EDITION 2024

UPDATED 18.10.2023

# www.aiptm.it - www.wfsevents.com - www.BookingsMed.com

# B2B + B2C







# ONE GROUP 3 AIMS

BY MARIAANTONIETTA PRINCIVALLE

The first company was founded in 2012, in Veneto, Italy. Born as a DMC, it has never stopped evolving. In those years, a great transformation took place in tourism: the era of intermediation was ending, and online platforms took over. WFS, however, has always supported and believed in professional travel agents. Therefore, we decided to travel the world to understand the right direction to take and specialise in market niches that would soon explode, generating important flows: experience tourism and medical tourism. Today, WFS represents an innovative platform for luxury & experience tourism, B2B and B2C, dedicated to luxury products and Services.

**BookingsMed** Is the on line booking system for Medical Tourism. It is both B2B and B2C. The new Marketiplace for Clinics, Doctors, Thermal Centres and Medical Spa

**World Fine Selections** Is the innovative plattform for Luxury & Experience tourism. Both B2B and B2C.. Dedicated to Luxury products and Services.

**WFS Events** is the Web site dedicated to promote our B2B events, such as Workshops, Fam Trips, Trainings & Educational. The ideal way for growing your business.



### **World Fine Selections**

Mariaantonietta Princivalle, CEO of WFS, founded the company in 2012, in Veneto, Italy. Born as a DMC, it has never stopped evolving. In those years, a great transformation took place in tourism: the era of intermediation was ending, and online platforms took over. WFS, however, has always supported and believed in professional travel agents.

Therefore, Mariaantonietta decided to travel the world to understand the right direction to take and specialise in market niches that would soon explode, generating important flows: experiential tourism and medical tourism.

World Fine Selections aim to discover and offer the most excellent companies of the Handcraft through its 9 websites for online booking which are working on autonomy and armonically connected by artificial intelligence.

Each web site is reserved for a sector or commercial category and companies are selected on the basis of global market trends in the luxury niche market which is actually very large and which is currently claiming hand-made high quality products.

Thanks to this innovative project, this connection will be very simple, with just one click companies will be able to connect online from all over the world.

We are selecting the best companies in each nations divided for each category of merchandise in different levels of production or services: from crafts to industry, trade, services, etc ...

World Fine Selection
represents an innovative
platform for luxury &
experience tourism, B2B and
B2C, dedicated to luxury
products and Services
connecting trasversally
Service Providers from
different types and countries





### **Standards**

Professionalism, quality, availability, cleanliness and friendliness are just some of the parameters we use to recognize the excellence of listed companies.

The purpose of the project is to raise the economy of small and medium-sized companies by creating a nationally visible nationwide network worldwide.

In Italy we started from 5 star luxury Hotels up to boutique hotels or small luxury hotels & Country Resorts.

### Networking

Workd Fine Selections is a B2B and B2C on line booking system. World Fine Selections is based on a worldwide growing network of travel agencies who can find and book the Hotels, products and services that we select in real time. The commission we get from Hotels and other supplier is forwarded to travel agencies and buyers.

# **WFS Events**

is our branch dedicated to the organization of B2B and B2C events from Taylor Made up to Big ones

### Workshop

Our project includes B2B events that allow our members to meet with foreign operators looking for local products or services. They are frequently organized for individual sectors that will be away, more and more closed and reserved for companies registered on the platform. TRAININGS, SEMINARS, EDUCATIONAL & FAM TRIPS

### **How to Register**

To register please contact one of the official authorized Distributor on https://www.worldfineselections.it/contacts/





# **GALA DINNER AWARDS**

EMT 2024

TOP HOSPITAL - CLINIC- THERMAL CENTER - MEDICAL SPA

www.emtfairs.com

# Looking for VIP & High Spenders Clients?

### **NOMINATION**

The 3rd Edition of World Contest & Awards for Medical Tourism is the opportunity!!

A jury of 12 Professionals from 12+ different Countries and 3 different Continents made of Facilitators, Travel Agencies and Doctors will reward the most excellent Clinics, Hospitals, Thermal Centers & Medical Spas, Facilitators

With the participation of VIP, Authorities and Associations.

### **AWARD PROVIDERS**

Nomination is comunicated to the Organizers by BookinsMed distributors after registration of the participant to EMT 2023.

After the Nomination, the Provider will receive the comunication for site-inspection. If the standards match the Providers will access to receive the Award.

### **AWARD BUYERS**

Awards to Buyers are connected to their participation to BookingsMed.com Training and Certification.

### **AWARD COMITEE**

The Award Committee is composed of 12 of the most relevant Facilitators and Marketing Advisors internationally recognized as Authorities in the Health Tourism.

Every year we organize the European Medical Tourism Fair, EMT, a representative event for medical tourism in Europe and Worldwide which gathers professionals from the medical field together with facilitators and tourism specialists.















# Travel CRAL You have to be there!

Workers' company recreational clubs, known by the acronym C.R.A.L., promote cultural, recreational and welfare activities for the workers of a member company and their family members, on a non-profit basis.

# **Seller Profile:**

Wellness Centres 3\* - 4\* - 5\*
Wellness SPA 3\* - 4\* - 5\*
Wellness Hotels & Resorts 3\* - 4\* - 5\*
Thermal Centres 3\* - 4\* - 5\*
Thermal Hotels 3\* - 4\* - 5\*
Medical Spa 3\* - 4\* - 5\*
Medical Hotels 3\* - 4\* - 5\*

Clinics for Dental & Esthetic Care Shopping Mall & Outlets



1500



2500



72.667

150

100

2000

**Buyers** 

Exibitors

meetings

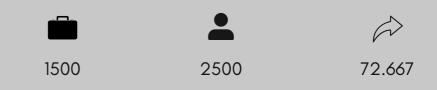


# **MEET & MATCH**

# WHAT IS IT?

This is the speed dating event that gives buyers the opportunity to meet and select Italy's offer before the start of meetings at the stands. It is a way to supplement the online diary or identify new proposals to explore in more depth during the show.

All the buyers seat at their own desks where they can meet the interested exhibitors coming with no pre-arranged schedule.



# **RULES**

Each slot of meeting has to be done in max 10 min. It is requested to abide by this rule and to get the exhibitor to respect it, in order to guarantee the speed dating of the event.



