired to transition into experiential brands.

The Complete Guide to Careers in Special Events

A Practical Guide to Interactive Brand Experiences

Events Feasibility and Development

Experiential Marketing

Event Planning: Management and Marketing for Successful Events

Successfully Pitch Your Creative Ideas to Bosses, Clients & other Decision Makers

See:

Conferences, symposiums, and other large events that take place at far away hotels require many hours of preparation to plan and need a capable event staff to market. Without the innovative technologies that have changed the face of the tourism industry, many destinations would be unequipped to handle such a task. Impact of ICTs on Event Management and Marketing is a collection of innovative research on the methods and applications of information and communications technologies on almost all facets of hospitality and tourism-related businesses including hotels, restaurants, and other tourism areas. While highlighting topics including digital marketing, artificial intelligence, and event tourism, this book is ideally designed for business managers, event planners, and marketing professionals.

*Marketing Destinations and Venues for Conferences, Conventions and Business Events covers key areas in marketing and promotion, such as: * Trends and issues in destination and venue marketing * Strategic marketing planning, ROI and strategy evaluation * Destination and venue selling strategies * Future challenges, opportunities and supply-side developments*

Dealing with event management in developing countries, specifically South Africa, this textbook confronts the specific challenges of creating well-run events in places where world-class catering and party supplies are not as readily available as in developed nations.

Complete with advice about all aspects of managing an event, the second edition incorporates additional graphs, tables, and photographs, as well as new material about the legal aspects of event planning.

Real World Cases and Data Sets for Hands on Learning

Marketing Your Event Planning Business

Events Project Management

Powerful Exhibit Marketing

How to Navigate Clueless Colleagues, Lunch-Stealing Bosses, and the Rest of Your Life at Work

The 21st Century Meeting and Event Technologies

Become an event planning pro & create a successful event series

A modern, completely updated guide to effective event marketing As the events market becomes increasingly saturated, it is essential for a successful event professional to understand the use of strategic marketing plans. Events are everywhere—in the U.S. alone, there are more than 2,500 music festivals a year, for example, while the UK hosts over 70 different beer festivals each year. In such a crowded market, how can the event planner ensure that his or her event stands out? Marketing expert Chris Preston has the answers in this second edition of Event Marketing. From the basics of promoting an event to the use of events as marketing strategies themselves, Preston provides straightforward advice and information on all the latest event marketing techniques. The book begins with sections on what "event marketing" really means, and how the field has evolved throughout time. Preston then explores event marketing strategies from both a conceptual and practical standpoint, and provides information on sponsorship and corporate branding. The book covers marketing for all types of events, including festivals, corporate and association events, and social functions, and a full chapter on digital event marketing covers all the latest e-marketing strategies. Case studies provide real-world examples of successful marketing efforts, while Discussion Questions for each chapter provide opportunities for further exploration of key concepts. As marketing becomes an increasingly important skill for event management professionals, this completely revised second edition of Event Marketing will be a must-have for working professionals, students, and aspiring event planners everywhere.

Innovative Marketing Communications for Events Management provides students and event managers with a complete insight into the strategic and innovative marketing of events of all scales and nature. The book builds a conceptual framework for the development, planning, implementation and evaluation of innovative communication strategies for the marketing of events, and the effective use of events as an innovative communications method in general organizational marketing. With a strong practical underpinning, Innovative Marketing Communications for Events Management emphasises to event managers the importance of effectively integrating a range of tools and techniques to communicate the event and provides them with a better understanding of how a variety of private and public sector organisations can use events within their communication strategies.

Authored by a well-known figure in the field. Overview chapters explore topics such as electronic marketing strategies, funding, budgeting, promotion, and advertising. Individual chapters address the differences involved in marketing different types of events. Examines

future trends and key issues such as how to reach new event attendees. Includes appendices with sample forms, contracts, and more.

Events As a Strategic Marketing Tool

The Event Marketing Playbook - Everything You'll Ever Need to Know About Events

Event Management Simplified

Marketing For Dummies

Marketing Management for Charitable and Nongovernmental Organizations

Event Marketing: How to Successfully Promote Events, Festivals, Conventions, and Expositions, 2nd Edition

Sustainable management is an important consideration for businesses and organisations, and the enormous number of tourism events taking place requiring facilities, power, transport, people and much more makes sustainable event planning a considerable priority. By looking at mega events, sports events, conferences and festivals, this book uses best practice case studies to illustrate sustainable management issues and practical considerations that managers need to apply, providing an essential reference for researchers and students in leisure and tourism.

