

# ADMA

INTERNATIONAL



**ADMA 2009 FALL CONFERENCE**  
**NOVEMBER 8 - 12, 2009**

**MARCO ISLAND MARRIOTT RESORT & SPA**  
**MARCO ISLAND, FLORIDA**

Dear ADMA Member:

The Program Committee and Board of Directors have put together another outstanding Fall Conference Program for our Members this year. Numerous networking opportunities, an assortment of educational and informational presentations, and plenty of group activities have been incorporated into the 2009 Fall Conference Program.

As in the past, the Private Conference Sessions are a major networking component of the Fall Conference and are included in your Fall Conference registration fee. Additionally, your Fall Conference registration fee will include the following networking functions:

- The Opening Reception and Dinner on Sunday night
- The President's Reception on Monday night
- The Closing Reception and Dinner on Wednesday night
- Breakfasts on Monday, Tuesday, Wednesday, and Thursday
- Lunches on Monday and Wednesday
- Yoga on the ADMA Beach on Wednesday morning

There are many outlets for networking in addition to the Private Conference Sessions. One of the favorite pastimes is the Annual ADMA Golf Tournament. This year we will play The Mustang Course at Lely Resort Golf & Country Club on the Tuesday of the Fall Conference. For more information about the course, please see page seven of this brochure.

A group activity will also be offered on the Tuesday of the Fall Conference. This year, we are offering you with the option to parasail over the Gulf of Mexico! You are welcome to fly solo or in tandem. This is sure to be a fun and memorable event! Register for this activity by marking off your participation on the Fall Conference Registration Form.

One of the most important components of the Fall Conference is the programming for our Companions and Spouses. Once again, Companions and Spouses will have access to all networking functions. This year, we polled our Companions and Spouses to gauge interest in a wide variety of activities. The winner was a sightseeing cruise of the Gulf of Mexico. This optional activity will be offered and it will follow the traditional Companion / Spouse Luncheon on the Monday of the Fall Conference.

In addition to the traditional activities, we have increased your networking opportunities by providing you with a private area on the beach. This private area can be used as a place to hold impromptu meetings and other functions. This area is for ADMA Fall Conference attendees only. One extra value is that we will offer a complimentary yoga class to all Fall Conference attendees on Wednesday, November 11th from 8:00 a.m. - 9:00 a.m.

It is with great pleasure I announce the reduction in our sleeping room rate at the Marco Island Marriott. This year's room rate will be \$20.00 less per night. Amenities such as complimentary internet in the sleeping rooms, and no resort fee will still be offered to you. This is a savings of \$100 for most attendees.

One of the ways that we can increase your return on your investment in ADMA and the Fall Conference is to provide additional education and informational speakers to you. This year, you will hear stories from both a SpaceShipOne astronaut and a young man who flew around the world at the age of 25. We will also provide you with a seminar on what leaders need to do in order to help their company and their people succeed in today's uncertain business environment. Page four of this brochure will provide you with full details about the educational components of the Fall Conference.

I would like to invite every ADMA Member to participate in three events that take place during the Fall Conference. The first event is the Silent Auction on the Sunday of the Fall Conference. As you know, the proceeds of this auction go to the scholarship fund for our aspiring A&P Mechanics, Aviation Managers, and Professional Pilots. Please make your contribution by donating an item or by bidding on an item at the Silent Auction. The donation form is enclosed. To see success stories of our 2009 winners, please visit the ADMA at [www.adma.org](http://www.adma.org).

The second and third events are the ADMA Board of Directors Meetings that take place on Sunday and Wednesday of the Fall Conference. We welcome your participation and input. Please refer to the Conference Schedule of Events, on page three, to find the times and locations of the Board Meetings.

On behalf of the Board of Directors and ADMA Headquarters, we hope that you find this program as robust with networking, education, and activities that we do and we look forward to seeing you in Florida this November.

Kind regards,



Patrick White  
ADMA President

# SCHEDULE OF EVENTS

## SUNDAY, NOVEMBER 8, 2009

### Registration

12:00 p.m. - 7:00 p.m.

Islands A Desk - Lobby Level

### Board Meeting *(All Fall Conference attendees are welcome to attend)*

3:15 p.m. - 5:15 p.m.

Sentry 4 - Lobby Level

### Opening Reception / Dinner / Silent Auction

7:00 p.m. - 10:00 p.m.

