

State of the Airline Business

Upcoming Events

• SMEI Honolulu Salesperson of the Year

Tuesday, April 6, 2010 at the Sheraton Waikiki Hotel.

The criterion for the SPOY Winner is an individual who greatly enhanced the image of Hawai'i and the quality of life in our community. This year, the honor goes to both Steven Ai and Carol Ai May of City Mill Hawaii.

• The 50th Annual Hawaii Sales and Marketing Awards.

Wednesday, May 19, 2010 Hawaii Prince Hotel, Mauna Kea Ballroom.

This event allows companies like yours, to recognize the outstanding achievements of your sales and marketing professionals. The recognition package not only provides great motivation for your sales team or individual, it also provides additional exposure for your company, all for an investment as low as \$500.



www.smeihonolulu.com

Twitter: SMEIHonolulu

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Tuesday
January 19th, 2010

The Kahala Hotel & Resort
5000 Kahala Avenue

Registration & Cocktails
5:30 pm - 6:30 pm

Dinner & Program
6:30 pm - 8:30 pm

RSVP by Jan 15

www.smeihonolulu.com or (808) 942-7000



Dave Hilfman

Senior Vice President of Worldwide Sales

In this role, he is responsible for directing the efforts of a team comprised of over 800 sales professionals who manage sales programs, relationships and revenue with corporations, travel management companies and distributors around the world. These accounts represent sales channels of more than \$10 billion in annual revenue for Continental.

Hilfman started his airline career in 1981 with Eastern Airlines as a campus sales representative at the University of South Florida. He held sales positions of increasing responsibility with Eastern throughout the southeastern United States until 1986 when he joined Continental Airlines. At Continental, Hilfman first worked in field sales as regional manager

in New York City, then director of the western sales division based in Los Angeles. In 1992, he moved to the airline's corporate headquarters in Houston, where he has held the positions of senior director of U.S. field sales, vice president of multinational sales and revenue programs and vice president of sales and reservations.

Business Travel News named Hilfman as one of the "25 Most Influential Travel Executives" for 2001 and 2002, recognizing Continental for its corporate sales focus, innovative revenue programs and customer-focused initiatives. Hilfman, 48, graduated from the University of South Florida with a B.A. in Finance. He and his wife, Tracey, and their 6 year-old son Marshall, reside in Houston, TX.

Mahalo to our meeting sponsors:



Registration Form



Name	Company	Title	Telephone	E-mail

Tuesday **The Kahala Hotel**
 January 19th, 2010 5000 Kahala Avenue

SMEI Members: \$55
 Students: \$55
 Non-Members: \$65
At the door: \$65

Mahalo to our trade sponsors:



Menu

prepared by Chef Daniel Uyejo

First Course

Waimanalo Green Salad with Shaved Maui Onions and Grape Tomato Shallot Vinaigrette

Entree

Stuffed Chicken Breast with Prosciutto Ham, Swiss Cheese served with Rosemary Mashed Potatoes and Green Beans
 Vegetarian: Crispy Stuffed Eggplant with Lentils and Ponzu Tomato Salsa

Dessert

Apple Tart with Cinnamon Ice Cream

SMEI Honolulu Members: _____

Guests/Non-Members: _____

Reserve vegetarian meals for:

Register in advance by web, email, fax (942-7005) or mail.

All credit card payments MUST be made online at www.SMEIHonolulu.com

Enclosed is my check for \$ _____

Please make checks payable to:

SMEI Honolulu

Questions?

Contact our Executive Director

Stephanie Uyeda

phone: 942-7000

email: stephanieuyeda@hawaii.rr.com

Mail check & registration form to

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