From the creator of the popular website Ask a Manager and New York's work-advice columnist comes a witty, practical guide to 200 difficult professional conversations—featuring all-new advice! There's a reason Alison Green has been called “the Dear Abby of the work world.” Ten years as a workplace-advice columnist have taught her that people avoid awkward conversations in the office because they simply don't know what to say. Thankfully, Green does—and in this incredibly helpful book, she tackles the tough discussions you may need to have during your career. You'll learn what to say when • coworkers push their work on you—then take credit for it • you accidentally trash-talk someone in an email then hit “reply all” • you're being micromanaged—or not being managed at all • you catch a colleague in a lie • your boss seems unhappy with your work • your cubemate's loud speakerphone is making you homicidal • you got drunk at the holiday party Praise for Ask a Manager “A must-read for anyone who works . . . [Alison Green's] advice boils down to the idea that you should be professional (even when others are not) and that communicating in a straightforward manner with candor and kindness will get you far, no matter where you work.”—Booklist (starred review) “The author's friendly, warm, no-nonsense writing is a pleasure to read, and her advice can be widely applied to relationships in all areas of readers' lives. Ideal for anyone new to the job market or new to management, or anyone hoping to improve their work experience.”—Library Journal (starred review) “I am a huge fan of Alison Green's Ask a Manager column. This book is even better. It teaches us how to deal with many of the most vexing big and little problems in our workplaces—and to do so with grace, confidence, and a sense of humor.”—Robert Sutton, Stanford professor and author of The No Asshole Rule and The Asshole Survival Guide “Ask a Manager is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way.”—Erin Lowry, author of Broke Millennial: Stop Scraping By and Get Your Financial Life Together

Consumers are constantly inundated with repetitive traditional advertising messages, bombarding their lives, interrupting their TV shows and generally getting in the way. The consumer does not feel any real emotional connection with these brands, and if they do buy, it is simply because the brand that shouted the loudest got their attention. This outdated approach to marketing communications is dying, and fast. Brands are realising that to secure the lifetime value of their customers by gaining true customer loyalty, they must give something back. The relationships between brands and their target audiences are being revolutionized. Experiential Marketing looks at the new experiential marketing era, which focuses on giving target audiences a fabulous brand-relevant customer experience that adds value to their lives. Experiential marketing is made up of live brand experiences - two way communications between consumers and brands, which are designed to bring brand personalities to life. This book demonstrates how experiential marketing fits in with the current marketing climate, and how to go about planning, activating and evaluating it for best results. This is essential reading for both advertising and marketing practitioners, and marketing students.

This book provides events management students with an accessible and essential introduction to project management. Written by both academics and industry experts, Events Project Management offers a unique blend of theory and practice to encourage and contextualise project management requirements within events settings. Key questions include: What is project management? How does it connect to events management? What is effective project management within the events sector? How does academic theory connect to practice? The book is coherently structured into 12 chapters covering crucial event management topics such as stakeholders, supply chain management, project management tools and techniques, and financial and legal issues. Guides, templates, case study examples, industry tips and activity tasks are integrated in the text and online to show practice and aid knowledge. Written in an engaging style, this text offers the reader a thorough understanding of how to successfully project manage an event from the creative idea to the concrete product. It is essential reading for all events management students.