Tiki Terrace

Backup Location: Capri Ballroom

## MONDAY, NOVEMBER 9, 2009

### \*Private Beach Area for ADMA Attendees\*

7:00 a.m. - 10:00 p.m.

North Tower Beach

### Registration

7:00 a.m. - 12:00 p.m.

Islands A Desk - Lobby Level

### Continental Breakfast

7:00 a.m. - 8:00 a.m.

Tropiks Restaurant - Lower Level

### Business Session

8:00 a.m. - 10:00 a.m.

Royal & Coconut Meeting Rooms - Lobby Level

### Private Conferences

10:15 a.m. - 12:10 p.m.

Lanai Suites

### Hosted Lunch with The Harbor Group

12:15 p.m. - 1:15 p.m.

Salon G Lobby Level

### Spouse / Companion Lunch & Cruise

12:30 p.m. - 5:30 p.m.

Quinn's on the Beach

### Private Conferences

1:30 p.m. - 5:55 p.m.

Lanai Suites

### President's Reception

6:00 p.m. - 7:00 p.m.

Lanai Suite #193

\*ADMA has reserved a section of the beach for our attendees so that impromptu meetings and other gatherings can be held. Upon registration, you will be given a map for easy reference for this location.\*

## TUESDAY, NOVEMBER 10, 2009

### \*Private Beach Area\*

7:00 a.m. - 10:00 p.m.

North Tower Beach

### Continental Breakfast

6:00 a.m. - 7:00 a.m.

Tropiks Restaurant - Lower Level

### Private Conferences

7:00 a.m. - 11:00 a.m.

Lanai Suites & Capri Salons

### Golf Tournament

12:30 p.m. - 5:30 p.m.

Lely Resort Golf & Country Club

### Group Activity - Parasailing

1:00 p.m. - 4:00 p.m.

Departs from Hotel Lobby

## WEDNESDAY, NOVEMBER 11, 2009

### \*Private Beach Area\*

7:00 a.m. - 10:00 p.m.

North Tower Beach

### Continental Breakfast

7:15 a.m. - 8:15 a.m.

Tropiks Restaurant - Lower Level

### Yoga on the ADMA Beach

8:00 a.m. - 9:00 a.m.

North Tower Beach

### Private Conferences

8:15 a.m. - 12:10 p.m.

Lanai Suites

### Hosted Lunch with The Keystone Group

12:15 p.m. - 1:15 p.m.

Salon H-J

### General Policy Luncheon

12:15 p.m. - 1:15 p.m.

Sentry 1 - Lobby Level

### Private Conferences

1:30 p.m. - 5:55 p.m.

Lanai Suites

### Board Meeting *(All Fall Conference attendees are welcome to attend)*

4:00 p.m. - 6:00 p.m.

Sentry 1 & 2 - Lobby Level

### Closing Reception and Dinner

6:30 p.m. - 10:00 p.m.

Tiki Terrace

Backup: Royal & Coconut Room

## THURSDAY, NOVEMBER 12, 2009

### \*Private Beach Area\*

6:00 a.m. - 12:00 Noon

North Tower Beach

### Continental Breakfast

7:00 a.m. - 8:00 a.m.

Tropiks Restaurant - Lower Level

### Private Conferences

8:00 a.m. - 11:55 a.m.

Lanai Suites



## NETWORKING

Networking is one of the major benefits of attending ADMA. ADMA offers a unique forum that allows its members to develop productive, positive relationships with people in the aviation industry, including competitors.

The ADMA Board of Directors noted a few key points to remember when networking so that you can maximize your networking opportunities:

### SET GOALS

Set a goal for the number of people that you would like to meet or reacquaint yourself.

### PEOPLE MAKE UP A BUSINESS

Businesses are owned and operated by people. These people are the decision makers and base their decisions on their opinions and judgments.

### NUMBERS YIELD RESULTS

Talk to as many people as possible, even people that you do not know.

### LISTEN

Listening goes a long way and makes people feel at ease.

### CARRY A PEN & PAPER

Write down a few memorable traits of each person that you meet.

### THE SPOUSE / COMPANION FACTOR

Ask your spouse or companion to network on your behalf in private spouse functions or in general networking functions.

### STAY IN TOUCH

Be sure to follow up with your new and old contacts after the Fall Conference.

The 2009 ADMA Fall Conference Networking Opportunities are as follows:

#### Opening Reception, Dinner & Silent Auction Sunday, November 8, 2009

7:00 p.m. - 10:00 p.m.

