

## SPOTLIGHT

September 2023

Part 2

### A MESSAGE FROM THE CHAIR



**SIAN SAYWARD**  
- CHAIR

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Hello and welcome to the latest edition of Spotlight.

I do hope you managed to enjoy the very short summer we had this year!

At **beam** we believe it is essential to keep you informed and connected with the latest happenings in our dynamic industry and are therefore thrilled to once again bring you the most recent updates, insights, and industry news in this edition of Spotlight!

It has been another busy month for **beam**, we have been working across the industry with our Partners at the BTA, attending their Annual Conference to introduce them to **beam** and all we do, we will also be attending the MIA conference in October to support in industry discussions, as well as starting work with IACC to further enhance our overseas value proposition.

We are also engaging with wide-ranging business partners whose products and services will support and add value to your association membership; an example of this is the new training offering from Paje Academy which is included in this edition.

As always, our goal is to foster a strong sense of community and collaboration among our members. I encourage you to actively engage with our content, share your thoughts, and contribute to the ongoing conversations. Your participation is vital in shaping the future of **beam** and driving positive change within our industry.

I am extremely pleased that this edition has details of The Chris Peacock Young Champion for Change Award as announced at the Forum in July. This award is aimed at shining a light on the exceptional younger talent that we have working in our businesses, and I hope you will agree that sending in your entries is a great way to honour Chris's legacy.

I hope you enjoy reading this newsletter and find it informative and inspiring. If you have any suggestions, feedback, or would like to contribute to future editions, please do not hesitate to reach out to us. We value your input and strive to make this newsletter a valuable resource for all our members.

Thank you for being a part of **beam**. Together, let's continue to build a vibrant and prosperous industry.

**SIANIE**

# DATES FOR YOUR DIARY



## beam action group day



10.30am - 4pm  
Chicheley Hall

**beam's** Action Groups are looking forward to getting together in Buckinghamshire next week, for a day of review and progress on the association's objectives.

Thank you to all our action group members for being involved and giving your time to attend, and thank you also to [Chicheley Hall Hotel](#) for hosting us.

## beam Agency Engagement Meeting



3pm  
Leonardo  
Tower  
Bridge

Don't forget registration to our next Agency Engagement meeting is now open to **beam** Agency members!

Join us on Thursday 19th October 2023, kindly being hosted by, Leonardo Hotels.

Arrival from:  
3pm - Followed by an Open Mic Discussion, where Chatham House rules will apply.  
6.30pm - Welcome drinks  
7pm - Network drinks  
7.30pm - Dinner  
Finishing with Overnight Accommodation  
[Register Here](#)



## beam All Members Meeting and Dinner



Tewkesbury  
Park Hotel



### HOT OFF THE PRESS!

Save the date for **beam's** next **all-member's meeting & dinner**.

Registration opens soon, keep an eye on your inbox for details.

## beam Annual Gala Dinner



6pm  
Warwick  
Conferences

**beam's** Gala Dinner returns to its usual January date in the diary in 2024 and we look forward to welcoming members to Warwick Conferences for a night of celebrations.

Member's Early Bird Rates end 30 September!

Contact the **beam** [membership team](#) and claim your discount code to register.



- Agency registration [click here](#)
- Supplier registration [click here](#)

# The Chris Peacock Young Champion of Change Award



**CVENT  
CONNECT**  
EUROPE

7-9 NOVEMBER  
LONDON • VIRTUAL

## Is there someone in your business who deserves to win 'The Chris Peacock Young Champion of Change Award'?

**beam** is excited to launch this independently-judged award in honour of our late friend, association supporter, and much respected colleague Chris Peacock, to be presented at our Gala Dinner in January.

Here are the Entry Conditions:

- All nominees must be currently employed by a **beam** member company
- Entries are open 9 October - 17 November
- Nominees must be 25 or under on 12/1/24, and be someone who has made a positive impact in their business, or in their wider community, in 2023
- Entries must be submitted by a colleague (no self-nominating) to [membership@beam-org.uk](mailto:membership@beam-org.uk)
- We will require the entrant's name, job title, date of birth and a headshot photo, with 300 words maximum as to why they deserve to win



- Judging may include short virtual interviews with the shortlisted finalists whose names will be publicised in December
- The outright winner will be announced and awarded at the beam Gala Dinner, on 12 January 2024, at Warwick Conferences.