Start Your Own Event Planning Business

Successful Boothmanship and Booth Design

The Event Marketing Handbook

Event Management

Powerful Tools for Better Planning, Marketing, and Evaluation

The Complete Guide to Successful Trade Shows, Conferences, and Consumer Shows

Are you interested in learning how event marketing can drastically improve your business and profits? Are you tired of getting nowhere fast? The event marketing playbook is a strategic guide that explains how to setup, promote and profit from events. Whether you are planning events for a nightclub, conference, trade show, executive retreat, golf outing, corporate or customer appreciation events, company dinner, holiday party, fundraising gala, team building events or even product launch events, this book will teach you how to create events that attract new customers, referrals and a consistent flow of sales that you can rely on. This book will teach you the importance of event marketing, reveal 26 ideas on how to get paid more money, and best practice examples and templates for the event planning process. If you want to learn everything you'll ever need to know about event marketing, this is the book for you! What is inside of this book? >> Event Marketing Basics Benefits of Event Marketing 26 Ideas for Getting Paid More Event Marketing Goal Guide Examples of the Event Planning Process Sample Event Action Plan >> 3 Month Event Marketing Timeline Top 10 Ways to Generate Sales at the Event 5 Social Media Strategies for Event Promotion Top 3 Event Management & Ticketing Systems 10 Questions You Need to Ask Venues 21 Types of Venues Who Will Accommodate >>How to Attract Corporate Sponsors 15 Types of Staff You Need to Hire 11 Reasons Sponsors Will Give You Money 8 Strategies to Generate Massive Exposure Where to Hire Temporary Event Staff >> Top Revenue Generation Strategies 10 Ways to Increase Revenue on Event Day Over 15 Event Marketing Resources with Links FAQ's on Events and Getting Started

A fully updated guide to the state-of-the-art guidelines, strategies, and new technologies in modern event planning A must-have resource for every event planner, manager, caterer, and student, this in-depth guide covers all aspects of the event planning process. Written by expert event manager Julia Rutherford Silvers, the book outlines the tools and strategies to effectively procure, organize, implement, and monitor all the products, vendors, and services needed to bring an event to life. Enhanced throughout with useful checklists, tables, and sample forms, the book includes chapters on everything from Developing the Event Site and Providing the Event Infrastructure to Ancillary Programs, Food and Beverage Operations, and Vendors and Volunteers. The practical information is supplemented throughout the book by "On-Site Insights" featuring real-world examples from successful event planners, as well as chapter objectives, discussion questions, and exercises in professional event coordination to help readers build key skills and test their knowledge. From weddings to corporate conferences and from intimate events to huge festivals, Professional Event Coordination is a versatile guide to planning events of all kinds.

As the events market becomes increasingly saturated, it is essential for a successful event professional to understand the use of strategic marketing plans. Events are everywhere—in the U.S. alone, there are more than 2,500 music festivals a year, for example, while the UK hosts over 70 different beer festivals each year. In such a crowded market, how can the event planner ensure that his or her event stands out? Marketing expert Chris Preston has the answers in this second edition of Event Marketing. From the basics of promoting an event to the use of events as marketing strategies themselves, Preston provides straightforward advice and information on all the latest event marketing techniques. The book begins with sections on what "event marketing" really means, and how the field has evolved throughout time. Preston then explores event marketing strategies from both a conceptual and practical standpoint, and provides information on sponsorship and corporate branding. The book covers marketing for all types of events, including festivals, corporate and association events, and social functions, and a full chapter on digital event marketing covers all the latest e-marketing strategies. Case studies provide real-world examples of successful marketing efforts, while Discussion Questions for each chapter provide

opportunities for further exploration of key concepts. As marketing becomes an increasingly important skill for event management professionals, this completely revised second edition of Event Marketing will be a must-have for working professionals, students, and aspiring event planners everywhere. This introduction to Event Sponsorship provides students with an essential understanding of the important role of sponsorship in an event, how this can be gained and successfully managed to the benefit of both the sponsor and sponsee. The text starts with an investigation of the origins of sponsorship and then considers all important elements of Events sponsorship management. It considers what sponsorship is, its history and evolution, what its marketing uses are, how it can be used efficiently; the benefits it can bring to an event; and how its results can be measured. It also considers other funding sources for events including government grants, crowd source funding and merchandising. To reflect changes in the way firms communicate with their customers, there is a strong focus on the use of social media, e - marketing and technology in sponsorship. The text uniquely considers topics of sponsorship from perspective of both the sponsor and the sponsee (the event) to provide a holistic view of the sponsorship process. Case Studies are integrated throughout to show how both small and large scale events have successfully gained and used sponsorship as well as potential pitfalls to avoid. Learning outcomes, discussion questions and further reading suggestions are included to aid navigation throughout the book, spur critical thinking and further students' knowledge. This is essential reading for all students studying Events Management.

