



morning.



noon.



night.

Destination & Events Management
"Your Exception to the Ordinary"

Partners Name: AZA Events, Inc.
Office City: 16700 North Thompson Peak Parkway , Suite 250
Scottsdale, AZ 85260
480-951-4516 Office
480-951-8371 Fax

Markets Represent: Phoenix, Scottsdale, Sedona, Tucson, Flagstaff

Why AZA Events

- Our company has a passion for the business and our willingness to take responsibility for the success of our clients' programs
- A DMC that knows the ins and outs of program development to create a destination sensory experience
- We are constantly looking out for the best interest of our clients in providing them the best value for their meeting planning dollar and offering cost saving ideas without jeopardizing the quality of the event
- Exceptional Capacity for Teamwork. It's about the collaboration of all of us working together to making a program a success and creating lasting memories. We make every effort to make a meeting planners job easier by providing a simple to read detailed proposal with a la carte pricing, a financial investment proposal spreadsheet and comprehensive photo gallery with every presentation
- Single Point of contact from start to finish to ensure nothing goes unmissed or uncommunicated and a program operates seamlessly
- Long remembers program of distinction. AZA loves a challenge and consistently is know for being extremely innovative, creative and giving our clients more than they expect from any DMC
- Integrity and Honesty. Our company was built on total integrity and it's willingness to level with our clients about the good and not so good news. We are an organization that is proactive versus reactive and make every attempt to anticipate a client's needs before they ask us. We know that programs have its challenges, and it is how we handle them that set us apart.

- Partnership: Regardless of the size of a program, all clients are treated like #1. Whether you have 10 or thousands of guests, everyone is treated with the same stellar service. We listen to our clients and look beyond being a service provider but rather a DMC strategist as well as your business partner in developing a more cooperative relationship.
- Unfailing Attention to Detail. As masters of detail, we are always ahead of the game with exhaustive planning and rapid response to the unforeseen.

Who We Are? (Please submit in bullet point style, info such as date founded, size of business, our specialty, your niche)

- One word...PASSION!!!
- Established in May 1991, AZA Events has continually exceeded expectations for corporate, association and incentive groups in developing custom-designed programs
- The Best of the Best –our experienced staff (5 full time and 30 part time) has been carefully selected for their hospitality, professionalism, industry experience, destination knowledge, and service standards. We are your local regional Ambassadors that unlock the “Jewels of the Desert”
- Hands On Management. The owners of AZA are fully involved in the day to day operations. The President is actively engaged with every program from its inception through on site.
- Although we are not the largest DMC in Arizona, we are the BEST. AZA has never been about the sake of the revenue to be had from a program but rather about our relationships, servicing our clients and success of a program
- Our reputation has been built on our passion, enthusiasm, honesty and integrity.
- Highly regarded in the marketplace not only by our clients but by our suppliers and competitors as being a first class, outstanding operating, caring, positive and genuinely care about our clients and their events.

Industry Affiliations

Lori James

- MPI Arizona – Educational committee Chair 2001-2003
- MPI Arizona – Board of Directors 2003-2005
- SITE Arizona – Board of Directors 2005-2007
- Scottsdale CVB – Member since 2001
- Phoenix CVB – Member since 2001
- FICP – Hospitality Partner 2004-2009

April Roberts

- MPI Arizona – Annual Awards Gala 2009
- MPI Arizona – Hospitality Committee 2009

Brianna Jakubowski

- SITE Arizona Board of Directors 2009

Awards & Accolades? (bullet point format please)

Meetings West Magazine – Voted “The BEST of the WEST”, destination management company, January 2006 which encompassed all Western States (Hawaii, California, Nevada, New Mexico and Arizona)

Arizona Women Magazine – Million Dollar Club Award Winner (2005-2009)

Business Journal Book of Lists – Top 25 meeting and event planning companies in Arizona (2002 – current)

Performance Standards and Guarantee?