*Tiki Terrace*

*Backup Location: Capri Ballroom*

Kick off the meeting at the ADMA Welcome Reception and Dinner. Catch up with all of your ADMA friends and make plans for the rest of the week. As always, the Silent Auction coincides with this event and the Aviation Education Committee is counting on you to make this year's Auction a smash hit. You will be delighted by the stories from our speaker Barrington Irving, who embarked on a solo flight around the world in a single-engine aircraft. In the course of three months, he flew 26,800 miles, traversing four continents and encountering snow, rain, sandstorms, and monsoons along the way. Mr. Irving has secured his place in history as the first black pilot and the youngest person ever to fly solo around the globe.

#### President's Reception

Monday, November 9, 2009

6:00 p.m. - 7:00 p.m.

*Lanai Suite #193*

Cocktails and light appetizers will be served on the beach overlooking the Gulf of Mexico (weather permitting). This is a great opportunity to discuss the day's events or make dinner plans with your ADMA colleagues.

#### Closing Reception & Dinner

Wednesday, November 11, 2009

6:30 p.m. - 10:00 p.m.

*Tiki Terrace*

*Backup Location: Royal & Coconut Room*

Join us for the Closing Reception and Dinner. The evening begins with cocktails at a hosted bar from 6:30 p.m. - 7:30 p.m. and will then become a cash bar through 10:00 p.m. Come to the dinner and enjoy the experiences that Mike Melvill will share with us as a SpaceShipOne test pilot and as the first commercial astronaut!

## EDUCATION

ADMA strives to provide informational sessions throughout the Fall Conference. This year is no exception as we have five fascinating educational presentations for you.

Our first presenter is Mike Melvill who will speak at the Opening Dinner on Sunday, November 8, 2009. Mr. Melvill received his Astronaut wings when he became the nation's first commercial Astronaut, flying SpaceShipOne to above 100 kilometers on June 21, 2004.

Mr. Melvill is a semi-retired in October of 2007 as Vice President / General Manager, a Test Pilot, and one of ten owners of Scaled Composites, LLC in Mojave, California. He has worked for Burt Rutan for 30 years, and has 25 years of experience as an experimental Test Pilot. He continues to fly Proteus and White Knight as required.

Edwin H Boswell, PhD and President and Chief Executive Officer of The Forum Corporation will present at the Business Session on Monday morning. Dr. Boswell will explore how these are challenging times for almost all businesses in almost every industry sector. Certainly they are challenging times in the aviation industry. What have we learned about this and other similar financial periods that will help us get through this one? What do leading companies do to survive and even thrive in a downturn?

What must leaders focus on to make a difference? We will explore these and other questions related to what leaders need to do in order to help their company and their people succeed in today's uncertain business environment.

Our final presenter is Barrington Irving. Mr. Irving, at twenty-five years old, has flown around the world, founded a nonprofit organization entitled Experience Aviation, Inc., and received the Medallion of Excellence from the Florida State Senate. Mr. Irving will share his experiences at the Closing Dinner on Wednesday, November 11, 2009.

For more information about Mr. Melvill, Dr. Boswell and Mr. Irving, please visit the ADMA website at [www.adma.org](http://www.adma.org).

ADMA will offer two sponsored educational sessions as a means of providing you with additional opportunities to hear interesting speakers. The first session will take place during lunch on Monday when we will hear from Gary Williams of The Harbor Group, a business and technology consulting firm specializing in information technology management. The second sponsored educational session will occur during lunch on Wednesday when David Lloyd of The Keystone Group, a marketing consultancy, will discuss topics related to the economy.

# PRIVATE CONFERENCES

WE HAVE DEVELOPED THE FOLLOWING POINTERS TO ENHANCE YOUR PRIVATE CONFERENCE EXPERIENCE:

## MANUFACTURERS:

- ➔ Address past results and future opportunities
- ➔ Be honest!
- ➔ Begin every meeting with a positive attitude!
- ➔ Discuss Trends
- ➔ Do not sell around the distributor to a customer
- ➔ Follow up on action items after the meeting
- ➔ Prepare well in advance of the meeting
- ➔ Understand the roll of distributors

## DISTRIBUTORS:

- ➔ Address past results and future opportunities
- ➔ Begin every meeting with a positive attitude!
- ➔ Follow up on action items after the meeting
- ➔ Offer constructive suggestions
- ➔ Prepare well in advance of the meeting
- ➔ Understand the roll of manufacturers