A Professional and Developmental Approach

Event Marketing

Secrets, Strategies, and Success Stories from the World's Greatest Brands

How To Successfully Promote Events, Festivals, Conventions And Expositions

Exhibit Marketing and Trade Show Intelligence

Place Event Marketing

Although there is significant research on large events that take place within athletics, small-scale events are largely ignored, in part due to the lack of press that they generate. However, these events require planning and preparation in the same way that larger sporting events do. This disparity between the effort that goes into the event and the attention the event draws allows for a gap in strategy or information available to those planning smaller scale athletic events. Principles and Practices of Small-Scale Sport Event Management is a cutting-edge reference publication that examines the successful organization and planning of small-scale sporting events. Featuring a wide range of topics such as community engagement, event planning, and sports management, this book is ideal for event planners, sports managers, marketers, academicians, practitioners, industry professionals, researchers, event organizers/coordinators, and students.

"Exhibition organizers and venue managers must have a thorough knowledge of their customers and they must be very close to the industries they serve. We must react rapidly to their changing needs and even be ahead of the curve in providing the tools and services which they'll need to successfully meet their business objectives. This book, Exhibit Marketing and Trade Show Intelligence, will assist all those in the exhibition industry to stay on top of trends and changes as we work to improve our customer's ROI and at the same time strengthen our own bottom line." Paul Woodward Managing Director UFI, the Global Association of the Exhibition Industry "The Exhibit and Event industry has been rapidly expanding over the past several years and offers many global opportunities for a fascinating and rewarding career. Exhibit Marketing & Trade Show Intelligence provides those interested in a career in Exhibit and Event Management a solid foundation on how to become a valuable asset to any organization." Jim Wurm, Executive Director Exhibit & Event Marketers Association (E2MA) "Dr. Klaus Solberg Soilen's book is a vital handbook for all marketers who work with exhibitions as a marketing tool. The book provides clear and extremely useful recommendations for actions before, under and after the exhibition has taken place". Svend Hollensen, author of "Global Marketing"(Pearson) and Associate Professor of International Marketing at the University of Southern Denmark.

Event MarketingHow to Successfully Promote Events, Festivals, Conventions, and ExpositionsWiley

Whether you want to break into this burgeoning industry, or you simply need to plan an event and don't know where to start, there's something for all would-be event planners in Event Management For Dummies. Packed with tips, hints and checklists, it covers all aspects of planning and running an event – from budgeting, scheduling and promotion, to finding the location, sorting security, health and safety, and much more. Open the book and find: Planning, budgeting and strategy Guests and target audience Promoting and marketing events Location, venue and travel logistics Food, drink, entertainment and themes Security, health and safety, permissions, insurance and the like Tips for building a career in event management

Event Management For Dummies

Professional Event Coordination

Urban Events, Place Branding and Promotion

IdeaSelling

Event Planning

Become an Event Planning Pro and Create a Successful Event Series

Urban Events, Place Branding and Promotion explores the phenomenon of place event marketing, examining the ways in which events are used to brand and disseminate information about a place. It provides a novel contribution to the literature, capturing the growing interest in place promotion, and offers in-depth insights on the role of events. With a focus on urban locations, this book defines the scope and concept of place event marketing. It demonstrates that different kinds of events, for leisure and business, can be used to successfully develop, promote and brand different types of places. Individual chapters written by a variety of leading academics explore how various public and non-governmental institutions that deal with promotion and marketing communications of places can implement event marketing activities and how such institutions organize, co-organize and sponsor different events. The effects of event marketing activities on urban place promotion and branding are thoroughly explored through a variety of international empirical case studies. This will be of great interest to upper-level students and researchers in events marketing and management, tourism and the broader field of urban geography. The concluding chapter also proposes future research directions.

Have you ever been tempted by a credit card company giving away free blankets or t-shirts at a football game in exchange for a credit card application? Have you been approached by a skimpily-dressed young woman offering samples of fruity alcohol at a local bar? Each of these unique experiences offers a glimpse at what twenty-first century event marketing can be. Experiences, encounters and events have come to play an ever-growing role in marketing as their impact is more fully understood. As a profession, however, event marketing is still a relatively new field, with most available literature covering practical project management rather than the strategy behind including events in a marketing campaign. The events industry now includes events of all sizes from the Olympics down to business breakfast meetings. Many industries, charitable organizations, and interest groups hold events in order to market themselves, build business relationships, raise money or celebrate achievement. Events are considered one of the strategic marketing and communication tools by companies of all sizes. From product launches to press conferences, companies create promotional events to help them communicate with clients and potential clients. A number of elements such as music, live entertainment or even the particular venue may be used to influence the tone and atmosphere of an event. Event marketing strategies leave a lasting, brand-focused impression of fun by grabbing the attention of a group of people who are gathered together. If executed successfully, event marketing will provide each of them with an experience that will resonate in their minds. The book Event as a Strategic Marketing Tool describes how events can be used as a strategic tool in marketing practices. The book addresses the development of the experience economy, events, and event marketing. Subsequently, the book covers the various areas of marketing within which experiences play a role, such as branding, relationship marketing and city marketing.

