

# CINZ MEMBERSHIP BENEFITS



**CINZ**  
CONVENTIONS & INCENTIVES  
NEW ZEALAND

[www.conventionsnz.co.nz](http://www.conventionsnz.co.nz)

ACTIVITY	BENEFITS	PLATINUM	GOLD	SILVER
Australian Market Plan Review	CINZ Australia are available to review your Australian Sales & Marketing plan including: <ul style="list-style-type: none"> <li>• Provide relevant market information specific to your business</li> <li>• Review the Media and Public Relations Plan</li> <li>• Assess the tone of communications</li> <li>• Review of the top 20 clients</li> <li>• Assist with a SWOT analysis</li> </ul>	x		
CINZ MEETINGS Exhibition	Opportunities for Platinum Members exhibiting at MEETINGS: <ul style="list-style-type: none"> <li>• Discuss Stand Preference - if exhibiting independently</li> <li>• Preferential pricing</li> <li>• Priority with PSA - top 3 preferences</li> <li>• Invite to Sydney and Melbourne MEETINGS Thank You events hosted by CINZ and Air NZ for AU Hosted Buyers (two complimentary tickets per Platinum Member)</li> </ul>	x		
CINZ Membership Website Presence	Platinum Members may list all of their venues and services individually with no restriction on numbers	x		
CINZ Strategy & Policy Input	Platinum Members are able to contribute to CINZ Strategy and Policy work	x		
CINZ Website Searches	Platinum Members rank first - in alphabetical order, on all website searches	x		
International and Australian Business Opportunities	Source potential business opportunities through: <ul style="list-style-type: none"> <li>• CINZ Website</li> <li>• Trade shows</li> <li>• Conference Attendance</li> <li>• Sales Calls</li> <li>• Networking Functions</li> </ul>	x Platinum Members receive priority	x	
Australian Insights	CINZ Australia will share specific insights including <ul style="list-style-type: none"> <li>• Industry Intelligence - provide information on new clients &amp; opportunities</li> <li>• Latest research and insights from Australia</li> <li>• Industry Reports</li> <li>• Changing Industry trends</li> <li>• Pertinent issues affecting business events across conferences, corporate meetings and incentives in AU market</li> </ul>	x	x	
CINZ Australian Database	Access the CINZ database of key Australian Clients for: <ul style="list-style-type: none"> <li>• New business opportunities</li> <li>• EDMs</li> </ul>	x	x	
CINZ Australia Sales Calls	CINZ will assist you with your sales missions into Australia: <ul style="list-style-type: none"> <li>• Opportunity for joint sales calls in Sydney, Melbourne, Brisbane, Perth &amp; Adelaide</li> <li>• Assist in Planning Sales calls with clients including Client hosting</li> </ul>	x	x	
CINZ Members' Preferential Pricing	Preferential Pricing applies to specific marketing opportunities for Platinum and Gold Members	x	x	
Australian Tradeshows and Exhibitions:	Exhibit on the 100% Pure NZ Stand / Lounge <ul style="list-style-type: none"> <li>• Client hosting</li> <li>• PR and media opportunities</li> <li>• Post-Event Report</li> </ul>			
AIME				
Associations Forum	The CINZ Team will represent Platinum and Gold Members at a number of additional relevant tradeshows and events in Australia i.e. Get Global, MEA Conference, MEA Leaders Forum, Corporate EA Summit	x	x	
PCO Conference				
CINZ MEETINGS Famils	Famils – Opportunity for pre or post famils in which qualified Hosted Buyers are invited to participate. CINZ work in partnership with Air NZ & Host Destinations.			