# **BUYERS**

# Who they are?

The Buyers' Program is reserved to professionals of CRAL Entities that have decisional power in purchasing Travels and Trips (purchasing managers, product managers, contract managers, owners, directors, CEO).

In Italy it exhist about 900 CRAL which are organizing Trips for over 10 Milions Employees.

# **CRAL 2024**

Medical Tourism International workshop ITALY



# **BEFORE EVENT**

Compila il tuo profilo e prenota il tuo appuntamento nell'agenda on line temet2022antalya.com utilizzando il codice che ci hai ricevuto via mail. Se sei nuovo in questo campo ti consigliamo di fissare un appuntamento anche con società di consulenza, le troverai in agenda con Buyers

# **BEFORE EVENT**

si prega di preparare
bochure, biglietti da visita,
listini prezzi (provvedibili)
foto, video o tutorial da
condividere con i
facilitatori, spiegando
perché dovrebbero inviare i
clienti alla tua clinica
la lingua deve essere inglese
+ la lingua del mercato che
desideri (ex italianotedesco-russo ecc.)

# **AFTER EVENT**

è molto utile rimanere in contatto con i Facilitatori, invitandoli a visitare la vostra clinica e a mostrare le vostre strutture, ad organizzare seminari on line con loro per educare sui vostri servizi, condividere opinioni e chiedere suggerimenti.

# SIGN UP

# CRAL B2B WORKSHOP - JUNE 26TH 2024 ABANO TERME

Compan	y Name		
Address_	City		
Country_	Zip Code Phone _		
VAT	E-mailWeb		
Qty	Description	+	Amount
1	3 hours - Meet & Match with 20 Buyers on your free choice		1800

sponsorship of Lunch - Speech with Buyers with

**Extra Individual presentation** 

**Individual Transfer Venice Roundtrip** 

Room 2 nights on HB - 4\*

1

1

1

DATE:	• • • • • • • • • • • • • • • • • • • •	TOTAL PRICE	€+ VAT

6000

250

270

Note: By sending the signed Registration Form to the Organizer of the event, the participant confirms his participation in the event. Please note that full payment must be sent to the act of booking. Participation will be confirmed upon receipt of payment. The invoice will be sent upon receipt of payment. Registrations are refundable only in the form of a bonus for a new event organized by us at a later date, provided that the request reaches us no less than 30 days before the event. World Fine Selections srl cannot be or become responsible for any cancellation of the event caused by events of force majeure, such as storms, earthquakes, fires, climatic conditions or aberrations, abnormal conditions or developments, acts of government or of other authorities, wars, whether declared or not, civil unrest, terrorist, social, political or labor unrest, epidemics, disease, or any other cause of force majeure. The Organizer reserves the right in case of need to postpone the event to a later date that will be communicated to the registered companies.

Signature and stamp of the legal representative ......

# Code regarding the protection of personal data

Pursuant to the provisions of article 13 of Legislative Decree 196/2003 (Code regarding the protection of personal data), we inform you that the personal data provided by you, or otherwise acquired in the context of the activity of World Fine Selections srl are subject to treatment, in compliance with the duties of confidentiality and in accordance with the express provisions of the aforementioned Code. The processing of such data, which will take place using IT tools, manuals, paper (eg publication of photos in brochures, etc.) has the following purposes:

- 1. Fulfillment of contractual and legal obligations related to the participation of the interested party as an exhibitor or partner at the events organized by World Fine Selections srl Str. Grivitei, Nr. 36, Cam 21 ORADEA BIHOR ROMANIA P. IVA RO38061803 hereinafter World Fine Selections srl
- 2. Organizational management of the events promoted by Italian Taste for you srl, for example creation of personal identification tags for security purposes, statistical processing of aggregate data, planning, communications to third party partners who collaborate in the creation and management of events (for example other fairs, suppliers, consultants, etc.), insertion of personal data in the Official catalog and plan of the events that will be disseminated nationally and internationally. In this case, some data may also be collected through pre-registration procedures (online or on paper) or by operators authorized by us before entering the exhibition center.
- 3. Profiling, loyalty and sending of commercial and promotional communications regarding the activity of World Fine Selections srl via email, sms, mms, fax, telephone calls, direct sales, as well as other marketing purposes (eg analysis and surveys market)
- 4. Profiling, sending commercial, promotional and advertising communications concerning products and services of third party partners of World Fine Selections srl (organizers, exhibitors, operators involved in trade fairs or operating in other sectors) interested in offering advantageous commercial offers to the participants of the events and exhibitions of World Fine Selections srl, via email, sms, mms, fax, telephone calls. To this end, the data may also be communicated or transferred to these subjects in order to allow them to use them directly for sending their commercial communications. The processing of personal data means their collection, registration, organization, storage, processing, modification, selection, extraction, comparison, reclassification of data by homogeneous economic categories, use, interconnection, blocking, communication, dissemination. The duration of the treatments will be proportionate to the purposes pursued from time to time. The provision of data to World Fine Selections srl is always optional. However, in the event that - as is usually the case for those wishing to participate as an exhibitor or partner in the events - the data, to which the request for conferment refers, must be processed by World Fine Selections srl in order to correctly fulfill to a legal or contractual obligation, as well as to provide what is requested by the interested party (purposes set out in point 1), for which the provision of the same is in fact necessary. In fact, any failure to provide the data by you would inevitably make it impossible for World Fine Selections srl to provide the contractual service requested by you and / or to fulfill the legal obligations deriving from the establishment of the relationship. with the SV Therefore, your participation in the event, entry to the Fair and use of our services, etc. would not be possible in practice. Consent to processing for the purposes referred to in point 1, however, is never necessary ( 24 of Legislative Decree 196/2003 exempts World Fine Selections srl from the obligation to request it). We specify that the "provision" of data means the material made available to them in favor of World Fine Selections srl, therefore it is not equivalent to a "consent" to the processing of the same for the purposes referred to in points 2, 3 and 4; the interested party who provides the data (having read this information) is presumed to tacitly consent for the sole fact that the same are being processed for the purposes referred to in point 1. In the event that the data processing takes place instead for the purposes referred to in point 2 consent is optional, but failure to consent would make it impossible for World Fine Selections srl to carry out the related processing and, in some cases, also the failure to perform the service required by 'interested. We therefore suggest, in the event that the interested party intends to participate in the exhibition, not to limit himself to the provision of data but also to provide the express consent to the processing for the purposes referred to in point 2. In the event that, instead, the data processing takes place for the purposes referred to in points 3 and 4, consent is optional, and any lack of consent may not lead to the failure to perform the service requested by the interested party, but will make it impossible for World Fine Selections srldi operate the related processing (for example to use an email address or mobile number to send promotional messages). The data collected for the purposes referred to in point 1 may be transmitted: to the companies that, on behalf of World Fine Selections srl, will provide the management and maintenance service of the IT systems and databases, to the Contracting / Assigning Companies that on behalf of World Fine Selections srl provide essential services for participation (e.g. installation and management of fittings and equipment, logistics, security, private security, first aid, hostesses, etc.). Any data processing by these subjects will take place with purposes and methods similar to those listed above. World Fine Selections srl also informs that during the manifestations or events organized by it, authorized photographers and / or videomakers may shoot and / or photographs, for the purpose of documentation and promotion, both on the sites of the events, both on their social profiles (e.g. twitter, facebook, whatsapp, youtube, vimeo, etc.). The photographs and videos published relate to trade fair activities, which must be understood as public manifestations or events and do not contain information for which the explicit consent of the person concerned by the shooting is required. If the interested party does not wish to be photographed or resumed, please notify the staff in charge at the time of the photo or shooting. In any case, the persons filmed have the right to request their removal or deletion from the databases of the company website and / or the platforms connected above, by sending an email to info@wfsevents.it. In this case World Fine Selections srl., Will promptly remove the documentary material. The data collected for the purposes referred to in points 2 and 3, which could be acquired on-site by operators authorized by World Fine Selections srl., May be communicated to the photographers and / or videomakers who make the materials, to companies that postproduction on the same, to journalists and newspapers, to companies in charge of marketing analysis, to advertising, communication and / or public relations agencies, to companies in charge of printing advertising or promotional materials, to companies for the production of websites, to web marketing companies, to other subjects in charge of the design and / or maintenance of promotional materials, and to companies for the management and maintenance of the IT systems used for data processing, to possible third-party business partners with whom World Fine Selections srl shares the aforementioned promotional initiatives or the realization of exhibitions and events, as well as, through and catalog, to exhibitors and / or visitors of the events organized by World Fine Selections srl also in collaboration with third party partners. The communication will take place according to the principles of proportionality and therefore will be limited from time to time to what is necessary. These subjects will process the materials and data for the purposes and with methods similar to those described above.

