

# The Visiting Buyers' Program

## IGS 2023

**The Visiting-Buyer's program:** one of the main features of The Glass Show 2023; the program selects the VIP buyers from all over the world, and provides attractive incentives for them to attend the Show, and meet IGS 2023 exhibitors. The Show organizes a B2B meetings between the 2 parties as well. The Program facilitates the meeting between the VIP buyers and the exhibitors of the show, in order to support the matchmaking process between the 2 parties and maximizing sales potential for our exhibitors. It targets exclusively international buyers, it targets the attendance of top and senior management level and decision makers from the sectors represented in the show, to meet one to one with international & domestic exhibitors. Visiting Buyers may be nominated by our exhibitors, industry associations or governmental associations.

### ***Benefits:***

- Complimentary accommodation (In the partnering hotels)
- Complementary transfers from airport to hotel venue and vice versa
- One Way Flight ticket (Economy Class); In case of signing a deal with one of the exhibitors, the organizing committee shall reimburse the value of the full ticket to the visiting buyer
- An access to the detailed list of exhibitors
- Setting a full B2B Meetings Schedule at the exhibition
- Special QR Code and entrance facilitations
- Buyer's Badge: gives an opportunity to visit the exhibition during its entire duration, and meet other exhibitors
- The Guide of the Exhibition
- Permanent access to the Buyers' Lounge: a rest area, bar service, business centre and internet.

### ***Conditions of Participation:***

- Attending and showing up in the 3 days of the exhibition
- Setting at least 15 B2B meetings with the exhibitors, chosen from the list of exhibitors sent by the organizers

### ***Level of participation:***

- Seniors, Top Level Management, Managers, and decision makers
- Decision makers who will be purchasing any of the products represented in the show.

### ***Considerations and Relevant Information About the "Visiting Buyer" Program:***

- Read the Terms & Conditions of the Visiting Buyer program.
- The application form must be completed entirely, otherwise the application will not be processed.
- The Technical Committee will evaluate the information provided in the registration form to decide whether or not to qualify for the "Visiting Buyer" program.
- Exhibiting companies at the fair will not be considered buyers.

- Applying does not guarantee you will obtain benefits and is subject to limited spots.
- The Organization reserves the right to decline your application.
- If you have accepted the benefits, you have a limited time to confirm your attendance.
- Participants must cover other expenses not mentioned in the program.
- The results will be sent starting from the month of November 2023.
- If you weren't qualified to be part of the Visiting Buyer program, you will be able to attend the fair for free