



## ISLAND PARTNERS HAWAI'I

*Your Premier Destination & Event Management Partner*

**Contact** Tony S. Vericella  
Managing Director  
Mobile: 808-295-0200  
E-mail: [tonyv@islandpartnershawaii.com](mailto:tonyv@islandpartnershawaii.com)  
Website: [www.islandpartnershawaii.com](http://www.islandpartnershawaii.com)

*Island Partners Hawai'i*  
140 Ho'ohana Street, Suite 202, Kahului, Maui, Hawai'i 96732-2467  
Phone 808•270•2400 / Fax 808•270•2450

### **Our Vision**

Continuously elevate THE Standard by which clients' measure all other destination and event management companies, everywhere.

#### ***Philosophy of Partnership:***

"Partners" is not just a word in our name – it is at the center of our corporate culture. We continuously strengthen and build partnerships with our customers, our staff and our hoteliers and vendors. We advocate for and protect our customer's best interests.

#### ***Authenticity and Sense of Place:***

We embrace our diversity, the host Hawaiian culture, and the spirit of these Islands and her people. Our core Hawaiian values provide us balance and energy. We are an 'ohana (family) of passionate, caring and talented people. What we share is genuine and authentic.

#### ***Creativity with Purpose:***

We create innovative, valued experiences that are relevant to your objectives and style, while remaining culturally and environmentally sensitive to this special place, Hawai'i.

#### ***Culture of Service Excellence:***

We thrive on the highest level of personalized service...proactive, timely, flexible, and with a strict adherence and attention to detail. We set THE Standard for group hospitality.

### **Your Success fuels our passion.**

At Island Partners Hawai'i, our philosophy of partnership and our core [Hawaiian values](#) have continually driven us forward, since our inception in 1995.

More than 80% of our business has been from repeat customers and client referrals. These lasting relationships are a true reflection of our *value*, our *passion* for excellence, and our team's ever-present, "can do" attitude.



...Experience Our Difference



## Who We Are

Each member of our team comes with their own unique background, creative style and experience, but with the same pride, and genuine willingness to be of service to you and your guests.

Please take a moment to [Meet Our Team](#) of 16 full-time professionals and 50 high quality, handpicked Travel Directors.

## Why Island Partners Hawai'i

We are your full service, single source, destination and event management partner throughout Hawai'i, specializing in corporate incentives and meetings; distinctive celebrations and events; and, small, discerning private groups.

We are active listeners who create and execute **customized, unforgettable guest experiences**, purposefully infused with a Hawai'i sense of place and **seamlessly integrated with your group's objectives, style, and investment.**

**When you demand** creativity, excellence, and an exacting attention to detail, [contact Island Partners Hawai'i](#)...Hawai'i's Destination & Event Management experts who go beyond.

- Strategic Advisor and Partner throughout Hawai'i
- Island and Resort site analysis, negotiation and selection
- Program & Event Theme development
- Project and Budget management
- Managed Hospitality Services “...aloha, we've been expecting you...”
  - Airport Arrival & Departure Services
  - All Transportation Management
  - On-site Professional Travel Staff (multi-lingual capabilities)
- Rejuvenating Activities & Adventures
  - From aerial sightseeing to ocean encounters, eco-adventures to guided touring...
- Beyond Teambuilding
  - Customizable choices...high touch to high tech
- Creative Event Design, Production, and Management
  - ...your “WOW” is our reward, “ooh and aah” is applause to our ears...
  - Island Welcomes, Culturally-Inspired Celebrations, Theme Parties, Signature Galas
- Venue research, negotiation & coordination
- Audio Visual & Production Services / Management
- Speaker and Entertainment sourcing and facilitation
- Business Session Openers
  - ...a call to order, the moment to energize and excite, an opportunity to set the tone...
- Amenities, Gifts and Award options
- Videography & Photography
  - ...a visual motivation, a candid moment, forever memories...
- Online Registration Services (customized website)
- Pre /Post Travel Packages (air/hotel/car)

## Our Valued Customers

Our [customers](#) drive us to an uncompromising level of creativity and inspire us to deliver “personalized service of a higher order”. We're proud of our lifelong customer relationships.

