



Fiscal 2008/2009 Sales Blitz Schedule

<p><u>Thursday, March 26, 2009</u> The Lot in West Hollywood, CA 5:00 to 7:30 pm Reception – 25 to 30 clients (immediately following MPISSC in Pasadena, CA)</p>	<p><u>Friday, March 27, 2009</u> Balboa Bay Club in Newport Beach, CA 11:30 am – Noon, Wine reception 12:00 - 1:30 pm, Lunch/Program 2:00 – 3:30 pm, Post Program Cruise (optional) 35 to 40 clients (in partnership with Balboa Bay Club in Newport Beach)</p>
<p><u>Tuesday, April 14, 2009 (alt. date April 15 or 16)</u> San Francisco (location to be finalized) 5:00 to 7:30 pm Reception – 25 to 30 clients</p>	<p><u>Wednesday, May 6, 2009</u> The Firehouse Restaurant in Sacramento, CA 5:00 to 7:30 pm Reception – 55 to 60 clients</p>
<p><u>Thursday, May 7, 2009</u> San Jose/Silicon Valley area (location to be finalized) 5:00 to 7:30 pm Reception – 25 to 30 clients</p>	<p><u>Tuesday, June 23, 2009 (alt. date June 24 or 25)</u> South San Francisco (location to be finalized) 5:00 to 7:30 pm Reception – 25 to 30 clients</p>

Co-Op Fees - \$450.00 per partner, per event

- Fees include all costs for food, beverage (corkage for wine partners), entertainment, décor, AV, venue fees, client giveaways (MCCVB logoed leather bags to hold partner gifts and collateral, business card holder, lanyards and golf ball lip balms).
- This is a “not to exceed” figure and will be adjusted if client counts or overall costs are less than expected.
- Costs for transportation, accommodations or meals other than those during the customer events are the responsibility of the individual partners. We will provide access to special hotel rates in each blitz event city, to be determined.
- Partners will be asked to assist by providing items for client drawings at each event (hotel stays, golf, wine, meals, and spa treatments for example).
- Partners are welcome to assist with invitations to key potential clients in the different regions
- All events are focused on corporate and intermediary customers with a secondary focus on associations, with the exception of Sacramento which will be mostly association clients.

Please respond by Wednesday, February 18, 2009 noting which events you will attend (check box):

<input type="checkbox"/>	Los Angeles, CA - Thursday, March 26, 2009	<input type="checkbox"/>	Orange County, CA - Friday, March 27, 2009
<input type="checkbox"/>	San Francisco, CA - Tuesday, April 14 (15 or 16), 2009	<input type="checkbox"/>	Sacramento, CA - Wednesday, May 6, 2009
<input type="checkbox"/>	San Jose/Sil Valley, CA - Thursday, May 7, 2009	<input type="checkbox"/>	South San Francisco, CA - Tuesday, June 23 (24 or 25), 2009

Total Blitz Commitment: _____ (1, 2, 3, 4, 5 or 6)

Total Financial Commitment: _____ (\$450 x above number)

Signature: _____
Name (print): _____
Company name: _____

Please fax back to the MCCVB at 831-648-5373 by **Wednesday, March 4, 2009** or email to Bruce@mccvb.org
For questions, please call Bruce at 831-657-6414.