



FAIRWAY

2ND WAY OF ST. JAMES FORUM

NOVEMBER 12 · 14 2017

PALACIO DE CONGRESOS
E EXPOSICIÓN DE GALICIA
SANTIAGO DE COMPOSTELA

WORKSHOP

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As part of the FAIRWAY MARKET 2017, a series of professional gatherings will be organised under different formats, with the objective of facilitating commercial alliances by means of business agendas and presentations, according to the participants' interests.

Workshop

Date: **November 13 and 14, 2017**

Duration: Mornings from 9 am to 2 pm

Afternoon of November 13 (visit to the fair).

- Hosted buyers
- Exhibitors
- Other companies

Registration deadline: November 1, 2017

Method of registration: attached form or by means of the web www.fairwaysantiago.com

The workshop is the most direct and professional format in order to make the most of Fairway, since it provides contact with international hosted buyers operating along the Way of St. James. The key factor of these gatherings is facilitating the matching of agendas among hosted buyers, exhibitors and other service providers in order to establish business relations.

WORKSHOP PARTICIPANTS

- **Hosted Buyers. Who are they?** Tour operators, travel agencies, bookingcentres and online agencies, invited by the organisation to participate in the workshop.
- **Expositores. Who are they?** Professionals, participating companies and public organisms interested in presenting their products, destinations and services to hosted buyers and other workshop and market participants; they have their own stand at Fairway.
- **Who can participate in the workshop?** Professionals, participating companies and public organisms interested in presenting their products, destinations and services, who can participate in the workshop by registering beforehand.

WORKSHOP DYNAMICS

- Hosted buyers will receive exhibitors, co-exhibitors and registered participants on November 13 and 14.
- On November 13, hosted buyers will visit the stands of exhibitors that have requested such.

REGISTRATION PROCESS

- Companies or professionals that want to participate in the workshop should fill in a survey about the services and products they provide, so that we can match the work agendas with Hosted Buyers.
- The organisation will manage appointments between hosted buyers and workshop participants and will notify all participants a few days before the workshop is held.

IT IS NECESSARY TO COMPLY WITH THE TIMES ESTABLISHED BY THE ORGANISATION, SO THAT THE NUMEROUS APPOINTMENTS THAT HAVE BEEN ORGANISED CAN BE CARRIED OUT SUCCESSFULLY.

INSTITUTIONAL SPONSORS:



SPECIAL COLLABORATION:



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ORGANISED BY:



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