We put all of our energy into ensuring the success of our client’s programs with youthful vitality and enthusiasm. We offer rapid response to our client’s request. We handle the unexpected calmly and efficiently. We offer refinement in all of its forms. We aim for nothing less than excellence in the selection of our team and suppliers to meet our clients’ needs. But above all, as a first class DMC, we offer one main and inevitable asset: being able to gain, share and maintain the trust of our clients. At AZA Event, we welcome being held accountable. Nothing describes us better than our passion to share our expertise and our willingness to take responsibility for the success of our clients’ programs.

Destination Information: (promote the city that you represent, one paragraph per city)

Scottsdale

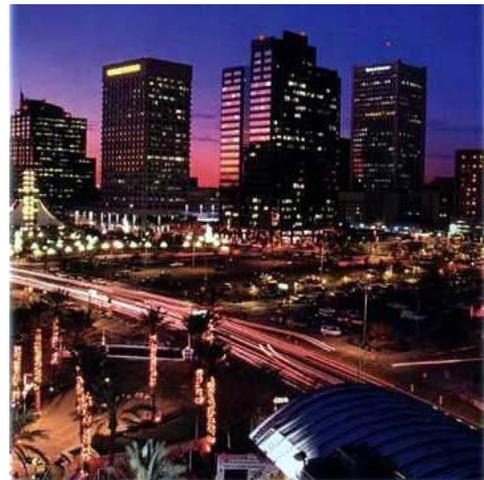
Scottsdale is one of the Southwest's premier resort destinations. This young, active and wealthy community borders Phoenix to the east and north. With more than 170 golf courses, 11,000 hotel rooms, and 500 restaurants, millions of people come to enjoy the spas and resorts in Scottsdale each year.



Scottsdale's popularity is well-deserved. The beautiful desert landscapes have inspired such people as architect Frank Lloyd Wright, who built an internationally admired winter retreat here at Taliesin West. Outdoors lovers will find hundreds of things to do along the Salt River, in the rocky city parks and neighboring mountains, or on ranches in and around the city. Hot air balloon rides, horseback tours, kayaking, and mountain climbing are all just minutes from Scottsdale.

Phoenix

Upon arriving in Greater Phoenix, visitors quickly discover a few of the hallmarks that make this region a premier destination - near-perfect weather, ease of transportation and genuine hospitality.



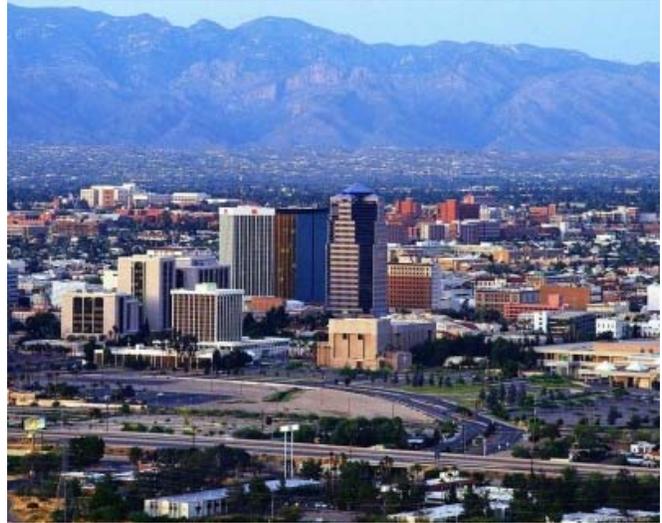
The average high in Greater Phoenix is 85 degrees and with more than 325 days of sunshine per year, smiles are wide and spirits are high. From the moment you touch down at Sky Harbor International Airport, the outdoors beckon the adventurer in you.

Located just three miles from downtown Phoenix and less than a half an hour from most popular resorts and attractions, Sky Harbor also provides efficient service that will help make your travels seamless. Greater Phoenix is a growing metropolis that maintains a laid-back personality, where friendly people are in the majority, and where superior service is to be expected.

