

# Miami! 2020



## TRUMP National Doral Miami

4400 NW 87<sup>th</sup> St – Miami, FL 33178

**May 3 – 6**

**Member Schedule begins Saturday May 2!**

Registration Opens: Feb 1, 2020  
 Registration Deadline: April 26, 2020

Register at [www.aiwdgroup.net](http://www.aiwdgroup.net)

## Registration Info

Categories	Early-Bird: Feb 1 – Mar 1	Standard: Mar 2 – April 26
Member/Vendor Full Registration	\$575 pp	\$700 pp
Guest/Spouse	\$375 pp	\$375 pp

**Full Registration:** For all registrants participating in all convention functions. Includes convention totes and binders, three breakfasts, three lunches, all breaks and receptions. Full registrants may also register to participate in **the golf tournament on Sunday morning, May 3** and are encouraged to enjoy the planned off-site tours and activities.

**Guest Registration:** For Spouses and Guests of full registrants do not attend the daily business meetings and trade show but are encouraged to participate in all of our group tours and are invited to attend all receptions. PLEASE NOTE: **Guests do not** join the group for breakfast or lunch Monday and Tuesday but are welcomed to join you for lunch on Wednesday May 6. We ask that all members inviting a spouse or guest to share this booklet with them so that they will have full knowledge of the guest tours in order to register for them in advance.

### IMPORTANT NOTES

- Vendors will have one main registrant that is responsible for choosing booth size and selecting add-ons
- Do not list your own email and phone number under your guest's registration.
- Do not select a tour or activity on behalf of your spouse/guest during your own registration, as your name will then be listed on the passenger manifest and creates unnecessary confusion. Accurate contact information for all tour participants is critical. You will be able to select tours for your guest during their registration.
- Do not register a company team member as a "Guest." There will be one main registrant for each company (distributor or vendor). All other full registrants are considered "Team Members."

### REFUND POLICY

	Deadline	Amount
Vendor Booth	April 12	Full Refund
Registration	April 19	Full, less \$20 registration fee
Golf Tournament	April 19	Full Refund
Guest Tours	April 19	Full Refund

# Hotel

Trump National Doral Miami



AIWD Room Block Rates	
Standard King	\$219.00
Standard Queen Double	\$219.00
Suite Upgrade starting at:	\$382.00



## HOTEL FEATURES

We are proud to host our 20<sup>th</sup> annual convention at one of the most beautiful properties in the country! True to the Trump brand and beautifully decorated by Ivanka Trump herself, this 800-acre jewel of the Miami coastline features prestigious villa-style accommodations with patios and balconies with views of the golf course. Each room is beautifully decorated in neutrals and gold-leaf using classic Spanish revival details. Relax by the Royal Palm Pool in one of its 18 private cabanas, play a round of tennis or treat yourself to the luxurious Trump Spa.

**NOTE:** When booking your hotel reservation, do not call the hotel directly. Use only the reservation link inside the registration website.



## GOLF *at Trump National Doral*

A round of golf at a Trump course is an experience like no other. With four championship courses to choose from, planning which one would host our 8<sup>th</sup> Annual Tournament was a no-brainer!

The world-famous **Blue Monster** course has hosted the PGA TOUR for 55 consecutive years and is on every serious golfer's bucket list. Players can experience a state-of-the-art Musco LED lighting system that enables you to practice late into the evening (to get yourself ready for that challenging 18<sup>th</sup> hole!) and the 7,000 sq ft pro shop is the largest in the world. **You must arrive in Miami by Saturday May 2 to play in the tournament on Sunday morning, May 3**, but you'll also want to have enough time to visit the **True Spec** Golf fitting lab and the world-famous **Rick Smith Golf Performance Center** while you're here. Using amazing robotic technology, you will be able to take the actual swing of one of golf's greatest players. If you've ever wondered what it feels like to take the same swing as Tiger Woods or Jack Nicklaus, don't leave the Trump Doral without seizing an opportunity to find out!



# Getting Down to Business

## PRIMARY VENDOR CATEGORIES DUE FOR VOTE

3-Yr Term: July 1, 2020 – June 30, 2023

CATEGORY	INCUMBENT
Filler Metals	Inweld Group
Cylinders	Norris Cylinder
Bulk/Cryo Storage	Chart Industries
Wholesale	ORS Nasco

### PRIMARY VENDOR

Current Primary Vendors that wish to be reconsidered for another 3-year term, or Approved Vendors that wish to become Primary for their category, will make a 10-minute presentation to the membership (only) on the morning Monday, **May 4**. A schedule of presentations will be developed and mailed to all primary vendors. Projector and laptop will be provided, vendor's power point presentation will be preloaded and ready for you. *Due to the quick turnaround of these presentations, no handouts are allowed.*

