

## GSM 2019 – Lisbon, Portugal

Venue: Hotel SANA Malhoa, Lisbon

**25 – 28 May 2019**



### Welcome to the GSM 2019 – Lisbon, Portugal

Lisbon, a city full of authenticity where old customs and ancient history intermix with cultural entertainment and hi-tech innovation. Lisbon is a sunny city where you feel save wandering around, the cuisine is Mediterranean with the record number of recipes for how to cook the “Bacalhau” (salted cod) and so much more to taste and explore...

Numerous daily international direct flights connect Lisbon from all over the world and therefore it will be quite easy for you to find a good connection to allow you to attend the Global Sales Meeting with relatively little effort. We expect a fair number of Sales Professionals to attend, aiming to connect with WIN fellow members and to discuss business. To make your trip even more worthwhile, it will be also **easy to connect the GSM with your customer visits within Europe** as most flights will not take more than 3 hours.

Once again, the WIN Board and WIN office have organized an interesting and pleasant program, which you should not miss! **In the Name of the WIN Board and the WIN office we herewith invite you to participate to the WIN yearly Global Sales Meeting!**

The **GSM is focusing on SALES, SALES and SALES**. As always you will have plenty of opportunities to connect and socialize with other members and, to conduct confirmed, scheduled sales calls. **Networking is the key for your success!**

**IMPORTANT NOTICE: Registration deadline is 22 April 2019**

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.

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## 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  
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### Sunday, 26 May 2019 - Meeting day 1

**08.30h – 09.55h** **Start of Global Sales Meeting**  
Welcome by the Chairman and the Board  
Objective GSM participation  
Details of Program to follow soon

**12.00h - 12.50h** **Lunch**

**13.00h – 17.00h** **Bilateral Meetings (8 sessions)**  
As per your own meeting schedule

**18.00h** **Departure for Dinner**  
Overnight at SANA MALOHA Hotel  
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### 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  
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### Tuesday 28 May 2019 - Meeting day 3 / departure day

**08.30h – 11.00h** **Bilateral Meetings (5 sessions)**  
As per your own meeting schedule

**12.15h - 13.00h** **Closing GSM 2019**  
**Lunch**  
Wrap-up and last updates, Q&A  
Individual departure or extended stay  
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**Dresscode:** For meetings and evening dinners: *smart casual*  
For the outing afternoon: *casual and for dinner smart casual*