



Osprey Hotel & Spa, Co. Kildare, Ireland

19th – 20th June 2017

Partnership Opportunities





*“In a recent global survey undertaken by the Harvard Business Review, **79%** said that in-person meetings are the most effective way to meet new clients to sell business....*

*... and **95%** said that face-to-face meetings are the key factor in successfully building and maintaining long-term relationships.”*

Introduction

Spa Life International, supported by Fáilte Ireland and Meet in Ireland, is the premier conference, business development and networking event for Spa Professionals and will be coming to Ireland for the first time in 2017.

Spa Life International is a hugely successful professional event because of its unique format of mixing serious business with serious fun!

As an official event Partner you will enjoy a friendly, relaxed, yet professional environment to make new contacts and exploit the many business development opportunities that arise from meeting face-to-face with senior decision-makers.

Much more than just a Conference, SPA LIFE INTERNATIONAL (Ireland) will provide you with an unparalleled combination of exposure to: new product innovations, shared industry insights, extensive networking opportunities and quality management education.

Spa Life International (Ireland) will in fact deliver 5 events in 1:

- 1 EXPO Arena**
As an Official Event Partner or sponsor you will enjoy a dedicated display space in the EXPO Arena to show-case your brand, products or services to our entire audience for the duration of the Event.
- 2 SPA LIFE Forum**
In this exclusive, professional meeting forum you will meet face-to-face with senior decision makers from the leading spa venues, hotels and resorts in Europe. Access to the SPA LIFE Forum will be available exclusively to our Conference Partners.
- 3 SPA-RTY Networking Social**
The unique SPA-RTY (Party in the Spa) offers use of the fabulous spa facilities plus drinks & nibbles and plenty of networking with colleagues and peers from the spa industry. A great way to meet people and make new contacts.
- 4 Gala Dinner**
After the intensity of the speed-dating FORUM on day 1, there's no better way to relax and recharge than by letting your hair down with new friends and colleagues from the industry to enjoy a delicious, 3 course meal plus musical entertainment – and even dancing for those so inclined.
- 5 Spa Life International Spa Convention**
With many additional senior spa operators attending the Conference on the second day of the event, as an Event Partner you will have the opportunity to showcase your products to a wide range of senior buyers from the Industry's leading operators plus a full day of seminars for your team.

No other spa event provides you with greater convenience, flexibility and value-for money!



Partnership Benefits

As an official Partner of Spa Life International you will enjoy a number of benefits for your business including, but not limited to, those listed below;

- Guaranteed face-to-face meetings with key decision-makers in the Spa Life International Forum - (access reserved exclusively for Event Partners)
- Fully Hosted package – includes accommodation, lunches, dinner, plus refreshments during the event
- Extensive access to buyers from the Industry’s leading spas
- Dedicated display space over 2 days in the Supplier EXPO – the central hub of the Venue
- Exceptional networking opportunities including the exclusive pre-event SPA-RTY and the Gala Dinner.
- Inclusion of Company logo on SPA LIFE Web Site including links to your own site
- Inclusion of Company logo on all marketing materials (subject to date of signing)
- Improved SEO ranking via links from the Event web site
- Product sampling opportunities via a ‘Spa Life Goody Bag’

Limited availability:

Sponsorship opportunities at this unique spa industry event are limited to just 25 companies and all applications will be allocated on a **first come, first served** basis so we recommend you register your interest as soon as possible.

Contact us today: +44 (0) 1268 745892

Email: info@spa-life.ie

What our Sponsors say...

"Spa Life is a well organised, professional event and a fantastic way to do business. We get to meet the key decision makers face-to-face and have some serious conversations but the organisers always create a very relaxed atmosphere and before you know it you're having fun and generating new business at the same time"
Emma Roberts, Head of Sales, VOYA

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"Congratulations on a very well organised event. It was spot on from the first minute to the last."
Graham Quinn, MD, Graham Anthony

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"Spa Life is such an important event for the spa industry because it brings so many like-minded people together in a professional and friendly environment, which encourages collaboration and truly positive networking; it is a fantastic opportunity for people to talk; to have those face-to-face conversations, not only with potential customers but also with each other".
Debbie Lewis, MD, Clarins (UK) Ltd

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"Spa Life has quickly become the one 'must-attend' event in the spa industry calendar as it is attracting the right audience into an environment which is far more beneficial for discerning brands to conduct professional business compared with larger, more diverse exhibition environments – and it's such great value for money".
Carole Jones, MD, Germaine de Capuccini

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"Having so many quality operators under one roof at a good quality conference, plus the supplier show-case is a great combination. We have attended every year and always pick up two or three new clients as a direct result of the Event!"
Barbara Cook. MD, BC Softwear

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"Spa Life is a great event for us. We have supported the UK event from the beginning and we always do very well from it in terms of new business. We also supported the inaugural event in Germany in 2016 and we would love to be part of the launch of Spa Life Ireland in 2017".
Lisa Gerrard. MD, Mi Cosmetics