### MONDAY, NOVEMBER 9, 2009

Period 1: 10:15AM-10:40AM  
 Period 2: 10:45AM-11:10AM  
 Period 3: 11:15AM-11:40AM  
 Period 4: 11:45AM-12:10PM  
 Lunch: 12:15PM-1:15PM  
 Period 5: 1:30PM-1:55PM  
 Period 6: 2:00PM-2:25PM  
 Period 7: 2:30PM-2:55PM  
 Period 8: 3:00PM-3:25PM  
 Period 9: 3:30PM-3:55PM  
 Period 10: 4:00PM-4:25PM  
 Period 11: 4:30PM-4:55PM  
 Period 12: 5:00PM-5:25PM  
 Period 13: 5:30PM-5:55PM

### TUESDAY, NOVEMBER 10, 2009

Period 14: 7:00AM-7:25AM  
 Period 15: 7:30AM-7:55AM  
 Period 16: 8:00AM-8:25AM  
 Period 17: 8:30AM-8:55AM  
 Period 18: 9:00AM-9:25AM  
 Period 19: 9:30AM-9:55AM  
 Period 20: 10:00AM-10:25AM  
 Period 21: 10:30AM-10:55AM

### WEDNESDAY, NOVEMBER 11, 2009

Period 22: 8:15AM-8:40AM  
 Period 23: 8:45AM-9:10AM  
 Period 24: 9:10AM-9:40AM  
 Period 25: 9:45AM-10:10AM  
 Period 26: 10:15AM-10:40AM  
 Period 27: 10:45AM-11:10AM  
 Period 28: 11:15AM-11:40AM  
 Period 29: 11:45AM-12:10PM  
 Lunch: 12:15PM-1:15PM  
 Period 30: 1:30PM-1:55PM  
 Period 31: 2:00PM-2:25PM  
 Period 32: 2:30PM-2:55PM  
 Period 33: 3:00PM-3:25PM  
 Period 34: 3:30PM-3:55PM  
 Period 35: 4:00PM-4:25PM  
 Period 36: 4:30PM-4:55PM  
 Period 37: 5:00PM-5:25PM  
 Period 38: 5:30PM-5:55PM

### THURSDAY, NOVEMBER 12, 2009

Period 39: 8:00AM-8:25AM  
 Period 40: 8:30AM-8:55AM  
 Period 41: 9:00AM-9:25AM  
 Period 42: 9:30AM-9:55AM  
 Period 43: 10:00AM-10:25AM  
 Period 44: 10:30AM-10:55AM  
 Period 45: 11:00AM-11:25AM  
 Period 46: 11:30AM-11:55AM

# PRIVATE CONFERENCE GUIDELINES: ADMA PRIVATE CONFERENCE EXPECTATIONS

ADMA's Private Conferences are a unique benefit to ADMA membership. Both distributor and Manufacturer members agree that this is a rare and extraordinary opportunity to meet with industry partners in a 'private' setting. Please note that we encourage manufacturer members to set appointments with other manufacturer members.

Read the following information to properly prepare for and conduct the conferences:

## 25 MINUTE APPOINTMENTS

Use these appointments to meet with non-marketing partner principals, on a one-to-one basis, who request an appointment with you. During this time, you may:

- Review company and marketing philosophy
- Introduce product line
- Learn more about the potential of a prospective partner
- Share technical and sales training information
- Unveil new programs

## 50 MINUTE AND 75 MINUTE APPOINTMENTS

Meet with existing partners to discuss areas of mutual concern. These would include, but are not limited to:

### DISTRIBUTORS:

- Prepare market data for each vendor
- Check with field personnel for details on products and servicing
- Discuss sales trends, customer needs and queries
- Explore available advertising assistance
- Explore available sales training and technical assistance
- Unveil new programs, locations, etc.

### MANUFACTURERS:

- Disseminate new product information
- Unveil new programs
- Share sales training information
- Discuss advertising plans
- Prepare individual distributor figures
- Explore sales trends

By preparing properly for these conferences in advance, you will enhance the value of the ADMA private conferences for both you and your company.

