

event
marketer®

PRESENTS

A New Training Seminar
for Up and Coming
Event and Experiential
Marketing Professionals

EXPERIENTIAL MARKETING TRAINING CAMP

Preparing the Face-To-Face Marketing
Leaders of Tomorrow... Today

A Training Workshop Designed for Your Company's Rising Stars—
Presented by the Editors of Event Marketer Magazine



TRENDS

The top trends impacting
event and experiential
marketing



BEST PRACTICES

Insights and ideas for
creating best-in-class
live experiences



CASE STUDIES

Exclusive examples
of award-winning
campaigns



B-TO-C & B-TO-B

Forge deeper
connections with
both consumers
and customers

6/18
LOS ANGELES
THE GROVE

6/22
SAN FRANCISCO
ORACLE
HEADQUARTERS

6/26
NEW YORK
CADILLAC HOUSE

6/27
CHICAGO
SAVAGE SMYTH

6/28
DETROIT
THE DEARBORN INN

7/11
TORONTO
DOUBLETREE
DOWNTOWN

**DUE TO
POPULAR
DEMAND!
NEW DATES
ADDED!**

11/6
NEW YORK
THEATER AT THE
CHOCOLATE FACTORY

11/9
CHICAGO
SAVAGE SMYTH

SPONSORED BY



Czarnowski®

expand®



fueldfilms™

geometry global



ORACLE®



turtle transit
Unexpected Advertising

SEATING IS LIMITED! See full details and register at eventmarketer.com/trainingcamp

THE NEXT BIG THING—IS YOU

From the world's most trusted resource on event and experiential marketing comes a new training workshop for your company's rising stars.

Experiential Marketing Training Camp was designed for junior and mid-level marketers at brands and agencies and provides a full day of insights, ideas and best practices on the red-hot experiential marketing discipline. Taught by the editors of Event Marketer magazine, the curriculum features an action-packed agenda that will arm each attendee with the information and perspective they need to provide more value inside their company and advance their own career. Attendees will get:

- PERSPECTIVE** on the rise of experiential marketing and its role in the 2017 marketing mix.
- INSIGHTS** into how top brands and agencies are evolving their event and experiential campaigns.
- IDEAS** from exclusive overviews of experiential strategies, event research and industry trends.
- BEST PRACTICES** of how the best brands and agencies create and deploy the best marketing programs.
- EXAMPLES** from the most exclusive case study library on the planet that only Event Marketer has access to.

You get this and more in a first-of-its kind full-day master class on experiential marketing, created just for your organization's rising stars. We're preparing the experiential leaders of tomorrow... today!

B-TO-C MARKETERS

APPLY WHAT YOU LEARN ACROSS YOUR:

- Sponsorship Activations
- Mobile Marketing Tours
- Retail Events
- Pop-Up Stores
- Sampling Campaigns
- Street Marketing
- Festival Activations
- Influencer Programs
- On-Premise Events
- Mall Activations
- Buzz Programs
- and More

B-TO-B MARKETERS

APPLY WHAT YOU LEARN ACROSS YOUR:

- Corporate Events
- Trade Shows
- Proprietary Events
- Launch Programs
- Sales Meetings
- Internal Meetings
- Conferences
- User Groups
- Developer's Events
- PR Events
- Dealer Meetings
- and More



SINGLE-PERSON PRICING:
\$375 PER REGISTRANT



GROUP SPECIAL: REGISTER 4 PEOPLE,
YOUR FIFTH COMES FOR FREE!

AGENDA

A full day of trends, insights and case studies presented by the editors of Event Marketer

8:45-9:00 AM WELCOME/OPENING COMMENTS

9:00-10:30 AM MORNING MODULE 1

- **Fundamental Principles of Experiential Marketing.** The rise of experiential marketing, the current state of face-to-face marketing and the changing strategies inside Fortune 1000 marketing departments.
- **The Psychology of Engagement.** The neurological effect of human connection, the science behind face-to-face engagement and the way the human mind processes live experiences.
- **10 Habits of Highly Experiential Brands.** Born out of an analysis of 10,000 marketing campaigns, our exclusive overview of the 10 common traits shared by the most award-winning experiential marketers.
- **Core Tenets of Experience Design.** The blueprint of great environments, based on interviews with more than 50 professors, design deans and creative directors.

10:30-11:00 AM NETWORKING BREAK

11:00-12:00 PM MORNING MODULE 2

- **The 16 Core Types of Event Marketing Campaigns.** Rapid-fire overviews of the top types of events, with insights into the top trends and emerging changes in each.
- **Anatomy of a Brand Experience.** The strategic, “anatomical” breakdown of properly designed, appropriately strategized and correctly calibrated events and experiences.

12:00-1:00 PM LUNCH BREAK

1:00-2:00 PM AFTERNOON MODULE 1

- **Combining Digital and Live.** Tying into interactive technology, virtual reality and augmented reality. Leveraging social media to unite target audiences and amplify experiences. Gamifying live events.
- **Generating Content.** Using live events as content generation platforms, turning over content control/sharing power to event attendees and using events as a feeder of content to the rest of the marketing mix.

2:00-2:30 PM NETWORKING BREAK

2:30-3:30 PM AFTERNOON MODULE 2

- **Measuring the Impact of Experiential Marketing.** How marketers are measuring their events, actual formulas for applying easy metrics to your programs and an overview of how to embrace a “measurement mentality” across your event and experiential campaigns.
- **25 Trends to Bet On: The Experiential Marketing Vocabulary.** End the day with a look at the top 25 trends and keywords impacting the industry in the second half of 2017 and into 2018.



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