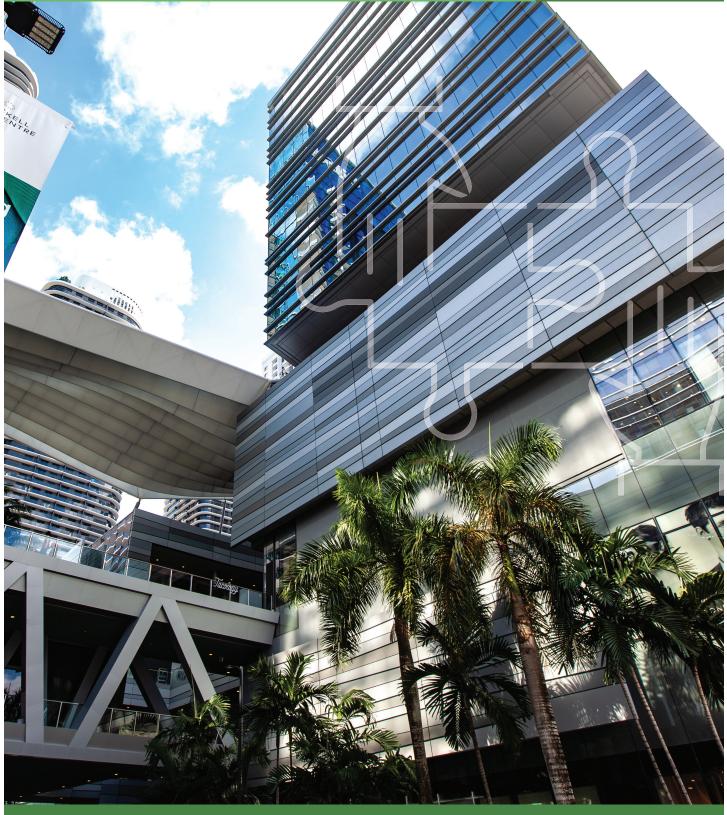
# BUSINESS DEVELOPMENT & PARTNERSHIP PROGRAM OF WORK 21/22





The Official Destination Sales & Marketing Organization for Greater Miami & Miami Beach. CS-03859



# BUSINESS DEVELOPMENT & PARTNERSHIP

# **PROGRAM OF WORK**

## **OCTOBER 2021**

- 10/7 Partnership Networking Breakfast / La Giulietta at Ironside (in person)
- 10/14 GMCVB Coffee & Conversation featuring Miami Book Fair (virtual)
- 10/20 New Partner Orientation (virtual)
- 10/28 GMCVB Annual Meeting / JW Marriott Miami Turnberry Resort & Spa (in person)

# **NOVEMBER 2021**

- 11/10 Partnership Networking Breakfast / Museum of Illusions (in person)
- 11/16 Partnership Networking Breakfast / MOAD at Freedom Tower (in person)

#### **DECEMBER 2021**

- 12/1 GMCVB Coffee & Conversation featuring Arts Season Preview (virtual)
- 12/15 Holiday Networking Reception / The Biltmore Hotel (in person)

# **JANUARY 2022**

- 1/19 New Partner Orientation (virtual)
- 1/23 Wedding + Quinceañera Showcase / Miami Beach Convention Center Grand Ballroom (in person)
- TBA GMCVB Coffee & Conversation featuring AC & Element Brickell Hotel (virtual)

# **FEBRUARY 2022**

2/2 GMCVB Coffee & Conversation Networker (virtual)2/9 GMCVB Black History Month Breakfast Networker (in person)2/23 GMCVB Coffee & Conversation Networker (virtual)

#### **MARCH 2022**

3/2 GMCVB Coffee & Conversation Networker (virtual)
3/9 GMCVB Networking Breakfast / Location TBA (in person)
3/16 Miami Begins with Me Training / Location TBA (in person)
3/30 GMCVB Coffee & Conversation Networker (virtual)

# **APRIL 2022**

4/6 New Partner Orientation (virtual or in person)
4/13 GMCVB Coffee & Conversation Networker (virtual)
4/20 GMCVB Networker / Location TBA (in person)
4/27 GMCVB Coffee & Conversation Networker (virtual)

#### MAY 2022

5/4 GMCVB Annual State of the Industry Breakfast / Location TBA (in person)

5/18 GMCVB Coffee & Conversation Networker (virtual) 5/25 Miami Begins with Me Training / GMCVB office (in person)

#### **JUNE 2022**

6/8 GMCVB Coffee & Conversation Networker (virtual)6/22 GMCVB Networker / Location TBA (in person)6/29 GMCVB Coffee & Conversation Networker (virtual)

# **JULY 2022**

7/13 New Partner Orientation (virtual or in person)
7/20 GMCVB Coffee & Conversation Networker (virtual)
7/27 Miami Begins with Me Training / GMCVB office (in person)
TBA Annual Marketing Workshop / Location TBA (in person)

#### **AUGUST 2022**

8/10 GMCVB Coffee & Conversation Networker (virtual) 8/25 Annual Partner Expo / Location TBA (in person)

#### **SEPTEMBER 2022**

TBA White Glove Concierge Awards Luncheon / Location TBA (in person)9/14 GMCVB Coffee & Conversation Networker (virtual)9/28 GMCVB Networker (in person)

**NOTE:** Program of Work reflects major scheduled activities based on planning process. Additional activities are considered throughout the year and others are subject to change.