The Complete Guide to Careers in Special Events offers students real-world examples and strategies for identifying their best job in special events, securing that job, and developing resources and contacts to sustain career success. The author includes specific information on the necessary skills needed to be successful in this industry, and teaches students ways to best present this to potential employers, and concludes with networking advice and strategies to ensure career growth and success. Every event requires planning--and it starts with understanding the needs of your client. Finding a job is no different--it is its own special event, and following the same planning process can lead you to the job you desire!

Creating special events may look easy to those who attend, but to do it well requires a great deal of knowledge, creativity and organizational skill. Event Management Simplified contains a wealth of information and how-to knowledge that can be used by both seasoned event planners and those just learning the ropes. Contained within these pages is information about:

- Skills needed to be an event professional and where to find jobs*
- Insider tips and strategies for "thinking outside of the box"*
- Identifying event demographics and laying a strong foundation*
- Examples, systems, timelines and worksheets for all event elements*
- Determining if committees are needed and how to keep them on track*
- Ideas for recruiting sponsors, donors, exhibitors and attendees*
- Risk management, obtaining permits, and working with jurisdictions*
- Elements of negotiating contracts with venues, vendors and others*
- Food and beverage tactics for menu planning, service and contracting*
- Ways to market and promote your event*
- Creating site plans and logistics schedules*
- Contracting for stage, sound, lighting, electronic media, entertainment*
- Using volunteers for maximum effect*
- Pre- and post-event activities*

The easy-to-read format and systems in Event Management Simplified have been successfully used by event planners of all skill levels and by academic institutions as a teaching tool. We guarantee this book will pay for itself many times over in time and financial gain.

How to Successfully Promote Events, Festivals, Conventions, and Expositions

Marketing Destinations and Venues for Conferences, Conventions and Business Events

Beyond Logistics and Planning

The Ultimate Guide To Successful Meetings, Corporate Events, Fundraising Galas, Conferences, Conventions, Incentives and Other Special Events

Sold Out

This bestselling all-in-one guide to the event planning business is back and better than ever, fully updated and revised to reflect the very latest trends and best practices in the industry. This handy, comprehensive guide includes forms, checklists, and tips for managing events, as well as examples and case studies of both successful and unsuccessful events. Judy Allen (Toronto, ON, Canada) is founder and President of Judy Allen Productions, a full-service event planning production company.

Master practical strategic marketing analysis through real-life case studies and hands-on examples. In Cutting Edge Marketing Analytics, three pioneering experts integrate all three core areas of marketing analytics: statistical analysis, experiments, and managerial intuition. They fully detail a best-practice marketing analytics methodology, augmenting it with case studies that illustrate the quantitative and data analysis tools you'll need to allocate resources, define optimal marketing mixes; perform effective analysis of customers and digital marketing campaigns, and create high-value dashboards and metrics. For each marketing problem, the authors help you: Identify the right data and analytics techniques Conduct the analysis and obtain insights from it Outline what-if scenarios and define optimal solutions Connect your insights to strategic decision-making Each chapter contains technical notes, statistical knowledge, case studies, and real data you can use to perform the analysis yourself. As you proceed, you'll gain an in-depth understanding of: The real value of marketing analytics How to integrate quantitative analysis with managerial sensibility How to apply linear regression, logistic regression, cluster analysis, and Anova models The crucial role of careful experimental design For all marketing professionals specializing in marketing analytics and/or business intelligence; and for students and faculty in all graduate-level business courses covering Marketing Analytics, Marketing Effectiveness, or Marketing Metrics

Events Feasibility and Development: From Strategy to Operations answers two fundamental questions faced by all events planners and organizers: how do I justify this event to the client? and why are we spending money on this event?. With a user-friendly learning structure containing bullet points, questions and exercises and international case studies (Australian Taxation Office, Saudi Arabian events returns, Fuji-Xerox events), Events Feasibility and Development: From Strategy to Operations looks at issues such as: the process of creating a feasibility study events forecasting models and cost/benefit analysis types of events (exhibitions, sports, festivals) and their benefits and returns project management tools for measuring return on investment. Companion website: www.eventsfd.com -- contains videos, colour photos and a list of related resources.

