

GSM 2019 – Lisbon, Portugal

Venue: Hotel SANA Malhoa, Lisbon

25 – 28 May 2019



Welcome to

GLOBAL SALES MEETING (GSM) 2019

AND

EXTRAORDINARY GENERAL MEETING (EGM) 2019

In the Name of the WIN Board and the WIN office we herewith invite you to participate to the WIN yearly Global Sales Meeting and the EXTRAORDINARY GENERAL MEETING.

The main conference 25-27 May is the GSM and will be focusing on **SALES and SALES Development**. As always you will have plenty of time to connect and socialize with your fellow WINners and to conduct your individual Bilateral meetings. **Networking is the key for your success!**

Due to urgent, pending decisions which arose during AGM 2019 the Board takes the opportunity to call for an **EGM** on the morning of 28 May, 2019, (Art. 6.4 Articles of Association).

Since many WIN Members' representatives will travel to Lisbon to attend the GSM, the Board decided to take this opportunity to discuss important issues face to face rather than running the voting by proxy mail voting. The EGM will discuss the presented **STRATEGIC PLAN** and decide whether to follow through the proposed plan. You receive the outline of this proposed Strategic Plan by mail today. Together with the Strategic Plan you receive an updated Meeting Agenda and once again the guideline to the registration process. More information will follow in our WIN Newsletter of March 2019.

The main conference is the GSM and will be focusing on **SALES and SALES Development**. As always you will have plenty of time to connect and socialize with your fellow WINners and to conduct your individual Bilateral meetings. **Networking is the key for your success!**

We will conduct the meeting in the center of Lisbon, at the [SANA MALOHA HOTEL 4*](#). (click on this link). This hotel is focusing on business guests and will be making our stay most comfortable.

Easy way to reach the hotel from the Airport, you can even use the Metro from the Airport to the Hotel. [direction to Hotel SANA MALOHA](#) (click on this link)

Please make sure to check your [VISA for Portugal – Requirements](#) (click on this link) (including Schengen Visa). In case you need to apply for Visa and request a Hotel confirmation, you can now contact the hotel directly.

IMPORTANT NOTICE: Registration deadline is 22 April 2019

Preliminary Agenda

Saturday, 25 May 2019 – Arrival-day

During the day: **Individual arrival and check-in at the hotel**
SANA MALOHA Hotel, Av. José Malhoa, 8
1099-098 Lisbon, Portugal, Phone: +351 210 061 815
<https://malhoa.sanahotels.com/en>

19.00h **Welcome cocktail and dinner in the hotel**
Overnight at SANA MALOHA Hotel

Sunday, 26 May 2019 - Meeting day 1

08.30h - 12.00h **Start of Global Sales Meeting**
Welcome by the Chairman and the Board
Presentations New Members
Presentations and updates by the “Sales” Work group

Details of Agenda will follow

12.00h - 13.00h **Lunch**

13.00h – 17.30h **Bilateral Meetings (9 sessions)**
As per your own meeting schedule

18.15h **Departure for Dinner**
Overnight at SANA MALOHA Hotel

Monday, 27 May 2019 - Meeting day 2

08.30h – 12.30h **Bilateral Meetings (8 sessions)**
As per your own meeting schedule

12.30h – 13.30h **Lunch**

14.00h **Departure for Activity**
Back to hotel by 23.30h
Overnight at SANA MALOHA Hotel

Tuesday 28 May 2019 - Meeting day 3 **EXTRAORDINARY GENERAL MEETING (EGM)**

08.30h – 13.00h **Presentation and discussion of Strategic Plan**
Attending full Members must register
and pick-up voting papers at WIN desk

Wrap-up and last updates, Q&A – GSM and EGM
Individual departure or extended stay

Dresscode: For meetings and evening dinners: *smart casual*
For the outing afternoon: *casual and for dinner smart casual*