Further details to be announced next week. We look forward to receiving your entries!

## beam Payment Advisory Board

We have received some additional development requests to the recently launched **beam** payments toolkit.

Various issues regarding payments and working with international venues were raised at an agency virtual meeting, attended by over 50 agents. We discussed these two topics and identified the need to expand the **beam** payments toolkit to include:

1. Late Payment Process
  - From Client
  - Of Commissions
  - From Agent
2. Commission Payment
  - Production and sharing copy of final invoice with the Agent
  - Client paid/not paid
  - Payment terms
  - Late payment charges on overdue commissions
  - Late payment charges to the client

[Download the documents, and watch or listen to the podcasts Payment Toolkit.](#)

## The Power of Events Unveils Event Industry Insight App

The Power of Events announces its cross-four-nation tour to introduce the Event Industry Insight App - [read more](#). If you would like to donate a prize to encourage incentivising

the download of this app, [Power of Events](#) would love to hear from you. Download the app today: **Event Industry Insight**.



THE POWER OF  
EVENTS



Cvent CONNECT Europe is an annual user conference and industry event for production pros, experience makers, and engagement expert. And if you're a hotelier, event venue, or convention and visitor's bureau, you can learn about the latest tech to boost your MICE and corporate travel business. Network face-to-face with hundreds of planners from across Europe, and meet Cvent experts.

All **beam** members receive a **15% discount** on attendance: [More info](#)

## Three great industry shows to visit this autumn!

**Event Tech Live** is back for its 10th Anniversary Show, taking place at ExCel London on 15 & 16 November. [Click here](#) for more information on the agenda and to register your attendance.

There's still time to book your visit to **The Hotel & Resort Innovation Expo** on 10 & 11 October at ExCel London. Of particular interest to those responsible for supplier purchasing/operations, there's a great line up of speakers, and it's free to attend [via this link](#).

Free registration is now open for the first ever **Event Sustainability Live**: 15 & 16 November 2023 - ExCel London. [More info here](#).

International  
**confex**

Interested in finding out how International Confex could work for you? beam's Hub stand is taking bookings now - [find out more](#).

# beam Business Bitesize

Following their stage session at our July Forum, we're delighted to provide exclusive content from data partners **Hotstats** & **Venue Performance**.

## VIEW HERE:

**Hotstats YTD info** - and a great opening quote! Contact Kathrin directly if you'd like more information.



## WATCH HERE:

**Let's talk about Christmas** - yes, really! Contact Peter directly for more information.



## beam PR Replay

Here are the most recent published **beam** articles:

Hospitality & Events North - Next Steps (see link in picture below)



## Launching the new Paje Academy offering for **beam** members!

Paje Consultancy are delighted to offer **beam** members some fantastic online and interactive workshops coming up during October and November 2023.

One off workshops, which include Body Language for Sales & Negotiations, run by the famous 'Face Whisperer' Adrienne Carter, she will help you understand how monitoring body language can help you understand exactly how your customers are feeling and give you confidence in your sales and marketing.



For information on all of these courses and more, and to book please visit our [website](#).

**Creating Connections with LinkedIn**, goes through how to better understand how to optimize your online activity to increase engagement and create sales.  
**Influencing Skills** - helps you recognise your team and clients' personalities and work even better together, plus specially designed for either Venues and for Conference Agents - Sales Excellence, which gives all the key enquiry handling and sales techniques to be best in class!

Remember to contact the **beam** office at [membership@beam-org.uk](mailto:membership@beam-org.uk) first for your exclusive 10% off discount code. In addition to any bespoke training requirements, all of our courses can be run in person, so if that is your preference, do let us know. Please email us at [academy@paje-uk.com](mailto:academy@paje-uk.com)

Paje Consultancy launch Learning and Development partnership with **beam** - [Prestige Events Magazine](#) - [Venues of Excellence](#)

## Welcome to **beam's** newest members!



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