Here is some additional information to help you better understand how to conduct these meetings:

## MANUFACTURER EXPECTATIONS OF DISTRIBUTORS

- Send decision-makers. ADMA is a management-to-management forum!
- Do not dominate the discussion. Leave time for the manufacturer's presentation.
- Distributors should not just listen; they should prepare for and contribute to the meeting.
- Updates on organizational changes
- Supplier-specific issues, concerns and opportunities
- Customer feedback on products, prices, marketing programs
- Share sales data in a format meaningful to manufacturers.
- Report sales at cost to allow comparison to purchases
- Inventory
- Discuss specific future strategy and its application to the supplier's product line.
- If applicable, set mutual sales goals for new programs

## DISTRIBUTOR EXPECTATIONS OF MANUFACTURERS

- Send decision-makers. ADMA is a management-to-management forum!
- Do not dominate the discussion. Leave time for the distributor's presentation.
- Understand and communicate the distributor's purchase performance in comparison to the previous year, and also versus aggregate product line performance. If the distributor is losing market share, tell them.
- Prepare for the meeting! This is the opportunity to tell distributors what is new, unveil marketing programs, present new products, announce organizational changes, and communicate company strategy.
- When communicating growth strategy, explain the distributor's role in accomplishing that strategy.

By preparing for these conferences in advance, you will enhance the value of this meeting for you and your company.

## REGISTRATION INFORMATION

Delegate: \$495  
 Spouse / Companion: \$195  
 Registration Deadline: October 8, 2009

Register now using the enclosed Advance Registration Form and return it to ADMA Headquarters by **Thursday, October 8, 2009** to ensure you are listed in the printed program. Individuals who register after **Thursday, October 8, 2009** will appear in a Supplementary Registration list that will be available at the ADMA Registration Desk. Acknowledgements will be sent via e-mail to each delegate on an individual basis. Read the instructions on the back of the Registration Form before completing it. E-mail the form to [mtaft@fernley.com](mailto:mtaft@fernley.com) or fax it to ADMA Headquarters at 215-564-2175.

### GOLF TOURNAMENT AT LELY RESORT GOLF & COUNTRY CLUB



Lely Resort Golf & Country Club is home to 36 holes of spectacular golf with two distinct Championship Courses. The Mustang course by Lee Trevino, features 12 lakes, but creates fair play even for the beginner golfer. This 18 hole, par 72 features undulating fairways which wind through stands of towering Florida pines, as well as strategically placed bunkers, a driving range, a chipping area, and a well stocked pro shop.

Join your ADMA friends and industry partners for a day on the greens at Lely Resort Golf & Country Club. Register for the Golf Tournament by using the meeting registration form. The registration fee is a low \$85.00 and includes green and car fees, and lunch. Do not miss this excellent networking opportunity!

Fee: \$85.00

Please register using the Meeting Registration Form

## ADDITIONAL FALL CONFERENCE ACTIVITIES

### TUESDAY GROUP ACTIVITY - PARASAILING!



Come fly high in the sky and soar with your fellow ADMA attendees on Tuesday afternoon while parasailing! Fly solo or go with a friend (side-by-side tandem flights) while hovering over the Gulf of Mexico looking for dolphins, rays and sea turtles. You will lift off and land directly on a PARA-TOUR winch boat. Enjoy an opportunity of a lifetime, and go home with memories galore. The fee for this activity is \$93.00 per person.

### COMPANION & SPOUSE ACTIVITY - SIGHTSEEING CRUISE...

The votes are in and the winner is... the sailing, shelling, and sightseeing cruise! Set sail aboard a spacious catamaran on an unforgettable journey along the shimmering Gulf of Mexico. This two and a half hour excursion will depart from the North Shore Beach at 3:00 PM. Please note that there will be a Companion and Spouse Luncheon prior to the activity. The cost of this activity is \$80.00.



### ADMA'S PRIVATE AREA ON THE GULF OF MEXICO

Need an area to have a meeting or just want to sit by the Gulf of Mexico for a bit? Well, here is your chance. ADMA has reserved a private area on the beach for our Members in the North Tower Beach section of the Marco Island Marriott's Beach. North Tower Beach can be located on a resort map that you will receive upon arrival to the Fall Conference.



Additionally, ADMA will offer a complimentary one-hour yoga class to all Fall Conference Attendees on Wednesday, November 11, 2009 starting at 8:00 a.m. Yoga mats will be provided.



# TRAVEL AND TOUR INFORMATION

The hotel is approximately one hour (50 miles) from Fort Myers International Airport (RSW). The hotel does not provide shuttle service from the airport. ADMA recommends the following methods of transportation.

**Town Cars and Limousines**  
**Naples Transportation**  
**Telephone: 800-592-0848**

## RENTAL CARS

Hertz Rental Cars: The Marriott Marco Island has a reciprocal agreement with Hertz Rental Cars. You have the ability to drop off your rental car at the hotel and then pick-up a car at the hotel without having to rent a car for your full stay!