### POTENTIAL VENDORS

Potential Vendors intending to present to the AIWD membership and compete for Approved Vendor status will also make their 10-minute presentation to the membership (only) on the morning of Monday, **May 4** so that the members will know who you are in advance of the trade show, and what value you may bring to the group if elected to join us. You will be asked to select this option during registration. Further instructions will be provided once you have registered as a potential, and a presentation time schedule will be developed and emailed to you. Projector and laptop will be provided, vendor's power point presentation will be preloaded and ready for you. *Due to the quick turnaround of these presentations, no handouts are allowed.*

### BREAKOUT SESSIONS

Each year, we have an afternoon carved out in the schedule to allow our vendors to make a private presentation to a group of members for a small fee. These breakout sessions will be held on Tuesday afternoon, **May 5**, from 1:00p – 4:00p. There will be 21 total time blocks available for vendors to reserve and are available on a first-come, first-serve basis during registration. As we near convention, all members will be sent a schedule of vendors that have registered for a breakout and are expected to register to attend one breakout session from each time block.

### BACK BY POPULAR DEMAND: MEMBER-VENDOR SPEED "NETWORKING"

The member-vendor "Speed Dating" event at the 2019 convention was so successful, we're bringing it back again...but this year, it has a brand-new name! Our "Speed Networking" event is a series of 15-minute meetings between vendors and **potential NEW customers**. This activity will take place **Monday May 4**, immediately after lunch, and your traditional contact booth day will take place on Tuesday morning. Hats off to all vendors that suggested this schedule after the Austin show. We agree it is a fantastic way to get the most bang out of the activity. Your AIWD Event staff can schedule your appointments for you this year and provide you with your meeting schedules in advance of the show. All you will need to do is send us the names on your "wish list."

### VENDORS OF THE YEAR

We will be sending all AIWD members (present or not) a ballot via email prior to the convention to complete and return to us for Vendors of the Year. Members are asked to cast two votes, one for Primary Vendor and one for Approved. Ballots will be counted prior to convention and the winner will be announced at our Grand Reception, Tuesday May 5<sup>th</sup>.

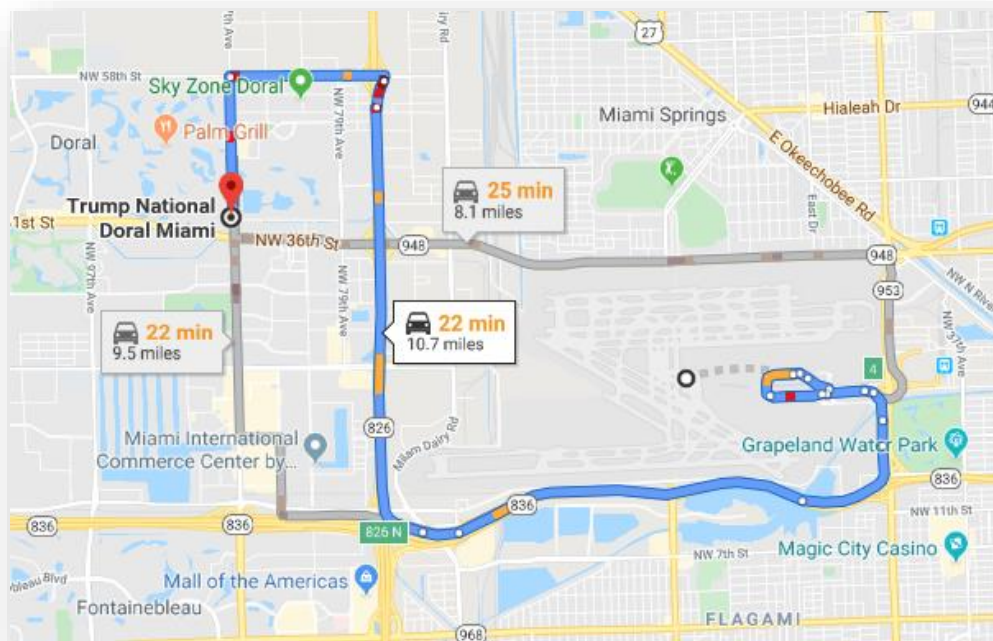


# Transportation

Miami has two major airports. We recommend, if possible, that you book your flight into **Miami International (MIA)**, as it is the closest one to our property (see below). We are currently in negotiations with a local transportation company in an effort to provide our attendees with transportation from/to this airport during our peak travel days:

Arrivals: Saturday 5/2 thru Sunday 5/3  
Returns: Wednesday 5/6 thru Thursday 5/7

As soon as an agreement is finalized, we will notify all attendees of this option.  
Please continue to check the convention website for updates.



Forecast for Miami during convention week:

**High 87° / Low 72°**

**Sunny – Potential for rain: Low**