Here is the first book to specifically and comprehensively address the rapid changes and advances in technology in the planning, management, and marketing of meetings and events. The multigenerational trio of authors, including Joe Goldblatt and two of his former students, Seungwon "Shawn" Lee and Dessislava Boshnakova, cover the most important aspects of using technology for today's meetings and events, such as How to harness the power of social media How to use crowdsourcing effectively How to choose appropriate room layout design software How to manage and use guest-generated content How to measure and evaluate your success How to choose meeting registration software How to promote your meeting with blogs, websites, podcasts, and more How to hold virtual meetings and events How to use search engine optimization to advantage The area of meeting and event technology is a fast-growing component of the meetings, incentives, conventions and exhibition (MICE) industry. With a foreword by Corbin Ball, an internationally renowned speaker, consultant and writer in the meetings and events technology field, The 21st Century Meeting and Event Technologies will be an essential resource for hospitality students and business professionals. Faculty may request an examination copy from info@appleacademicpress.com. Please provide your name and title, course title, course start date, current text, number of students, and your institution address.

Event Sponsorship

Risk Management for Meetings and Events

Impact of ICTs on Event Management and Marketing

Ask a Manager

Cutting-edge Marketing Analytics

Management of Event Operations

Practical, prescriptive advice on successfully marketing your event planning business Recent years have been tough on the event planning industry. The terrorist attacks of September 11, 2001, economic downturns, wars, and SARS have all negatively impacted the business. There are fewer corporate dollars dedicated to travel budgets and special events, creating even more pressure on businesses in an already highly competitive industry. This book tells you all you need to know to market your business and build your client base in good times and bad. Marketing Your Event Planning Business shows you how to gain a competitive advantage by setting yourself apart from the competition, pursuing new markets, and soliciting sales. It covers all the vital topics in event planning marketing, including how to diversify your client base, develop niche markets, improve your customer service, establish emergency business plans, and much more. Ideal for event planners, marketing managers in the industry, and professionals in the hospitality, culinary, or travel industries Includes actionable advice on successfully marketing an event planning business Features illustrative examples, practical tips, and useful checklists and other resources Marketing Your Event Planning Business is packed with practical tips and examples, giving you creative new ways to showcase your talents, build your business, and bring added value to your clients.

START YOUR OWN EVENT PLANNING BUSINESS AND CELEBRATE ALL THE WAY TO THE BANK! Weddings, graduations, birthday parties, anniversaries, and conferences—what do these all have in common? Everyone would rather hire someone else to plan and run them! That someone can be you. Take your passion for event planning to the next level with in-the-trenches advice and tools you need to start, run, and grow a successful business. From writing a solid contract to finding reliable vendors, our experts help you identify your niche, teach you how to scout potential clients, evaluate the competition, market your business, and more. Discover how to: Identify a niche and establish yourself within the industry Build a loyal customer base for large and small events Implement targeted strategies for planning commercial, political, civic, social events, and more Promote your business, events, and yourself with Pinterest, Instagram, and other social and online marketing tools Develop proposals, vendor agreements, contracts, and manage day-to-day operations and costs Keep within budget using money-saving tips and industry-tested ideas Plus, gain valuable insights from interviews with practicing event planners, and stay on track with checklists, worksheets, and other resources. Everything you need to make your event planning business a successful reality is right here—get the party started today!