**Telephone: 800-564-3131**

## WEATHER

Marco Island generally experiences highs in the low 80's and lows in the low 60's during the middle to last weeks in November.

## WARDROBE

The attire for the Fall Conference is business casual. For men, golf shirts, shirts, and leisure slacks are appropriate. For women, blouses, sweaters, skirts, and slacks.

## THINGS TO DO IN THE AREA

### Dolphin Watch & Eco Excursions

In the shelling capital of the world, search for sand dollars and shells on the remote barrier Islands with a Naturalist to answer questions along the way. As you cruise the 10,000 Islands, you also may elect to join the ship's crew in studying the behavior and habits of the bottlenose dolphin indigenous to this area. All boats have US Coast Guard certification and licensed Captains. We use many different boats and will select the right boat or boats to properly accommodate your group.

### Florida Naturally...

for something NEW, natural, rewarding, enriching and refreshingly different, participate in one of our half or full day Eco Nature Tours into the heart of the Everglades and the 10,000 Islands. All of our guides are enthusiastic, knowledgeable, and certified Florida Master Naturalists. Our tours and activities include: cruising through the mangroves of the 10,000 Islands National Wildlife Refuge, kayaking through the mangroves, bird watching, swamp walks, and more.

### Fishing Excursions

Experience off-shore fishing in the beautiful Gulf of Mexico with US Coast Guard licensed Captains. Boats are limited to six passengers each.

Backwater or inland fishing in the 10,000 Islands is a great scenic trip. Backwater fishing boats are limited to four passengers each. If flats fishing is your preference, then indulge yourself in the back country mangroves and estuaries. Fly-fishing is available along with plug and spin tackle. These 17' to 20' flats fishing boats are limited to two passengers.

All boats have US Coast Guard licensed Captains and provide fishing license, bait, tackle, and coolers with ice.

### Marco Island Trolley Tour

Sit back and enjoy the ride on one of our signature trolleys, as guides combine humorous stories and historical facts into a fun-filled tour that is both entertaining and educational. Expert guides show you the sights of Marco Island from historical landmarks to shopping areas & local attractions. This tour is almost two hours long.

## THINGS TO DO IN THE AREA (continued)

### Shopping!

Enjoy fabulous 5th Avenue, 3rd Street South, and the Bayfront. Escape to the eclectic shopping venues of 41-10, Crayton Cove, and Tin City. Stroll a gallery, find that special unique gift, entertain friends. From sidewalk cafes to world-class dining, enjoy a meal then visit the area's most pristine beach and pier. All within a short walking distance. We are Destination Downtown. Enjoy!

## TRANSPORTATION

For more information on tours and or activities, please contact ADMA's preferred activity provider:

**Naples Transportation**  
**Michelle Castady**  
**Telephone: 239-390-4223**  
**Email: mcastady@nttep.com**

## HOTEL INFORMATION

**Marco Island Marriott Resort & Spa**  
**400 South Collier Boulevard**  
**Marco Island, Florida 34145**  
**Telephone: 239-394-2511**  
**Facsimile: 239-642-2672**  
**Website: www.marriott.com**



Searching for Paradise? Explore a world of paradise at Marriott's exclusive Marco Island hotel. Fresh from an extraordinary \$187 million makeover, this world-class Florida Gulf Coast resort is situated on three miles of pristine beachfront property and offers an exhilarating retreat from the ordinary. With the sophistication of traditional Naples beach resorts, a lavish spa boasts Balinese influenced treatments. Spacious Marco Island resort accommodations feature premier amenities, technology upgrades, and views of the Gulf of Mexico private beachfront. Nearby Naples resort recreation includes exciting water sports, parasailing, shelling cruises, and sightseeing adventures. Eight unique and outstanding restaurants span this Marco Island beach resort, serving everything from laid-back island fare to succulent Steakhouse creations. Discover Paradise at Marco Island Marriott Beach Resort, Golf Club & Spa.

### Hotel Recreation

- Biking Trails
- Jet-skiing
- Kayaking
- Sailing
- Table Tennis
- Volleyball
- Water-skiing
- Two outdoor pools
- State of the art fitness and health center
- A Beach on the Gulf of Mexico!

### Room Rates

Single / Double: \$249 + tax per night

*Make your reservations no later than Monday, October 5, 2009. Reservations received after this date will be filled on a space-available basis.*



Aviation Distributors and Manufacturers Association  
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