



# The MG Sales Talent Network Breakfast

## *“Venue Sourcing Technology - Friend or Foe?”*

**Date:** Friday 29th November 2013

**Time:** 8.30am until 10.30am

**Venue:** The Grange Hotel Holborn

50 - 60 Southampton Row

London WC1B 4AR

The continued development of venue sourcing technology provokes many questions for the future. Is it friend or foe? Who benefits and who feels threatened? Is this the commoditisation of the meetings market? These and many other questions will be answered. Listen to the panel's different views on the rapid rise and implications of venue sourcing technology. You'll have the opportunity to engage in an open forum debate on a hot topic that will affect all parties in the future.

### *Listen and engage with our speakers:*



**Christopher Parnham, Managing Director, Absolute Corporate Events**

Following 13 years at Zibrant including five years as Managing Director of Operations, Chris acquired Absolute Corporate Events, a well-established boutique agency. He champions dynamic change and fresh new talent throughout the MICE industry and this year became Chairman of the HBAA, driving through sweeping modernisation to the association.



**Tim Bull, Director of Sales - Suppliers & Intermediaries, StarCite**

With over 20 years' experience in the Meetings and Events Industry, Tim has wide ranging global experience covering all disciplines of the meeting and events industry. Tim is considered a thought leader in the field of Global Strategic Meetings Management and is a regular speaker, panel guest and advocate of Strategic Meetings Management and Event Technology in Europe.



**Paul Andrews, Experiential Marketing and Sponsorship Consultant**

Paul has enjoyed a hugely successful career in the automotive business for over 35 years, 25 of which have been with BMW Group UK. A qualified CIM Chartered Marketer, Paul is much in demand as a consultant to event organisers, agencies and venues, especially within the automotive, incentive and sponsorship markets, and now runs his own consultancy, Xperience Marketing Solutions.

For all enquiries please email: [office@mgsalesperformance.com](mailto:office@mgsalesperformance.com)