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Featured Articles By Heather Baldwin

Meetings Abroad

If your annual sales meeting typically is held overseas, you'll have a little more competition from other U.S. companies for meeting space this year. Meeting Professionals International's (MPI) FutureWatch 2004 says U.S. meeting planners expect an 11% growth in international meetings in 2004, twice that of 2003. U.S. planners now project that 22% of all meetings in 2004 will be international, with European destinations leading at 7%, followed by Canadian destinations at 5%. It's no wonder, then, that companies are earmarking more money for meetings this year – a move that may signal a rebound in the meetings industry. Average corporate meeting budgets this year are \$5.3 million, up from \$4 million in 2003.

Voice Activated

Quindi Corp. has launched Quindi Meeting Companion, a collaborative software solution for retaining and sharing spoken content. The solution turns spoken interactions into reusable documents, or meeting objects, that are searchable, shareable and complete with notes, images, audio and video. With a standard PC or laptop running Windows 2000 or XP and an off-the-shelf microphone or Webcam, users can capture meetings with the press of a button and then package them as compact files that can be shared by email or server. The software automatically captures slides, screenshots, notes and other data and then synchronizes it with the audio and optional video. Viewers can play back meetings at up to twice the speed with no distortion and can use the index points created by Quindi Meeting Companion to navigate and locate quickly the important parts of the

How to Find a Speaker for Your Next Meeting

If you've ever booked a speaker for your sales meeting, you know there are literally thousands out there to choose from. So how do you sift through all those names to find the right speaker, with the right combination of message and delivery skills, to spark an enthusiastic reaction from your meeting attendees? Esther Eagles, president of South Orange, NJ-based Eagles Talent (www.eaglestalent.com), a speakers and entertainment bureau, suggests sales managers ask the following questions to ensure they find a presenter who is a perfect fit for their meeting... [Read More.](#)

**Web Meetings Score Dramatic Sales**

After watching the growing popularity of using Web seminars to reach out to potential customers, a company in Oregon decided to try it – and walked away with more than 130 customers or qualified prospects within months of their online meeting series. The data this company provided to Obidicut (www.obidicut.net), the Portland, Oregon-based marketing and communications firm that managed the series of Web conferences, demonstrates just how effective Web seminars can be... [Read More.](#)

[TRENDS](#)[FORECAST](#)[AWARDS](#)**Working without Wires at Marriott**

- Executive travel Tips
by Kim Wright Wiley

The future is wireless. Wireless Internet access, that is. In order to let guests unplug and roam free, Marriott International has installed high-speed wireless Internet access in 400 hotels nationwide. The service is available in all public rooms, so Marriott guests can more easily use their personal computers during meetings

meeting. An early access version of Quindi Meeting Companion 1.0, including a downloadable 14-day trial version, is available from www.quindi.com. Single-user pricing is \$299 per seat.

Meeting Trends in 2004

This coming September 11 will mark three years since that devastating day in 2001. Several meeting and business travel trends, begun in response to the events of that day, are expected to continue to have an impact this year. So says Michael Gehrisch, president and CEO of the International Association of Convention & Visitor Bureaus (www.iacvb.org), an international trade association representing more than 1,200 professionals in 500-plus convention and visitor bureaus world.. [Read More.](#)

and training sessions - or just check their email over breakfast in the coffee shop. Wireless service will not be available in guestrooms, since most Marriott hotels with a high percentage of business clientele are already wired for high-speed connectivity. The service requires that guests provide their own networking cards to activate the technology, and the cost for wireless access has not yet been established, but one thing's for sure - once you've gone wireless, you'll never go back.



The reason that most people do not recognize opportunity is that it usually goes around wearing overalls, looking like hard work.

Thomas Edison

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