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"I have been delighted with the success we achieved at Spa Life. This year, it not only exceeded my expectations in providing education for my team but also provided the perfect arena to introduce our brand to many new Operators. [comfort zone] will be continuing to support such a vital event within our industry."
Sam Keegan, UK Country Manager [comfort zone]

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"Spa Life is now the leading event for the spa industry, as it brings together most of the key operators, suppliers and media under one roof. The scheduled meetings are a great benefit, but, as always, the opportunities for networking in the more informal moments cannot be undervalued."
Gerard McCarthy, Sales Director, Mr Sauna



Partnership Opportunities

PLATINUM PACKAGE – *Limited Availability*

As a Platinum sponsor you will enjoy a double display space in the Supplier EXPO to show-case your products & services and receive premier billing in all marketing activity for this exciting Event.

Platinum package details

- ***Guaranteed face-to-face meetings with key buyers (access reserved exclusively for Event Partners)***

- Dedicated double display space (4m x 1.5m) in the EXPO for 2 days
- Dedicated meeting points in Spa Life International FORUM
- 2 delegates access to the full schedule of events
- 2 tickets to the Networking Gala Dinner.
- Access to the International Spa Convention & Key Note address.
- Two additional banners placed strategically around the venue.
- Refreshments and lunch on each day of the Event for x 2 delegates maximum
- Inclusion of company logo on event web site with link to your company web site
- Inclusion of Company name in all marketing materials (subject to date of signing)
- Inclusion of Company product samples in all delegate packs / goody bags.
- Priority booking for additional Convention tickets.
- Accommodation for 2 persons (19th June) in a shared room including breakfast & dinner (Single rooms available subject to supplement.)
- Use of Spa Life International logo on corporate literature & materials for 12 months.

Cost of Platinum Package: €6,495 euros + VAT

EARLY BIRD DISCOUNT – Save 10% on bookings confirmed by 31st March 2017

Partnership Opportunities

GOLD PACKAGE

As a Gold Sponsor you will enjoy extensive business development and networking opportunities as well as wide-spread exposure of your brand via the event's marketing activities.

Gold Package details

• ***Guaranteed face-to-face meetings with buyers (access reserved exclusively for Event Partners.)***

- Dedicated single display space (2m x 1.5m) in the EXPO for 2 days
- Dedicated meeting point in the Spa Life International FORUM
- 2 Delegates access to full schedule of activities
- 2 tickets to the Networking Gala Dinner.
- Access to the International Spa Convention & Key Note address.
- Refreshments and lunch on each day of the Event for x2 delegates maximum
- Inclusion of company logo of event web site including link back to your company web site
- Inclusion of Company name in all marketing materials (subject to date of signing)
- Inclusion of Company product samples in all delegate packs / goody bags.
- Priority booking for additional Convention tickets.
- Accommodation for 2 persons (19th June) in a shared room including breakfast & dinner (Single rooms available subject to supplement.)
- Use of Spa Life International logo on corporate literature & materials for 12 months.

Cost of Gold Package:

€4,750 euros + VAT

EARLY BIRD DISCOUNT – Save 10% on bookings confirmed by 31st March 2017



General Information

Event Schedule:*

Sun 18th June

From 14:00: Exhibitor set up

018:30 – 20: 30 Pre-event SPA-RTY (it's a party in the Spa!)

20:30 – 23:00 Drinks & canapes

Mon 19th June

08:00 – 09:30: Arrivals & Registration

09:30 – 09:45: Welcome address

09:00 – 17:30: EXPO

10:00 – 12:20: Meeting FORUM (One-to-one meetings)

12:20 – 14:00: Networking Lunch

14:00 – 18:00: Meeting FORUM (One-to-one meetings)

19:30 – 00:00: Gala Dinner including drinks reception

Tues 20th June

08:30 – 09:00: Arrivals & Registration (Day delegates)

09:00 – 16:30: International Spa Conference incl' keynotes

09:00 – 17:30: EXPO

16:30: Issue of Goody Bags

17:30: Event Closes

*Schedule, timing and content may be subject to minor changes.

Location: Osprey Hotel & Spa, Devoy Quarter, Naas, Co. Kildare, Ireland

Nearest Airport: Dublin Airport – 40 min

How to Apply: Complete and return the Partnership Application Form enclosed.

Contact details

For more information or to reserve your place as an Event Partner, contact the SPA LIFE TEAM:

Web: www.spa-life.ie www.spa-life.international

General Enquiries: +44 (0) 1268 745892 info@spa-life.ie

Andrew Hammond +44 7881 783896 andrew@spa-life.ie
Event Director

Mike Fitch +44 7786 176410 mike@spa-life.ie
Event Director

PARTNERSHIP APPLICATION FORM

Please complete and return this application form to the Event Organisers at the address below.

