



Sales Travel FY 2023- 2024

Event Dates		Event Name	City
October 2, 2023	October 5, 2023	TEAMS	Palm Beach, FL
October 17, 2023	October 19, 2023	IMEX America	Las Vegas, NV
November 27, 2023	November 29, 2023	Connect Corporate/Association	Washington DC
November 29, 2023	November 30, 2023	Association Forum holiday Showcase	Chicago, IL
December 6, 2023	December 9, 2023	National Coalition of Black Meeting Professionals	Atlanta, GA
January 9, 2024	January 11, 2024	RCMA	San Antonio, TX
January 21, 2024	January 23, 2024	Independent Planner Education Conference	Greenville, SC
February 4, 2024	February 6, 2024	Florida Encounter	Miami, FL
TBD	TBD	Christian Meetings & Conferences Association	TBD
April 4, 2024	April 4, 2024	Connect Spring Sports	Las Vegas, NV
April 22, 2024	April 25, 2024	Sports ETA	Portland, OR
TBD	TBD	XSITE Tallahassee	Tallahassee, FL
TBD	TBD	FSF Summit	Miami, FL
May 29, 2024	June 1, 2024	Fraternity Executives Association	Orlando, FL
June 21, 2024	June 24, 2024	Military Reunion Network	Fairfax, VA
July 17, 2024	July 19, 2024	FSAE Annual Conference	Orlando, FL
August 10, 2024	August 13, 2024	ASAE	Cleveland, OH
August 27, 2024	August 29, 2024	Connect Marketplace	Milwaukee, WI
August 18, 2024	August 20, 2024	Destination Southeast	Fairhope, AL
September 4, 2024	September 7, 2024	Professional Fraternity Association	Jacksonville, FL
TBD	TBD	FSAE Monthly Luncheons/Sales Calls (Multiple)	Tallahassee, FL
TBD	TBD	Client Event w/ Destination FL	Tallahassee, FL
TBD	TBD	Client Sales Mission Q2	Washington DC/ VA
TBD	TBD	Client Sales Mission Q3	Atlanta, GA
TBD	TBD	Client Sales Mission TBD	TBD
TBD	TBD	PCMA or MPI Chapter Meeting/Sales Calls	Washington DC/Atlanta

created 9/21/2023



Sales Travel Co-ops FY '23-'24

Event Dates		Event Name	City	Co-op Spaces	*Registration
November 29, 2023	November 30, 2023	Association Forum holiday Showcase	Chicago, IL	2	\$625
December 6, 2023	December 9, 2023	National Coalition of Black Meeting Professionals	Atlanta, GA	~	
January 9, 2024	January 11, 2024	RCMA	San Antonio, TX	2	\$795 m/\$995 nm
TBD	TBD	XSITE Tallahassee	Tallahassee, FL	1	TBD
May 29, 2024	June 1, 2024	Fraternity Executives Association	Orlando, FL	~	
June 21, 2024	June 24, 2024	Military Reunion Network	Fairfax, VA	2	\$1,100
July 17, 2024	July 19, 2024	FSAE Annual Conference	Orlando, FL	~	
August 10, 2024	August 13, 2024	ASAE	Cleveland, OH	2	\$1038 nm
September 4, 2024	September 7, 2024	Professional Fraternity Association	Jacksonville, FL	2	\$275
TBD	TBD	FSAE Monthly Luncheons/Sales Calls (Multiple)	Tallahassee, FL	~	
TBD	TBD	Client Sales Mission Q2	Washington DC/ VA	TBD	
TBD	TBD	Client Sales Mission Q3	Atlanta, GA	TBD	
TBD	TBD	Client Sales Mission TBD	TBD	TBD	
TBD	TBD	PCMA or MPI Chapter Meeting/Sales Calls	Washington DC/Atlanta	TBD	

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***Spots are filled on first come first served basis. A completed co-op registration form is required.**

****Participants are responsible for applicable fees including registration, membership, travel fees, etc.**

*****Registration fees are determined by the show/event management not Visit Jacksonville.**



SALES CO-OP RESERVATION FORM

TRADE SHOWS, SALES MISSIONS, CLIENT EVENTS
FISCAL YEAR 2023-2024

Event Name: _____

Event Date(s): _____

Event Location: _____

***Benefits for Tradeshow include:**

- Greater impact for destination exposure
- Connect directly with key decision-makers
- Quality networking activities
- Exhibition costs
- Booth shipment and decorations/promotional items
- Pre-show marketing and prep
- Post show client list and copy of business cards

***Benefits for Sales Missions and Client Events include:**

- Customer Appointments (if applicable)
- Client event coordination/arrangements
- Customized invitations
- Post event client list and copy of business cards

****Benefits are based on availability and subject to change without notice.***

*****Participants are responsible for applicable fees including registration, membership, travel fees, etc.***

******Registration fees are determined by the show/event management not Visit Jacksonville.***

Please fill in all fields on this form. Scan and email the completed and signed form to Nicole Crawford at: ncrawford@visitjacksonville.com. Should we have more businesses sign up than space allows, the slot(s) will be filled on a first come first served basis. Only one representative per participating organization is permitted.

Hotel/ Organization Name _____

Participant's Name _____

Participant's Contact Information Phone: _____ Email: _____

Terms and conditions:

1. Participant will be notified of space availability upon receipt of the completed reservation form
2. Participant must register at least 30 days prior to event. Failure to do so will result in cancellation of the co-op reservation
3. Submission of a completed reservation form does not automatically guarantee participation

Participant's Signature: _____

Date: _____

Contact for questions and to return this completed form:
Nicole Crawford, Administration & Support Manager, Visit Jacksonville
Phone: 904-421-9159, Email: ncrawford@visitjacksonville.com