We also inform you that Article 7 of the aforementioned Code recognizes numerous rights to the interested party, including that of: obtaining information about the existence of data concerning him and their communication in an intelligible form, obtaining cancellation, transformation into anonymous form or blocking, or updating, rectification or, if interested, integration, as well as the attestation that such operations have been brought to the attention of those to whom the data have been communicated, oppose for legitimate reasons to the processing of such data, even if pertinent to the purpose of the collection, to oppose processing for marketing purposes (profiling, commercial communications, market research and analysis). It is possible to exercise the rights analyzed above by writing to the e-mail address: info@wfsevents.it The Data Controller is World Fine Selections srl Str. Grivitei, Nr. 36, Cam 21 ORADEA - BIHOR - ROMANIA - P VAT RO38061803. It is possible to request a list of the Data Processors from the Data Controller.

Stamp and signature of the legal representative	

# OCTOBER 2024 oradea





# Meet ROMANIA







# **Meet Romania** You have to be there!

Meet Romania is a very profiled B2B event organised to introduce travel Italian destinations to Romanian agencies.

# **Seller Profile:**

Luxury Hotels & Resorts or Retreats 4\*- 5\* Wellness Centres 4\*-5\* Wellness SPA 4\*- 5\* Wellness Hotels & Resorts 4\*-5\*

Themal Centres 4\*-5\*

Thermal Hotels 4\*-5\*

Medical Spa 4\*-5\*

Medical Hotels 4\*- 5\*

Shopping Mall & Outlets

MICE & WEDDING destinations





2500



72,667

20

15

300

**Buyers** 

**Exibitors** 

meetings

# **Romania & Thermae**

# A Long Tradidion

It's true that many people in Romania and Eastern Europe, in general, have a fondness for thermal baths and spas, which are commonly referred to as "therme" in Romanian. This cultural preference can be attributed to several factors:

Eastern European tourists, "are a medium-high socioeconomic target and their propensity to travel is also dictated by their high cultural level"; this is why "it is important to be able to respond with mice and luxury proposals to meet increasingly demanding standards".

- Historical Influence: The region has a long history of utilizing natural hot springs for therapeutic purposes. This tradition dates back to ancient times when the Romans, Ottomans, and other cultures recognized the healing properties of thermal waters.
- Geographical Abundance: Eastern Europe, including Romania, is rich in natural thermal springs. This abundance of hot springs has made it easy for spa culture to flourish.
- Health and Wellness Benefits: The therapeutic benefits of thermal baths are widely acknowledged. The mineral-rich waters are believed to have a variety of health benefits, including improved circulation, pain relief, and relaxation.
- Cultural Traditions: Over time, the practice of visiting thermal baths has become deeply ingrained in the culture. It's not just seen as a health activity, but also as a cultural and social tradition.
- Tourism and Economic Impact: The popularity of thermal baths in Eastern Europe has led to the development of spa tourism which is in and out bound.
- Promotion by Authorities: Governments and local authorities often promote spa tourism as a means of boosting the economy and attracting visitors.





# Romania & Luxury A growing upper class

It's not accurate to make sweeping generalizations about an entire population, as individual preferences and behaviors can vary widely. However, it's true that many Romanians, enjoy traveling abroad and may have an interest in luxury accommodations and shopping.

- Here are some factors that contribute to this trend:
- Increasing Disposable Income: Romania has experienced economic growth over the years, which has led to an increase in disposable income for some segments of the population. This means that more people have the financial means to travel and indulge in luxury experiences.
- Globalization: The influence of global media and the internet has made luxury travel and shopping more accessible and appealing to people around the world, including in Romania.
- Cultural Curiosity: Traveling abroad provides an opportunity to explore different cultures, cuisines, and lifestyles. Many people are naturally curious and seek out these experiences.
- Special Occasions and Celebrations: Traveling abroad for special occasions such as anniversaries, honeymoons, or milestone birthdays is a common practice.
- Business Travel: In the latest 15 years is growing exponentially the business relations between these 2 countries
- Status and Prestige: Staying at luxury hotels and shopping at high-end stores can be a way for individuals to demonstrate their success and social status
- Lifestyle Aspirations: Like in many countries, there is the desire among Romanians to experience a certain lifestyle associated with luxury travel and shopping.

