



The Spa Industry's Leading 1:1 Event

spatecna.com

As of 11/8/23

SEPTEMBER 15-18, 2024 | WIGWAM, PHOENIX, ARIZONA

AN EXPERIENCE FROM
Questex

SPATEC FALL 2024



September 15-18, 2024 | Wigwam | Phoenix, AZ

Spatec is an intimate, results-oriented business event, meticulously choreographed to match motivated corporate spa owners, directors and design/management companies with global suppliers to maximize mutually beneficial results.

Indulge in a two day/three-night retreat, launching valuable, potentially long-term relationships during one-on-one meeting forums and curated luxury networking activities.

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Hands down, every moment has been productive. We've done about two dozen shows in the US, but this one is by far the most well organized with the most effective advanced matchmaking. We appreciated the opportunity to research and understand buyers' needs before our 1:1 meetings, and that gave us the ability to tailor our conversations and make the best use of our time together.

Brandy Hipp

Ashley Black Guru FasciaBlaster

Attending Buyers

Buyers are carefully vetted, with consideration for the size and scope of their upcoming projects, their new product needs and similar shows they have attended. This helps to ensure that buyers are ready, winning and able to conduct meaningful business at Spatec.

100%

of buyers will book business with a supplier within a year, with 55% planning to book business within three months.*

6-10

45% of buyers plan to do business with 6-10 suppliers they met at Spatec, indicating that they come motivated to buy.*

99%

of buyers are planning major renovations or expansions within 2 years.*

Properties recently represented at Spatec:

Owner Acacia Spa	Director of Spa & Retail Montage Big Sky
Spa Owner, Director Altitude Spa	Owner Natural Jewels
VP of Strategic Partnerships Arch Amenities Group / WTS International	Spa Consultant New Dawn Spa and Retail Consulting, LLC
Hospitality Service Director Caesars Entertainment	Owner / Licensed Esthetician Orange Poppy Spa
Spa Director Cerulean Beauty & Spa	Director of Spa and Fitness Oxford Club Spa and Salon
Director of Spa, Salon & Locker Rooms East Bank Club	HR Manager and Lead Buyer Release Wellbeing Center
Assistant Director of Operations Elite Medical Skin and Laser Center	Owner/Provider Restoration MedSpa
Senior Director of Spa Equinox	Spa Director Ritz Carlton
Director of Wellness Four Seasons Los Angeles at Beverly Hills	Director of Spa and Wellness Sage Lodge
Director of Spa Gaylord Palms Resort & Convention Center	Director of Operations SenSpa
Director of Spa Hidden Pond Maine	Owner Serendipity Day Spa & Float Studio
Director of Spa Operations Hilton Worldwide / Waldorf Astoria	Spa Director Spa Costa Del Sur: South Point Hotel, Casino and Spa
Director of Wellness, Recreation & Retail La Cantera Resort & Spa	Director of Spa and Retail The Beverly Hills Hotel and Bungalows
Owner Leah Crump Consulting	Spa Manager & Buyer The Spa at Kilaga Springs
Nordic Spa Specialist MacInnis Spa Consulting	Spa Manager The Spa at L'AUBERGE DEL MAR
Owner and Principal MackmanES Consulting	Owner The Standard Skin and Body
Director of Spa & Wellness Mandarin Oriental	Spa Director Waldorf Astoria Park City
Skincare Innovation Manager Massage Envoy	

*2023 post-show survey responses.

Participation Benefits

- Accomplish months of sales calls in less than three days.
- Schedule at least 16 one-to-one appointments with buyers you choose to meet with, based on criteria that benefits your business.
- Endless networking opportunities including icebreakers, group activities, meals, and receptions, enabling you to meet all attending buyers, not only those you have appointments with.
- Network with the highest-level spa and wellness industry decision-makers.
- Achieve unparalleled ROI with fewer costs than a traditional trade show and have fun doing it.
- Supplier Showcase: dedicated time for buyers without appointments to stop by your table and chat.
- Associate your company with an event that is highly regarded by industry leaders.
- Take advantage of curated sponsorship opportunities to showcase your brand. [VIEW OPPORTUNITIES](#)



Investment

3 nights' accommodations, meals, full program of meeting schedules, conference and social events.

DELEGATES	NUMBER OF MEETINGS	FEES*
1	Up to 16	\$11,500
2	Up to 20	\$16,500

*Subject to change. Flights and airport transfers additional.

Spatec 2024

Experience The Wigwam

Your desert oasis awaits...



Rejuvenate

Nurture your body, mind, and spirit. A haven for healing and relaxation, LeMonds Aveda Salon-Spa incorporates natural ingredients from the earth and sea into rituals and services.



Dive Into Bliss

Sip a margarita poolside or take a dip in one of three onsite pools, cabanas, bars and Jacuzzis.



Dine in Luxury

With a focus on artful American fare, The Wigwam's restaurants support the local community with fresh, locally-sourced ingredients.



Play 54 Holes

From the classic Red to the recently renovated Gold and Blue, each course is a genuine parkland, solidifying the resort's reputation as a one-of-a-kind golf destination.

While you network and conduct business, enjoy luxurious accommodations, an array of recreational amenities and award-winning food.

Casual elegance meets southwestern charm at Wigwam, Arizona.

Don't take our word for it...

"I've had the most interaction with buyers in one day at this event! It was very valuable to have insights into buyers before our meetings, and great for me to learn more from them about what the spa industry is looking for. And don't get me started on the vacation aspect... I'm already signed up to come back, it has been that great of an experience."

Ricardo Gray
FOUNDER, Nuebiome

"... we have been so impressed by how many people genuinely care about each other, way beyond the bottom line. This intimate format removed some of the pressure of conducting business and networking. The meetings are very well organized, but then we share a meal and a drink together, deepening our personal connection, and before we know it, we're inviting each other to our home cities. It has been so worth it!"

Patricia Kayanga
CEO, Ohhs Disposable Underwear



100%
of suppliers plan to
participate again*



* 2023 post-show survey

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