I would like to reserve the following sponsorship package: *(Select one)*

- Platinum Package: €6,495 +VAT (Includes x2 delegates in shared accommodation)
 Gold Package: €4,750 + VAT (Includes x2 delegates in shared accommodation)
 Single Room Supplement €80 + VAT

Additional Requirements: *(indicate quantity required for each additional element & insert total fees)*

QTY

- Additional staff members (fully hosted) @ €245 + VAT pp = € _____ + VAT
 Additional room (B&B) for Sunday 18th June @ €95 + VAT = € _____ + VAT
 Pre-event SPA-RTY €35+ VAT pp = € _____ + VAT
 Additional room (B&B) for Tuesday 20th June @ €95 + VAT = € _____ + VAT
TOTAL EXTRAS: € _____ + VAT

Company Name: _____
(Please use capitals)

Brand Name or Trading Name (if relevant) _____
(Please use capitals)

Company Address: _____
(Please use capitals)

Applicant Name: _____
Please print in CAPS (Title) (First name) (Surname)

Position: _____

Contact Tel: _____ Email: _____

Delegate 2: _____
Please print in CAPS (Title) (First name) (Surname)

Contact Tel: _____ Email: _____

VAT Registered YES / NO VAT Number: _____
(If not based in Rep of Ireland)

By submitting this application form you are entering a formal contract between your company and SPA LIFE EVENTS Ltd (the organisers) under the stated terms and conditions. Your signature below confirms that you have read, understood and accept the Terms & Conditions of this application.

Name: _____ Position: _____

Signature: _____ Date: _____

Please note that if accepted as an Official Partner your participation must be secured with a deposit of 25% within 14 days of notification and on receipt of an official invoice.

Please FAX BACK to: +44 (0) 1268 745881 or Email to: info@spa-life.ie



Summary of Main Terms & Conditions: Event Partnership

Submission of this Partnership Application Form (submitted on-line, by fax or post) establishes a formal contract between the named company and SPA LIFE INTERNATIONAL LTD (the organisers) under the following terms and conditions. In submitting this form you confirm that you have the relevant authority, on behalf of the named company, to enter into this agreement.

1. Within 14 days of receipt of this Partnership Application Form the Organisers will send a notification e-mail to the Company confirming acceptance of the application with additional information and full terms & conditions. Please note the organisers reserve the right to refuse or cancel a booking.
2. A 25% deposit must be paid within 14 days of receiving a deposit invoice. The balance of the total sponsorship(s) fee is payable by 21st April 2017. Late Payment will result in any promotional discounts becoming void and full rates being payable.
3. Delegate(s) will not be permitted to attend the event unless the total fee has been paid in accordance with the stated terms.
4. Payment of the full fee, as outlined above, will entitle delegate(s) to participation in the specified schedule of Events at SPA LIFE INTERNATIONAL (Ireland) including the SPA LIFE FORUM with a schedule of meetings; display space in the EXPO for 2 days; attendance at the Networking Gala Dinner; access to the Spa & Wellness Conference; refreshments and lunch on each day of the Event. Where accommodation is provided in packages this is on a shared room basis i.e. each Partner/Sponsor will be entitled to one bedroom suite (twin or double) as part of such agreement.
5. The organisers cannot guarantee confirmation of booking applications unless a completed booking form is signed and deposit received. Booking applications accepted after the date stated on the booking form will not be eligible for Early Bird Discounts and as such will be charged at the full rate.
6. Total fees remain payable should the delegate(s) / Partner cancel a confirmed booking within one month prior to the event. Should a booking be cancelled more than 60 days prior to the event a 25% Cancellation Fee will be charged. If cancelled between 30 – 60 days prior to the event then a 50% Cancellation Fee will apply.
7. Spa Life reserves the right to change the venue or other facilities without prior notice and without any alteration in fees. If Spa Life has to make any alteration it will use its reasonable endeavours to provide an alternative of equal or higher standing. No compensation shall be payable in the circumstances described in Clause 7.
8. The Parties agree that if, for any reason the Event is cancelled, the Partner may at its sole discretion agree to a suitable alternative event at the same value of sponsorship or ask for a 50% refund only of the Sponsorship Fee.
9. If the Partner requests a refund under the terms of the clause above the Organiser will refund 50% of all Sponsorship Fees within sixty days of receipt of written notice for the same from Sponsor. The organisers shall not be held responsible for any consequential loss incurred due to such cancellation.
10. Spa Life International cannot accept any liability for damage or loss to any displays, equipment or personal belongings whilst at the Event.
11. All partners should have adequate insurances in place to cover their staff and equipment whilst working at the Event as well as insuring against any costs incurred due to unforeseen circumstances or cancellation. All portable items of electrical equipment must have an up-to-date PAT test certificate and Risk Assessments & Method Statements.
12. It is the responsibility of each individual Partners to meet all Irish Health & safety legislation.