# Romanian & Shopping

# **Outlets and Trends**

Italy is a popular destination for Romanian shoppers, particularly for outlet shopping. Italy is well-known for its high-quality fashion and designer brands, and outlet malls offer discounted prices on these products. Some of the reasons why Romanians are interested in outlet shopping in Italy includes:

- Fashion Consciousness: Romania, has a strong interest in fashion and Italian fashion brands are highly regarded
- Price Advantage: Outlet stores offer the opportunity to purchase high-end designer goods at significantly reduced prices compared to regular retail stores.
- Variety of Brands: Italy is home to numerous prestigious fashion brands. Outlet malls in Italy often feature a wide range of these brands, providing shoppers with a diverse selection.
- Tourism and Travel: Italy is a popular tourist destination for Romanians. When traveling, many tourists enjoy shopping for souvenirs, gifts, and personal items, and outlet malls can be attractive destinations for shopping.
- Special Sales and Events: Outlet malls in Italy frequently hold special sales events, offering even greater discounts on already reduced prices. These events can be especially appealing to bargain-conscious shoppers.
- Cultural Experience: Shopping in Italy can be a cultural experience in itself. Exploring Italian outlet malls allows visitors to immerse themselves in the country's rich fashion heritage.





# **BUYERS**

# Who they are?

The Buyers' Program is reserved to travel professionals that have decisional power in purchasing (purchasing managers, product managers, contract managers, owners, directors, CEO) in the following tourism categories:

- Tour Operator
- OLTA
- Wholesaler
- Travel agencies
- Associations
- MICE professionals
- Wedding planner
- Luxury Travel Designers
- Medical Travel Designers

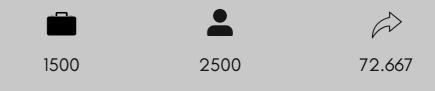


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# ROMANIA 2024

Romania Medical Tourism International workshop



# **BEFORE EVENT**

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# **BEFORE EVENT**

si prega di preparare
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listini prezzi (provvedibili)
foto, video o tutorial da
condividere con i
facilitatori, spiegando
perché dovrebbero inviare i
clienti alla tua clinica
la lingua deve essere inglese
+ la lingua del mercato che
desideri (ex italianotedesco-russo ecc.)

# AFTER EVENT

è molto utile rimanere in contatto con i Facilitatori, invitandoli a visitare la vostra clinica e a mostrare le vostre strutture, ad organizzare seminari on line con loro per educare sui vostri servizi, condividere opinioni e chiedere suggerimenti.

# SIGN UP

# MEET ROMANIA B2B WORKSHOP ORADEA - ROMANIA - OCTOBER 23RD 2024

Company Name			
Address	(	City	
Country	Zip Code	Phone	
VAT	E-mail	Web	

Qty	Description	Amount
1	3 hours - Meet & Match with 15 Buyers on your free choice	1800
1	Hotel accomodation 4* - 2 nights on BB basis	280
1	shuttle transfer roundtrip from airport	150
1	individual speech in the conference (available only for edition october 2024)	3000
1	sponsorship of Dinner with Buyers with Extra Individual presentation (only 3 spaces available)	5500

DATE:	• • • • • • • • • • • • • • • • • • • •	TOTAL PRICE	€	+ VAT

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The photographs and videos published relate to trade fair activities, which must be understood as public manifestations or events and do not contain information for which the explicit consent of the person concerned by the shooting is required. If the interested party does not wish to be photographed or resumed, please notify the staff in charge at the time of the photo or shooting. In any case, the persons filmed have the right to request their removal or deletion from the databases of the company website and / or the platforms connected above, by sending an email to info@wfsevents.it. In this case World Fine Selections srl., Will promptly remove the documentary material. 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The communication will take place according to the principles of proportionality and therefore will be limited from time to time to what is necessary. These subjects will process the materials and data for the purposes and with methods similar to those described above.

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Stamp and signature of the legal i	renresentative	

# **EMT 2024**

**European Medical Tourism November** 









TELEMEDICINE - VIRTUAL - ON LINE BOOKING











ITALY - 16-17 NOVEMBER - CHIANCIANO TERME

**GBookings** Med

# **Medical Tourism Event**

Format 2024: Conference & B2B

meeting with International Facilitators, VIP Tour Operators, Doctors, Health and Welfare Insurances

Open to: Clinics, Hospitals, Medical Spa, Medical Resorts, Thermal Centres

# **SINCE 2016**

### **EUROPEAN MEDICAL TOURISM**

from 20 >> to >> 150+ Buyers

KSince 2017 World Fine Selections srl / BookingsMed.com organize the international meeting EMT European Medical Tourism .

EMT is the European leading event for Medical Tourism. An unique opportunity to connect with the most important players in the World.

The format of 2024 is back to Conference, Exhibition, & Networking B2B meetings to connect players.

Representatives of 20+ Countries will meet in Italy on May 2024.

For the 8th time, the annual seminar on medical tourism will be held.

MEDICAL TOURISM WORKSHOP includes a conference, round tables on working with patients and market trends; business meetings – B2B Workshop;

We wish you a positive experience and benefit from participating in our event!



registration on:

www.emtfairs.com





# Healthness Tourism

# what about

Medical & Thermal tourism, still little known in some countries (for example in Italy) is growing exponentially. In brief, it is the movement of patients from one state to another to face medical treatment. The reasons for a trip of this type are the search for better treatments at a cheaper rate, or the search for treatments that are not provided in your state of residence.

They can be **preventive treatments** such as weight loss, check-ups and Second Opinion in the clinic, prevention or rehabilitation in specialized Thermal Centers, trips in search of a better image – cosmetic surgery – , or even purifying and **detoxifying** paths for those who sustain difficult work rhythms .





### What is it?

BookingsMed it is a health travel Marketplace both B2B as B2C.

It primarily connects Italian travel agents and facilitators with healthcare service providers in Italy and abroad. The platform is now open to foreign travel agencies, facilitators, and service providers who wish to set new partnerships and patients' flow from Italy.