Each “raving fan” is our reward.



...Experience Our Difference



## Our Story ~ Our Difference

### Hear Our Clients' Voices...

- “From the 1<sup>st</sup> proposal you sent, to the final transfer, Island Partners Hawai‘i *walked the talk*, you were efficient, quick at responding, had great ideas, and an absolute pleasure to deal with... You were flexible, early (important), innovative, reacted quickly when changes were required, always smiled and most importantly, gave honest and reliable advice.” ~ “The creative and ‘out-of-the-box’ conceptual ideas presented [and the] execution of our conference performed above and beyond all expectations.”
- *Ross Jamieson, Williment Travel Group*
- “I was amazed how you knew just the right path to lead me down during the site selection. I instantly felt assured that you completely understood our audience and would help to find the perfect venue.” ~ “[You] have mastered the skill of listening to [your] customer’s needs which produces a program that your guests will experience in an authentic and genuine way.”
- *Patricia Kerr, BA, CMP, Manulife Financial*
- “Everything you promised to us... during our initial interview was delivered with the utmost care and dedication. [Having executed] this program now for 17 years, it has never run more seamlessly... we have never worked with more caring and professional people... You and your staff provided us with virtually flawless results, from start to finish... [Your] staff handled every situation that came along with humor [and] grace...”
- *Bonnie L. Troped, Putnam Investments*
- “The moment our guests were picked up at the airport, to the proficient and prompt way your staff handled the [arrival services], we found everyone competent, polite and appreciative of our business.” ~ “...With Island Partners Hawai‘i, details are not overlooked, customized activities are creative and well proposed, and service always comes with a smile... We could not have asked for more from a destination management company, particularly with our large and diverse groups, huge breadth of activities and multiple inter and intra-island movements.”
- *Dali Giese, Accident Fund Insurance*
- “On every island, your team continues to amaze us with your fresh, interactive events and unique, relevant solutions to our ongoing challenge, ‘How do we raise the bar every time and make our guests feel individually special?’” ~ “We look for innovative, customizable event solutions for every [annual conference]. By listening to our concerns, offering actionable ideas and helping us execute them with energy and enthusiasm, we far exceeded our expectations.”
- *Linda M. Stone, Liberty Mutual Agency Markets*
- “Everyone from your company was involved with the success of the program. Your destination offers so many cultural elements and you all have the expertise to showcase them so uniquely.”
- *Sandra Errair, CMP Executive Incentives & Travel, Inc*
- “I was very impressed with the close working relationship that exists between your team and the staff at the [Hotel]. By having this strong existing relationship I was able to step out of the middle of so many of the minor-yet important-details of the event set-ups, concentrate on other areas of the program, and yet still be confident that the event would be ready on time and flawlessly executed.” ~ “You can tell you are the “experts” in Hawai‘i. I can’t believe that every year you come up with different entertainment, venues and décor.”
- *Mary Beth Glynn, Republic Tobacco*
- “I always knew that your production elements would be good. I might have even stopped to think that IPH would be as good at production, theming and décor as transportation and activities. I should have known: as always, my expectations were greatly surpassed.”
- *Kim DeVillers, Countrywide Financial*
- “Island Partners ran a flawless program, working within our budget to deliver an experience that set a new standard for our incentive programs.” ~ “How nice it is to partner with a company that shares our same values.”
- *Mary J. Craig, Balboa Meetings and Incentives*
- “...Our program was absolutely perfectly amazing! We have a tough act to follow next year!”
- *Susan S. Ditzel, CMP, ERA Franchise Systems, Inc.*
- *Karen B. Knox, CMP, CMM, Blue Cross Blue Shield*
- *Kim DeVillers, Countrywide Financial*
- *Dali Giese, Accident Fund Insurance*
- *Janette Gerl, Bank of America*
- *Christina Davis, Sirius*



...Experience Our Difference