

# CHINESE AUCTION RESERVATION

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Phone: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Guest(s): \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

*(use additional sheet if necessary)*

- \$70/person before 6/21/2019 (\$80/person after 6/21/2019)
- \$675/Corporate Table of Ten before 6/21/2019 (\$775 per table after 6/21/2019)
- Check Enclosed for \$ \_\_\_\_\_
- Payment by Credit Card:
- American Express    Visa/Mastercard

OR register on-line at <http://hsm-ai-az.org/>

Card #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ 3-Digit Code: \_\_\_\_\_

Signature: \_\_\_\_\_

Request \_\_\_\_\_ Vegetarian Plates

**ALL RESERVATIONS MUST BE PRE-PAID** (no exceptions).  
Please mail form (or fax for credit card) to:  
HSMAI, P.O. Box 40096, Phoenix, AZ 85067-0096  
Phone (602) 240-5552 / [jojowin@aol.com](mailto:jojowin@aol.com)

DEADLINE FOR RESERVATIONS IS FRIDAY, JULY 12, 2019.  
**NO REFUNDS FOR ANY CANCELLATIONS RECEIVED AFTER**  
5:00 P.M. ON FRIDAY, JULY 12, 2019.

HSMAI/Arizona Chapter  
P.O. Box 40096  
Phoenix AZ 85067



sponsored by

The Arizona Chapter of the  
Hospitality Sales & Marketing  
Association International

Friday, July 19, 2019

Renaissance Phoenix  
Downtown Hotel  
Phoenix, Arizona

*A portion of the proceeds to benefit  
the 2019 "Charity of the Year"  
The Arizona Pet Project  
and the  
Arizona Chapter of HSMAI*

Come help celebrate HSMAI's *award-winning event* with over 400 hospitality and meeting industry professionals and their guests.

*So much fun for such a worthy cause!*

**DATE:**

Friday, July 19, 2019

Renaissance Phoenix Downtown Hotel  
100 North 1<sup>st</sup> Street  
Phoenix, Arizona 85004

**AGENDA:**

**5:00 p.m.**

Registration, Networking, No-Host Bar,  
Quarter Sales and Silent Auction

**6:30 p.m.**

Dinner and Live Auction  
Pledge Drive for Arizona Pet Project

**COST:**

\$70.00 Per Person / \$675.00 Table of Ten

**AUCTION SPONSORS:**

*(as of March 2019)*

Brett Higgins – Auctioneer  
National Bank of Arizona  
Paper Crazy  
Renaissance Phoenix Downtown Hotel  
Road to Success Marketing

*The Hotel is offering a special overnight rate of \$99.00 per room. Call (602) 333-0000 to make your reservations.*

## ABOUT HSMAI

HSMAI is an individual membership organization with more than 7,000 members worldwide. The Arizona Chapter recently celebrated its 50<sup>th</sup> anniversary, was honored as the 2015-2016 Chapter of the Year and is the recipient of the most chapter awards in the history of HSMAI. Membership is 200+ members strong, and is comprised of General Managers, Directors of Sales, Sales Managers, Revenue Managers, and Student Members.

HSMAI provides hotel professionals and their partners with the tools, insights, and expertise to fuel sales, inspire marketing, and optimize revenue. The chapter offers members education programs, community volunteer opportunities, leadership and professional development opportunities, networking and special events. Connect with the chapter at <http://hsmmai-az.org/>.

## ABOUT OUR CHARITY

The Arizona Pet Project is HSMAI Arizona's 2019 "Charity of the Year". Their primary goal is preventing pet homelessness by keeping families with pets together. They do so by providing affordable services, resources, and support through shelter prevention programs such as free spay and neuter and shelter intervention.

The Arizona Pet Project supports families by keeping their pets healthy and safe. With the help of a caring community, they *support families and save pets*. In 2018, The Arizona Pet Project provided 2,696 free spay and neuter surgeries and kept 1,400 pets with their families. More information is at: <https://azpetproject.org>

## THE CONCEPT

The Chinese Auction was conceived in 1982 by the Arizona Chapter of the Hospitality Sales & Marketing Association International. This event has gained national recognition and has been adopted by numerous HSMAI and MPI chapters through the U.S. as their major fundraiser.

The auction was originally given the Chinese theme due to the location of the event - the former China Doll Restaurant in Phoenix. Over the years, the auction has grown in size and has moved its location to larger venues. The Chinese theme has remained.

The idea of the auction is to provide each guest with a list of prizes (such as dinners, golf outings, gift baskets, services, and hotel/resort stays) and a numbered stick. Each table is supplied with a bucket that is placed in the middle. Starting with the number one item, the auctioneer describes that item and asks the guests who are interested in bidding on this item to toss a quarter or quarters in the bucket. The guest then holds their stick in the air. The auctioneer calls out the numbers that are held up. A gonger (who cannot see or hear what is going on) is responsible for hitting the gong after a few seconds. The last number called out when the gong rings has won that prize and goes to the stage to claim it. This sequence of events goes on throughout the evening until all prizes are gone. Over the years, a silent and live auction have also been added to the event.

This event has won numerous awards including "Stars of the Industry" Awards from the Arizona Lodging & Tourism Association, "Awards of Excellence in Association Management" from the Arizona Society of Association Executives and several HSMAI International Awards.