The platform emerged after matching buyers and sellers through specialized health travel B2B meetings and events in Italy since 2016. https://bookingsmed.com

### Whom is intended to?

Following the market demand in Italy, the most required specialties comprise respiratory diseases, physical rehabilitation, thermal and medical spas packages, dental services, aesthetics, IVF, hair transplant, and health prevention programs, including medical wellness. It is an opportunity for international service providers from neighboring markets to establish direct connections with new partners eager to send Italian patients and clients.

World Agencies are already registering to Our Network for getting trainings and discounts – Network is expanding quickly

### How to Register?

It is possible online directly at the platform at <a href="https://www.bookingsmed.eu/login.html">https://www.bookingsmed.eu/login.html</a>

A tutorial for registering online is available at

https://www.bookingsmed.com/page/Tutorial



# **WHY**

# You have to be there!

# **Networking**

Exhibiting at EMT 2023 provides an exceptional combination of networking and corporate branding opportunities and is a perfect opportunity to boost your company's profile amongst influential decision-makers in the healthcare industry

Your company's participation in EMT 2023 not only strengthens global awareness of your products and services to an audience of important decision-makers but, more importantly confirms your position as an industry leader.

### **B2B** meetings

- Direct access to an ever growing market
- Interact with decision makers .
- Seek contacts for future business.
- Meet existing clients or partners.
- Launch and demonstrate your products.
- Raise profile of company/organisation.
- · Seek immediate business.
- Look for a local agent.
- Support local existing agent.
- Achieve business to business (B2B) and business to consumer (B2C) objectives
- Sell your services and products.

### **Conference & Round Tables**

The two day's themed conference will be attended by 500 Buyer, Providers Medical Manufacturers and Suppliers

The Program has been given accreditation by AIPTM (Italian Association for Medical and Thermal Tourism) to give participants the chance to speak about the services they offer and provide for the visitors and explain the latest advanced techniques they use in their treatments.

The Conference will also provide participants with an excellent opportunity to learn up-to-date information, emerging trends, strategies, innovative approaches, management techniques and technologies that would help enhance the quality of healthcare services.

# **ADVETRISING**

**CAMPAIGN 2024** 

from 20 >> to >> 150+ Buyers

The importance of the advertising campaign before the exhibition is to generate high interest level, induce participation, engagement and interface and ensure attendance of the highest number of participants, given the venue of the exhibition center and its location. The advertising campaign includes visual and audio advertisement before and during the exhibition.

- To ensure the good visibility of EMT 2024 and its participants we have planned a very strategic media plan.
- Pre-event outreach and coverage: including event news releases and updates.
- Conducting 20 video interviews during the event of pre-selected selected participants, companies and sponsers.
- Participating to major world fairs in Medical Tourism, with Speach and Exhibition Booth
- Newsletters to full data base of about 1.000.000 adresses of professionals: doctors, clinics, hospitals, facilitators - worldwide
- Interviews, Video, which will be published on Social media before and during the exhibition.
- Invititation of Italian and International Authorities to patron the opening ceremony
- Italian / International Television and some radio channels will be invited to cover the events
- Sending invitation to the various prominent characters like businessmen, companies' managers and officials via E-mail.

registration on:

www.emtfairs.com





# **GENERAL INOFRMATION**

### **BEFORE EVENT**

Please fill in your profile & book your apointment <u>here</u>. If you are new from in this field we suggest you to fix apointment also with consulting companies, you will find them in the agenda with Buyers.

Be ready to work! and take with you Brochures, Visit Cards, price lists photos, video or tutorials to share with Facilitators, explaining why they should send clients to your clinic, your Excellences.

Official language of the event is english.

### **AFTER EVENT**

it is very useful to stay in contact with Facilitators, inviting them to visit your clinic and to show your facilities.

organize on line seminars in order to educate them about your services, and share opinions as well as ask suggestions.

# **THANKS**

European Medical Tourism (EMT) Italy, would like to take this opportunity to thank all sponsors, exhibitors, speakers, and visitors for making EMT a hugely successful launch event. After the resounding success of the EMT 2022 in Abano Terme ITALY, the 7th European Medical Tourism Exhibition & Conference 2023 (EMT ) will show considerable growth in all aspects and areas of the show, and will be arranged onsite to promote interaction and grow the global network of our exhibitors.

registration on:

www.emtfairs.com

# SIGN UP

# **EMT CONFERENCE & B2B WORKSHOP - NOVEMBER 2024**

Company	Name	
Address_	City	
Country_	Zip Code Phone	
VAT	E-mail Web	
Qty	Description	Amount
1	5 hours - B2B meetings with 16/20 Buyers on your free choice (14 pm - 19 pm)	2.400
1	Conference in the Morning - Individual presentation 8 min - ( 9 am - 13 pm)	6.000
1	sponsorship of Lunch - 30 min Speech with Extra Individual presentation - Networking Coktail Party - extra marketing campaign	12.000
1	sponsorship of Gala Dinner - 30 min Speech with Buyers with Extra Individual presentation - extra marketing campaign	18.000

DATE:		TOTAL PRICE	€+	VAT
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Note: By sending the signed Registration Form to the Organizer of the event, the participant confirms his participation in the event. Please note that full payment must be sent to the act of booking. Participation will be confirmed upon receipt of payment. The invoice will be sent upon receipt of payment. Registrations are refundable only in the form of a bonus for a new event organized by us at a later date, provided that the request reaches us no less than 30 days before the event. World Fine Selections srl cannot be or become responsible for any cancellation of the event caused by events of force majeure, such as storms, earthquakes, fires, climatic conditions or aberrations, abnormal conditions or developments, acts of government or of other authorities, wars, whether declared or not, civil unrest, terrorist, social, political or labor unrest, epidemics, disease, or any other cause of force majeure. The Organizer reserves the right in case of need to postpone the event to a later date that will be communicated to the registered companies.

Signature and stamp of the legal representative ......