Tucson

Tucson (TOO-sahn) is a growing metropolis of 1,000,000 that keeps getting better and better. The city's geography is a postcard image of cactus forests, rolling hills and awe-inspiring mountains.

Tucson lies in the borderland, a region that blends the cultures of the United States and Mexico, and has a long history of settlement by ancient Native American peoples, Spanish explorers and Anglo frontiersmen.



The Red Rock Country ~ Sedona

Located in Arizona's high desert under the towering southwestern rim of the vast Colorado Plateau, the city of Sedona is blessed with four mild seasons marked by abundant sunshine and clean air. Ideally, the annual average high and low temperatures are 74.7 and 45.7 degrees, respectively. Almost the entire world knows that Sedona, strategically situated at the mouth of spectacular Oak Creek Canyon, is a unique place. Characterized by massive red-rock formations, as well as the contrasting riparian areas of Oak Creek Canyon, the area surrounding this beloved community is considered at least as beautiful as many national parks.



Unique & Popular Venues/Events (given by city, list venue or event and a small blurb about it)

The Valley of the Sun (Phoenix / Scottsdale)

La Puesta del sol

Corona Ranch

Desert Foothills

Wrigley Mansion

Los Cedros

Tempe Center for the Arts

Bentley Projects

Venue of Scottsdale

Heard Museum

Taliesin West

Lifestyles of the Rich and Famous – over 20 private homes

Sedona

Rancho Los Lagos

Private Home – Majestic Sedona

Tucson

Rancho de Los Cerros (Ranch of the Hills)

Stardance Center

Old Tucson Studios

Pima Air and Space Museum

Sonoran Desert Museum

Client Testimonials: (pick your 3 best, quote, name of who is being quoted, and company name)

I cannot thank you enough for all the hard work and dedication that your team exhibits towards our events.

The AZA Team goes so above and beyond – you help me to create events that are memorable experiences for my customers and other attendees. You stretch your imaginations and develop themes that encompass the entire environment, transforming ballrooms into a Broadway theater or a poolside area in Charlie and the Chocolate Factory. Watching our guests arrive and seeing the surprise and excitement on their faces is wonderful! You help me to touch every sense, creating theme elements in every detail.

I also want to thank you for handling transportation, spousal and attendee tours, dinners – you name it, with great care. I never have to worry about the details and know that your team will always come through. It means a great deal to me to have a partner who takes as much ownership over the program, as I do. I am happy to be a reference for you.

Mara Weber
Events & Users Group Director
Honeywell Process Solutions

“I am writing to express our sincere thanks and appreciation for a job well done by AZA Events, Inc. on the Fifth Third Bank “Winners Circle” program. This program was chocked full of organized events which relied heavily on your services and its overwhelming success was due in large part to you and your team’s efforts. This program transitioned through many hands here at Dittman Incentive Marketing before finally ending up with me and through it all you were patient, professional, and truly cared about the business. At every turn you were friendly and flexible with the budgetary constraints of the program. This program relied heavily on your services and I can say without hesitation that this was a flawless program. The true testament ultimately comes from the end client and Fifth Third Bank is buzzing with excitement and gratitude for the best incentive program they’ve had in years. No doubt this was in large part to AZA Events, Inc. and for that I thank you.”

Jennifer Mazza
Travel Program Manager
Dittman Incentive Marketing

The success of our event was due in no small part to your professionalism, impeccable attention to detail and customer focus. It is gratifying to know that we are able to host a conference such as this and have every confidence that all of our needs will be met in such a timely and professional manner.

Chris Wentworth
Senior Meeting Consultant
Aetna

AZA Events is the best DMC I have ever worked with. From start to finish, they are professional, prompt, courteous and efficient. Over the past few years I have placed groups ranging from 5 to 100 with AZA and they always do an amazing job!

Julie Nguyen
Marketing Manager
IDEV Technologies, Inc.