CINZ Board Representation	All levels of membership have Board representation: <ul style="list-style-type: none"> <li>Platinum elect four Board Seats</li> <li>Gold elect three Board Seats</li> <li>Silver elect two Board Seats</li> </ul>	x	x	x
CINZ Client Newsletters: Australia CINZ Korero New Zealand CINZ Essentials	Distributed quarterly to the Australian & NZ Client Databases. <ul style="list-style-type: none"> <li>Features a Hero Region in the AU edition</li> <li>Hero and Smaller Region in the NZ edition</li> <li>Members can provide relevant information for inclusion</li> <li>Platinum Members receive One FREE Banner Advertisement per annum</li> <li>Gold and Silver may purchase a Banner Advertisement</li> </ul>	x Platinum Members receive priority with content plus one FREE Banner Ad per annum	x	x
CINZ Regional Insight updates	Be more informed with updates, trends and opportunities and have first-hand knowledge of the market: <ul style="list-style-type: none"> <li>Data update including CDS, CAS</li> <li>Update on latest relevant research</li> <li>Overview of the Australian Market</li> <li>Update on CINZ Projects, tradeshow and activities, PR and media</li> </ul>	x	x	x
CINZ Annual Conference	The CINZ Annual Conference provides Members the opportunity to network and learn through keynote speakers and educational workshops.	x	x	x
CINZ Annual Event Planners' Guide (CINZ Planner)	The CINZ Planner is distributed to the CINZ Client Database targeting corporate meeting planners, professional conference organisers, association decision-makers and incentive buyers. Members have the opportunity to advertise in the CINZ Planner. In addition, they receive a complimentary listing in the Venue Capacity Index and the Support Services Index. The CINZ Planner is replicated online at <a href="http://www.conventionsnz.co.nz/cinz-event-planner">www.conventionsnz.co.nz/cinz-event-planner</a>	x	x	x
CINZ MEETINGS - Exhibiting	Only CINZ Members are eligible to exhibit at <a href="#">MEETINGS</a> - NZ's premier national Business Event for the conference, meeting, exhibition and incentive travel industry, hosting NZ, Australian and International Buyers.	x	x	x
CINZ Membership Logo	All Members receive a CINZ Membership Logo for use in marketing collateral including website.	x	x	x
CINZ Website Listing	All Members receive a complimentary Standard Website Listing on the CINZ Website <a href="http://www.conventionsnz.co.nz">www.conventionsnz.co.nz</a> with the opportunity to upgrade to either a Dynamic or Interactive Listing. Venues receive an automatic listing on the Venue Capacity Index page.	x	x	x
Domestic Business Opportunities	Domestic business opportunity enquiries are disseminated according to criteria stipulated by the Conference or Event Organiser.	x	x	x
Domestic Tradeshow	CINZ exhibit at select domestic tradeshow representing CINZ Members.	x	x	x
Industry Voice	CINZ work with government at local and national levels in order to represent the interests of the C&I Industry and CINZ Members	x	x	x
Media / PR	CINZ supports the industry through national and international media, commenting and leading discussion on industry issues. Provides support to Members when dealing with Media in particular in Crisis Management	x	x	x
NZ Conference Calendar	A list of conferences being run throughout NZ is available on the CINZ Website.	x	x	x
Education	Professional development and educational opportunities are available at the CINZ Annual Conference and through seminar programmes during the MEETINGS tradeshow.			
CINZ Emerging Talent Programme	Held quarterly in Auckland and Wellington, aids in the upskilling of up-and-coming young professionals combined with network building opportunities. <a href="http://www.conventionsnz.co.nz/training-development">www.conventionsnz.co.nz/training-development</a>	x	x	x
CINZ Mentorship Programme	CINZ Mentorship Programme - an Annual programme designed for all Members who are interested in professional growth. Platinum Member Mentees are exempt from the Registration Fee. <a href="http://www.conventionsnz.co.nz/cinz-mentorship">www.conventionsnz.co.nz/cinz-mentorship</a>	x	x	x

- For more information on CINZ Membership please visit: [www.conventionsnz.co.nz/cinz-membership](http://www.conventionsnz.co.nz/cinz-membership)
- Connect with the CINZ Team at: [www.conventionsnz.co.nz/cinz-team](http://www.conventionsnz.co.nz/cinz-team)