# Code regarding the protection of personal data

Pursuant to the provisions of article 13 of Legislative Decree 196/2003 (Code regarding the protection of personal data), we inform you that the personal data provided by you, or otherwise acquired in the context of the activity of World Fine Selections srl are subject to treatment, in compliance with the duties of confidentiality and in accordance with the express provisions of the aforementioned Code. The processing of such data, which will take place using IT tools, manuals, paper (eg publication of photos in brochures, etc.) has the following purposes:

- 1. Fulfillment of contractual and legal obligations related to the participation of the interested party as an exhibitor or partner at the events organized by World Fine Selections srl Str. Grivitei, Nr. 36, Cam 21 ORADEA BIHOR ROMANIA P. IVA RO38061803 hereinafter World Fine Selections srl
- 2. Organizational management of the events promoted by Italian Taste for you srl, for example creation of personal identification tags for security purposes, statistical processing of aggregate data, planning, communications to third party partners who collaborate in the creation and management of events (for example other fairs, suppliers, consultants, etc.), insertion of personal data in the Official catalog and plan of the events that will be disseminated nationally and internationally. In this case, some data may also be collected through pre-registration procedures (online or on paper) or by operators authorized by us before entering the exhibition center.
- 3. Profiling, loyalty and sending of commercial and promotional communications regarding the activity of World Fine Selections srl via email, sms, mms, fax, telephone calls, direct sales, as well as other marketing purposes (eg analysis and surveys market)
- Profiling, sending commercial, promotional and advertising communications concerning products and services of third party partners of World 4. Fine Selections srl (organizers, exhibitors, operators involved in trade fairs or operating in other sectors) interested in offering advantageous commercial offers to the participants of the events and exhibitions of World Fine Selections srl, via email, sms, mms, fax, telephone calls. To this end, the data may also be communicated or transferred to these subjects in order to allow them to use them directly for sending their commercial communications. The processing of personal data means their collection, registration, organization, storage, processing, modification, selection, extraction, comparison, reclassification of data by homogeneous economic categories, use, interconnection, blocking, communication, dissemination. The duration of the treatments will be proportionate to the purposes pursued from time to time. The provision of data to World Fine Selections srl is always optional. However, in the event that - as is usually the case for those wishing to participate as an exhibitor or partner in the events - the data, to which the request for conferment refers, must be processed by World Fine Selections srl in order to correctly fulfill to a legal or contractual obligation, as well as to provide what is requested by the interested party (purposes set out in point 1), for which the provision of the same is in fact necessary. In fact, any failure to provide the data by you would inevitably make it impossible for World Fine Selections srl to provide the contractual service requested by you and / or to fulfill the legal obligations deriving from the establishment of the relationship. with the SV Therefore, your participation in the event, entry to the Fair and use of our services, etc. would not be possible in practice. 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Stamp and signature of the legal representative		



# GALA DINNER AWARDS

# EMT 2024

TOP HOSPITAL - CLINIC- THERMAL CENTER - MEDICAL SPA

www.emtfairs.com

# Looking for VIP & High Spenders Clients?

### **NOMINATION**

The 3rd Edition of World Contest & Awards for Medical Tourism is the opportunity!!

A jury of 12 Professionals from 12+ different Countries and 3 different Continents made of Facilitators, Travel Agencies and Doctors will reward the most excellent Clinics, Hospitals, Thermal Centers & Medical Spas, Facilitators

With the participation of VIP, Authorities and Associations.

### **AWARD PROVIDERS**

Nomination is comunicated to the Organizers by BookinsMed distributors after registration of the participant to EMT 2023.

After the Nomination, the Provider will receive the comunication for site-inspection. If the standards match the Providers will access to receive the Award.

### **AWARD BUYERS**

Awards to Buyers are connected to their participation to BookingsMed.com Training and Certification.

### **AWARD COMITEE**

The Award Committee is composed of 12 of the most relevant Facilitators and Marketing Advisors internationally recognized as Authorities in the Health Tourism.

Every year we organize the European Medical Tourism Fair, EMT, a representative event for medical tourism in Europe and Worldwide which gathers professionals from the medical field together with facilitators and tourism specialists.



# SIGN UP

# **BOOKINGSMED AWARDS NIGHT - NOVEMBER 2024**

Address	Ci	ty	
Country	Zip Code	Phone	
'AT	E-mail	Web	
Qty	Description	+	Amount
1	GALA DINNER individual participation person	- price per	150,00
1	Sponsorship of Welcome Cocktail (arrivmax 2 sponsor ( AWARDS Night)	val night)	8.000,00
1	Sponsorship of Networking Dinner (armax 2 sponsor ( AWARDS Night)	rival night)	15.000,00
1	Sponsorship of Dinner - 15 min Speech Individual presentation - extra market campaign - max 2 sponsor ( AWARDS N	ing	18.000,00

DATE:	••••	TOTAL PRICE	€	+ VAT
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Stamp and signature of the legal representative		



# 1ST° **EDITION**

**ABOUT LONDON** 

tourism Exibition in Italy.

**100 BUYERS 20 EXIBITORS** 



# 16 MAY 2025

# **UK-LONDON BE A SPEAKER!**

**CONFERENCE "SIMPLE SALES OF MEDICAL** PROGRAMS IN LUXURY TOURISM"

# **ABOUT B2B**

The Gateway to Europe

**30 LUXURY OPERATORS MAX 10 SPEAKERS**  PRESENT YOUR COMPANY AT **B2B CONFERENCE & NETWORKING ON LUXURY & MEDICAL TOURISM** 



**(2)** +39 346 490 4660





# Meet London You have to be there!

Meet London is a very profiled B2B event organised to introduce travel Italian destinations to UK agencies.

# **Seller Profile:**

Luxury Hotels & Resorts or Retreats 4\*-5\*

Wellness Centres 4\*-5\*

Wellness SPA 4\*- 5\*

Wellness Hotels & Resorts 4\*-5\*

Themal Centres 4\*-5\*

Thermal Hotels 4\*-5\*

Medical Spa 4\*-5\*

Medical Hotels 4\*- 5\*

Shopping Mall & Outlets

MICE & WEDDING destinations



1500

2500

72,667

20

15

300

**Buyers** 

**Exibitors** 

meetings

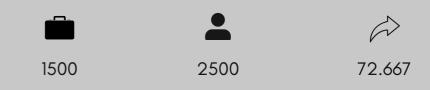


# **MEET & MATCH**

# WHAT IS IT?

This is the speed dating event that gives buyers the opportunity to meet and select Italy's offer before the start of meetings at the stands. It is a way to supplement the online diary or identify new proposals to explore in more depth during the show.

All the buyers seat at their own desks where they can meet the interested exhibitors coming with no pre-arranged schedule.