The classic, bestselling marketing guide, updated for the digital era Marketing For Dummies, 5th Edition is the ultimate handbook for boosting your business. Whether you're a small mom-and-pop shop, a local nonprofit, or a mid-size business looking to grow, the right marketing approach can make your company or organization stand out from the crowd. This book shows you how to find, reach, and engage with your customers in a way that brings in business. This new edition, updated to align with the latest marketing revolution, introduces you to essential techniques including search engine, guerrilla, global, and behavior marketing. You'll learn where to find your people, and how to give them what they want—how they want it—using behavioral techniques. You'll discover inexpensive online marketing and promotion tools, proving that budget doesn't have to be an insurmountable obstacle. You'll find up-to-date marketing plans, resources, and examples throughout to help you get out there and get your business noticed today! Today's marketing treats every aspect of customer interaction—including customer service and the product itself—as an opportunity to grow. This book shows you how to harness the power of these techniques to drive traffic, boost sales, and move your business forward. Turn web visibility into real-world traffic and sales Reach the right people at the right time Develop a cohesive marketing plan for any budget Source locally, market dynamically, and connect with your community Whether you're looking for fundamental marketing skills, seeking guidance on social media and analytics, or need a full-blown comprehensive web marketing strategy, this book has you covered. Marketing For Dummies, 5th Edition helps you open the door to a new, more successful phase of business. This accessible book introduces students to the theories, concepts and skills required to promote an event successfully. To promote an event effectively it is essential to understand marketing, but it is also important to recognise that it is not just consumers who are the audience: other publics who may not necessarily attend can have a fundamental effect on the success of an event as well. Uniquely therefore, this book covers two related themes: marketing and public relations in an events context. This will offer events planners a comprehensive guide on how to promote events to a range of audiences, and on how to use this to manage an event's long-term reputation. The book focuses on core marketing and PR current theory specifically relevant to the events industry and introduces topics such as marketing strategy, the consumer, marketing PR and how to use the internet to promote events. It integrates a range of international case studies from small-scale events to mega-events to help show how theory can be applied in practice. It further includes inserts of interviews with practitioners in the field, to offer insight into the realities of event communication and to show how to overcome potential pitfalls. Learning outcomes, discussion questions and further reading suggestions are included to aid navigation throughout the book, spur critical thinking and further students' knowledge. The book is essential reading for all students studying Events Management, and provides valuable reading for students, academics and practitioners interested in marketing and public relations in general.

How to Successfully Promote Events, Festivals, Conventions, and Expositions Wiley E-Text Reg Card

Promoting and Marketing Events

Event Management and Sustainability

Innovative Marketing Communications

Nonprofit Marketing

Theory and Practice

A complete guide to successful trade shows and exhibitions Trade shows, consumer shows, product launches, sporting events, and other opportunities to interact face-to-face with customers have become an important part of the marketing mix. Recent studies show that the percentage of the total marketing communications budget spent on event marketing ranged from over 9% to a staggering 29%. In 2003, North America alone hosted over 13,000 trade and consumer shows, each one with hundreds of exhibitors, and thousands of visitors. Beyond traditional trade shows, there are countless other opportunities for exhibitors to interact with their customers directly and improve the bottom line, such as mall displays, corporate events, road shows, and permanent displays. Well chosen and executed events can shorten the sales cycle significantly and put you miles ahead of the competition, but you need to have an exhibit plan that's well thought out, organized, and executed. While some large organizations have a dedicated exhibit staff, often the role of exhibit management lands on the

desk of an unsuspecting, overworked, or unwilling sales or marketing person who needs to get results from their exhibit investment, but doesn't know where to start. The Power of Exhibit provides the step-by-step advice you need to exhibit successfully. This definitive guide to trade shows and other event marketing shows how to set objectives, budget for your event and measure its success in ROI, choose the right show and find the right audience, turn leads into business, design booths, work the show, gather information and intelligence, and much more.

Don't let your creative ideas get picked apart and put down! If you're like most creative people, chances are high that you've had your share of ideas rejected by clients or decision makers. While we sometimes make the mistake of believing ideas should sell themselves, the fact is that the better and bolder the idea, the more it needs selling. This book contains powerful techniques to help you sell your ideas to those with approval power. You'll find tips from designers, writers, marketers and other creative professionals, along with meaty advice from selling and branding gurus. In no time, you'll be able to convince those who hold the purse strings that your ideas are worth pursuing and investing in. "Designers have a little known secret: Designing something is the easy part, getting others, specifically clients, to embrace that design is the real hard part. Harrison has put together dozens of tips that, if applied correctly, independently or in unison, will help you get those great design ideas approved." —Armin Vit and Bryony Gomez-Palacio, authors of *Graphic Design, Referenced A Creative Approach to Gaining the Competitive Edge*
Principles and Practices of Small-Scale Sport Event Management
Top Event Marketing Strategies to Create Social Media Buzz for Your Next Event
Your Step-By-Step Guide to Success