



3rd Annual

Spotlight on the Mid-Atlantic Montgomery County, MD



October 31-November 2, 2019 in Montgomery County, MD

Networking * Business Building * Education * Itinerary Design * Site Visits

Details on FAM coming Soon



Thursday, October 31, 2019

Arrival

Welcome Reception

Friday, November 1, 2019

Sponsored Continental Breakfast

Keynote Speaker

Trade Show

Sponsored Lunch

Itinerary Planning Session

Sponsored Dinner and Event

Saturday, November 2, 2019

Sponsored Continental Breakfast

Itinerary Sharing

Best Practices

Spotlight Concludes

See Reverse Side for Registration Forms

FAM Tour – Details Available Soon!



What is Spotlight?

Spotlight Travel Network is an informal group of travel professionals throughout North America who value and seek mutually successful business relationships. There are no membership fees. We just ask that you participate by building open and honest relationships, pursue growth and learning, and adhere to the Spotlight "family spirit". Spotlight Travel Network launched on August 1, 2013, forming the foundation from which a growing family of tour and travel conferences could grow. The flagship - Spotlight on the Southwest - is now in its 20th year. In 2014, Spotlight on the Southeast debuted as the first expansion of the franchise and has experienced unprecedented growth and success. Spotlight on the Northwest premiered in 2016, followed closely by Spotlight on the Mid-Atlantic in 2017.



With annual regional conferences conducted throughout the country, Spotlight combines educational seminars, networking functions, and a trade show. Tour operators are primarily domestic (including Canada) and range from small operations to large receptive companies (and everything in between). The ratio of suppliers to operators is never more than 2 to 1. Spotlight is casual and intimate. We don't just network - we build relationships at Spotlight. There are three days of interaction in which to conduct business. The goal is to build lasting relationships. New tour itineraries to off the beaten path destinations are highlighted, using the closest regional cities as arrival and departure points. We truly believe that once you experience the Spotlight difference, you'll be sold on our brand of doing business in a warm, casual, fun, and professional way.

FAM Tour for Buyers – Details Available Soon!

SUPPLIER REGISTRATION FORM

Registration fee of \$595 includes all seminars and several meals. The price after September 1, 2019 is \$695. Additional delegate fee is \$295 per additional delegate. Up to three delegates are allowed per company. Payment is due with registration form. Any cancellations must be submitted in writing and must be received by September 1, 2019, to receive a refund.

Company: _____

Delegate(s): _____

Address: _____

City/State/ZIP: _____

Phone: _____

Email: _____

Delegate Registration Amount Due: _____

SPONSORSHIP OPPORTUNITIES:

Registration Bags		\$ 750
Tour Operator Profile Notebooks		\$ 500
Name Badges		\$ 500
Seminar Sponsor		\$ 500
Early Bird Reception Co-Sponsor	from	\$2000
Lunch	from	\$3500
Dinner	from	\$5000
Continental Breakfast	from	\$1000

Total Amount Enclosed: _____

Please make checks payable to Free Spirit Vacations and mail with registration form to:

Free Spirits Vacations and Events

PMB 217; 835 W Warner Rd #101, Gilbert, AZ 85233

Phone: 480-926-5547 Email: sue@freespiritvacations.com

BUYER REGISTRATION FORM

Delegate Registration includes all seminars, most meals, networking functions, two night accommodations, and trade show. The price for registration is \$295 if paid by September 1, 2019. The price after September 1, 2019 is \$395. Additional delegate fee is \$295 per additional delegate for the conference. Up to three delegates are allowed per company. IF additional delegates are sharing a room, the additional delegate fee is only \$147.50 per person. Payment is due with registration form. Any cancellations must be submitted in writing and must be received by September 1, 2019, to receive a refund.

Company: _____

Delegate(s): _____

Address: _____

City/State/ZIP: _____

Phone: _____

Email: _____

Room Type: Single _____ Double _____

Smoking _____ Non-Smoking _____

Will you be participating in the Pre-Fam Tour? _____

Arrival Date: _____ Time: _____

Flight No. _____

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PLEASE NOTE: ALL BUYERS MUST BE APPROVED BY HOST DESTINATION COMMITTEE. Once a registration is received, a profile will be sent in order to qualify.