# **RULES**

Each slot of meeting has to be done in max 10 min. It is requested to abide by this rule and to get the exhibitor to respect it, in order to guarantee the speed dating of the event.



# **BUYERS**

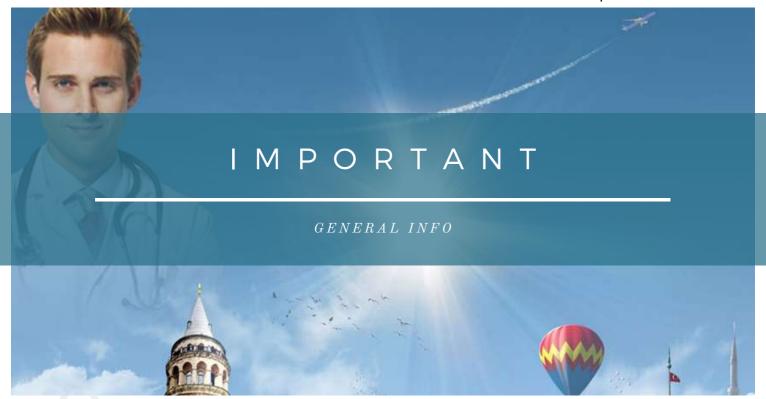
# Who they are?

The Buyers' Program is reserved to travel professionals that have decisional power in purchasing (purchasing managers, product managers, contract managers, owners, directors, CEO) in the following tourism categories:

- Tour Operator
- OLTA
- Wholesaler
- Travel agencies
- Associations
- MICE professionals
- Wedding planner
- Luxury Travel Designers
- Medical Travel Designers

# LONDON 2024

LUXURY & Medical Tourism International workshop UK



# **BEFORE EVENT**

Compila il tuo profilo e prenota il tuo appuntamento nell'agenda on line temet2022antalya.com utilizzando il codice che ci hai ricevuto via mail. Se sei nuovo in questo campo ti consigliamo di fissare un appuntamento anche con società di consulenza, le troverai in agenda con Buyers

# **BEFORE EVENT**

si prega di preparare
bochure, biglietti da visita,
listini prezzi (provvedibili)
foto, video o tutorial da
condividere con i
facilitatori, spiegando
perché dovrebbero inviare i
clienti alla tua clinica
la lingua deve essere inglese
+ la lingua del mercato che
desideri (ex italianotedesco-russo ecc.)

# AFTER EVENT

è molto utile rimanere in contatto con i Facilitatori, invitandoli a visitare la vostra clinica e a mostrare le vostre strutture, ad organizzare seminari on line con loro per educare sui vostri servizi, condividere opinioni e chiedere suggerimenti.

# Looking for VIP & High Spenders Clients?

### **NOMINATION**

The 3rd Edition of World Contest & Awards for Luxury Tourism is the opportunity!!

A jury of 12 Professionals from 12+ different Countries and 3 different Continents made of Facilitators, Travel Agencies and Doctors will reward the most excellent Clinics, Hospitals, Thermal Centers & Medical Spas, Facilitators

With the participation of VIP, Authorities and Associations.

### **AWARD PROVIDERS**

Nomination is comunicated to the Organizers by World Flne Selections distributors after registration of the participant to Meet london 2023.

After the Nomination, the Provider will receive the comunication for site-inspection. If the standards match the Providers will access to receive the Award.

### **AWARD BUYERS**

Awards to Buyers are connected to their participation to WFS Training and Certification.

### **AWARD COMITEE**

The Award Committee is composed of 12 of the most relevant Facilitators and Marketing Advisors internationally recognized as Authorities in the Luxury Tourism.

Our first Edition of WFS
Luxury Awards will take place
in London April 2024. A
representative event for
luxury tourism in Europe and
Worldwide which gathers
professionals from the luxury
field together with facilitators
and tourism specialists.



# SIGN UP

# **MEET LONDON - B2B WORKSHOP - MAY 16TH 2025**

Company Name			
Address	(	City	
Country	Zip Code	Phone	
VAT	E-mail	Web	

Qty	Description	+	Amount
1	3 hours - Meet & Match with 15 Buyers on your free choice		2.600
1	sponsorship of Speech with Buyers with Extra Individual presentation		6000

DATE:	••••	TOTAL PRICE	€	+ VAT

Note: By sending the signed Registration Form to the Organizer of the event, the participant confirms his participation in the event. Please note that full payment must be sent to the act of booking. Participation will be confirmed upon receipt of payment. The invoice will be sent upon receipt of payment. Registrations are refundable only in the form of a bonus for a new event organized by us at a later date, provided that the request reaches us no less than 30 days before the event. World Fine Selections srl cannot be or become responsible for any cancellation of the event caused by events of force majeure, such as storms, earthquakes, fires, climatic conditions or aberrations, abnormal conditions or developments, acts of government or of other authorities, wars, whether declared or not, civil unrest, terrorist, social, political or labor unrest, epidemics, disease, or any other cause of force majeure. The Organizer reserves the right in case of need to postpone the event to a later date that will be communicated to the registered companies.

Signature and stamp of the legal representative ......

# Code regarding the protection of personal data

Pursuant to the provisions of article 13 of Legislative Decree 196/2003 (Code regarding the protection of personal data), we inform you that the personal data provided by you, or otherwise acquired in the context of the activity of World Fine Selections srl are subject to treatment, in compliance with the duties of confidentiality and in accordance with the express provisions of the aforementioned Code. The processing of such data, which will take place using IT tools, manuals, paper (eg publication of photos in brochures, etc.) has the following purposes:

- 1. Fulfillment of contractual and legal obligations related to the participation of the interested party as an exhibitor or partner at the events organized by World Fine Selections srl Str. Grivitei, Nr. 36, Cam 21 ORADEA BIHOR ROMANIA P. IVA RO38061803 hereinafter World Fine Selections srl
- 2. Organizational management of the events promoted by Italian Taste for you srl, for example creation of personal identification tags for security purposes, statistical processing of aggregate data, planning, communications to third party partners who collaborate in the creation and management of events (for example other fairs, suppliers, consultants, etc.), insertion of personal data in the Official catalog and plan of the events that will be disseminated nationally and internationally. In this case, some data may also be collected through pre-registration procedures (online or on paper) or by operators authorized by us before entering the exhibition center.
- 3. Profiling, loyalty and sending of commercial and promotional communications regarding the activity of World Fine Selections srl via email, sms, mms, fax, telephone calls, direct sales, as well as other marketing purposes (eg analysis and surveys market)
- Profiling, sending commercial, promotional and advertising communications concerning products and services of third party partners of World Fine Selections srl (organizers, exhibitors, operators involved in trade fairs or operating in other sectors) interested in offering advantageous commercial offers to the participants of the events and exhibitions of World Fine Selections srl, via email, sms, mms, fax, telephone calls. To this end, the data may also be communicated or transferred to these subjects in order to allow them to use them directly for sending their commercial communications. The processing of personal data means their collection, registration, organization, storage, processing, modification, selection, extraction, comparison, reclassification of data by homogeneous economic categories, use, interconnection, blocking, communication, dissemination. The duration of the treatments will be proportionate to the purposes pursued from time to time. The provision of data to World Fine Selections srl is always optional. However, in the event that - as is usually the case for those wishing to participate as an exhibitor or partner in the events - the data, to which the request for conferment refers, must be processed by World Fine Selections srl in order to correctly fulfill to a legal or contractual obligation, as well as to provide what is requested by the interested party (purposes set out in point 1), for which the provision of the same is in fact necessary. In fact, any failure to provide the data by you would inevitably make it impossible for World Fine Selections srl to provide the contractual service requested by you and / or to fulfill the legal obligations deriving from the establishment of the relationship. with the SV Therefore, your participation in the event, entry to the Fair and use of our services, etc. would not be possible in practice. Consent to processing for the purposes referred to in point 1, however, is never necessary ( 24 of Legislative Decree 196/2003 exempts World Fine Selections srl from the obligation to request it). We specify that the "provision" of data means the material made available to them in favor of World Fine Selections srl, therefore it is not equivalent to a "consent" to the processing of the same for the purposes referred to in points 2, 3 and 4; the interested party who provides the data (having read this information) is presumed to tacitly consent for the sole fact that the same are being processed for the purposes referred to in point 1. In the event that the data processing takes place instead for the purposes referred to in point 2 consent is optional, but failure to consent would make it impossible for World Fine Selections srl to carry out the related processing and, in some cases, also the failure to perform the service required by 'interested. We therefore suggest, in the event that the interested party intends to participate in the exhibition, not to limit himself to the provision of data but also to provide the express consent to the processing for the purposes referred to in point 2. In the event that, instead, the data processing takes place for the purposes referred to in points 3 and 4, consent is optional, and any lack of consent may not lead to the failure to perform the service requested by the interested party, but will make it impossible for World Fine Selections srldi operate the related processing (for example to use an email address or mobile number to send promotional messages). The data collected for the purposes referred to in point 1 may be transmitted: to the companies that, on behalf of World Fine Selections srl, will provide the management and maintenance service of the IT systems and databases, to the Contracting / Assigning Companies that on behalf of World Fine Selections srl provide essential services for participation (e.g. installation and management of fittings and equipment, logistics, security, private security, first aid, hostesses, etc.). Any data processing by these subjects will take place with purposes and methods similar to those listed above. World Fine Selections srl also informs that during the manifestations or events organized by it, authorized photographers and / or videomakers may shoot and / or photographs, for the purpose of documentation and promotion, both on the sites of the events, both on their social profiles (e.g. twitter, facebook, whatsapp, youtube, vimeo, etc.). The photographs and videos published relate to trade fair activities, which must be understood as public manifestations or events and do not contain information for which the explicit consent of the person concerned by the shooting is required. If the interested party does not wish to be photographed or resumed, please notify the staff in charge at the time of the photo or shooting. In any case, the persons filmed have the right to request their removal or deletion from the databases of the company website and / or the platforms connected above, by sending an email to info@wfsevents.it. In this case World Fine Selections srl., Will promptly remove the documentary material. The data collected for the purposes referred to in points 2 and 3, which could be acquired on-site by operators authorized by World Fine Selections srl., May be communicated to the photographers and / or videomakers who make the materials, to companies that postproduction on the same, to journalists and newspapers, to companies in charge of marketing analysis, to advertising, communication and / or public relations agencies, to companies in charge of printing advertising or promotional materials, to companies for the production of websites, to web marketing companies, to other subjects in charge of the design and / or maintenance of promotional materials, and to companies for the management and maintenance of the IT systems used for data processing, to possible third-party business partners with whom World Fine Selections srl shares the aforementioned promotional initiatives or the realization of exhibitions and events, as well as, through and catalog, to exhibitors and / or visitors of the events organized by World Fine Selections srl also in collaboration with third party partners. The communication will take place according to the principles of proportionality and therefore will be limited from time to time to what is necessary. These subjects will process the materials and data for the purposes and with methods similar to those described above.

We also inform you that Article 7 of the aforementioned Code recognizes numerous rights to the interested party, including that of: obtaining information about the existence of data concerning him and their communication in an intelligible form, obtaining cancellation, transformation into anonymous form or blocking, or updating, rectification or, if interested, integration, as well as the attestation that such operations have been brought to the attention of those to whom the data have been communicated, oppose for legitimate reasons to the processing of such data, even if pertinent to the purpose of the collection, to oppose processing for marketing purposes (profiling, commercial communications, market research and analysis). It is possible to exercise the rights analyzed above by writing to the e-mail address: info@wfsevents.it The Data Controller is World Fine Selections srl Str. Grivitei, Nr. 36, Cam 21 ORADEA - BIHOR - ROMANIA - P VAT RO38061803. It is possible to request a list of the Data Processors from the Data Controller.

Stamp and signature of the legal representative		

☐ I agree ☐ I don't give consents



# EVENTS 2024-25

# **LONDON B2B-2025**

B2B Luxury - upon availibility reserved to max 40 Exhibitors April 16th



# TRAVEL CRAL

Abano Terme - Italy - end of June B2B dedicated to groups organizers June 26th



# **MEET ROMANIA**

Oradea - Romania - October B2B Networking meeting for connecting with Romanian Travel Agencies October 30th



# **BOOKINGSMED AWARDS**

The Health Tourism Awards are awarded to companies that, in addition to providing excellent service, also provide good service to foreign clients.

**TBD** 





# **EMT2024**

Medical Tourism Conference, Roundtables, Networking & B2B Meetings TBD

