



HIDEAWAY



Organization



Realization



Supporting



About HIDEAWAY

In times like these, seclusion and isolation are travelers' goals.

That is why DUO Network turns a new chapter in our travel online journeys bringing some of the most enchanting and exclusive luxury properties in the world with this new event.



2-4 days

2 panels a day, 1h30 each (GMT-3 "Brazil Time")

Morning time session: 10h30 – 12h00

Afternoon time session: 14h30 – 15h00



The event will be **broadcast via ZOOM**

Only for **invited travel agents** (focused on luxury)



100% in Portuguese

(lectures in English will be simultaneously translated to Portuguese)

APRIL 2021

26th to 30th

OR

MAY 2021

17th to 21st

(subject to changes)





The exhibitors

Highest-end hotels focused on **unique experiences, true connections** and high level of services. **Maximum of 12 properties around the world**



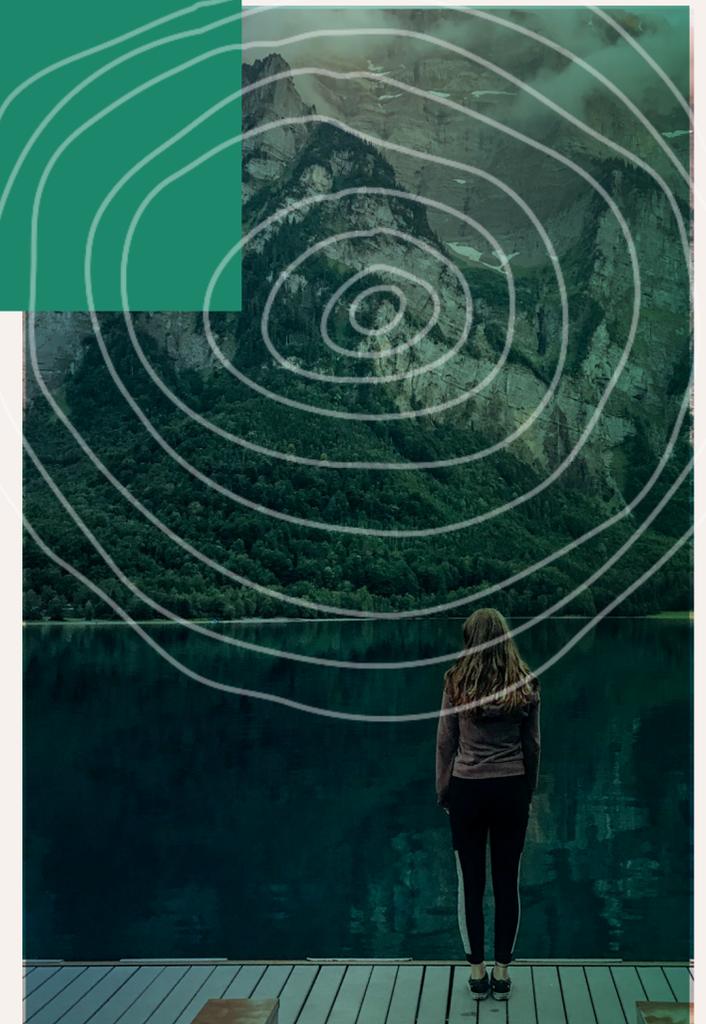
The buyers

200-500 travel advisors per panel **approximately 70%** of the audience will be from the **Brazilian Luxury Travel Market**. We will also **invite buyers** from different markets, such as **Latin America** and **Portugal**

20 min to showcase the property and answer questions from the audience. DUO Network team will coordinate and select those questions.

Exhibitor will just have to answer the questions.

DUO Network along Brazilian partners and/or other invited experts, will talk about the destinations where the properties are supporting exhibitors' lectures.



Meet the team



Caroline Maya Gramaglio
Founder & Sales

Caroline has been working in the travel luxury market since **2002**. Graduated in Tourism at **USP**, she studied **Economy** at **Granada University** and **Digital Marketing** at **ESPM**. She has lived in Spain, Ireland, Italy and New Zealand, having worked in Spain (Accor Hotels and Sierra Nevada, Cetursa). Her work at luxury travel agencies, including **Virtuoso members**, deepened and broadened her knowledge and network in this niche. With a restless soul full of energy, **Caroline is always seeking new and exciting challenges**, putting all her heart in every project. She loves Flamenco and she has danced for 10 years now.



Virginia Yoshikawa
Exhibitor Relations

Virginia's **love of new cultures and new places** took her to become a **Bachelor of Tourism from USP**. Upon graduating, she started building her career in the field, especially in the exotic **niche**, having worked for luxury companies. She also ventured out into the world, having lived abroad a few times, **having studied in Canada, volunteered in England** and **worked in Japan**, meeting new people, new places, and most importantly, new cultures. **Her curiosity never dies**, and she is always **looking forward to learn more about the world**.



Aline Maya Gramaglio
Branding & Marketing

Aline is a **multi-faceted professional**, having graduated in **Modern Languages – Italian** from USP and expanded her knowledge to the fields of **marketing, social media and design**, in renowned institutions such as Senai and Belas Artes Institute. At a young age, she focused her career in a **publishing house where she became a coordinator** and developed projects for almost 5 years before taking on a more personal one when she decided to join her sister, Caroline, running DUO Network. Her hunger for culture never wavered, with books always by her side, as well as cult movies.



Why invest in the Brazilian Luxury Travel Market?

In numbers

Population: 209,5 million



1st

Economy in Latin America



12th

Economy in the World



Brazil's GDP

4 times larger than Argentina and 50% of South America

Source: IMF

16th
Global ranking International Tourism Expenditure
Source: UNWTO (2016)



12th
Tourism economy
(Source: WTTC)



41
Foreign Airlines operate in Brazil
(2019)



USD 5 Bi
Outbound Tourism Brazil
Source: UNWTO (2016)



169.000
millionaires in Brazil
set to rise by almost 40% in the next 4 years
(Source: Credit Swiss)



90%
who travel abroad: Class A&B
(Source: Panrotas Magazine)



+19,000
travel agents in the country
(Source: Travel Agents Brazilian Association – ABAV)





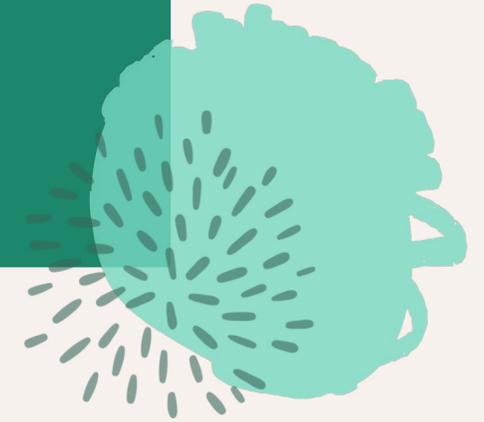
Why become an exhibitor?

- **Connecting with the best buyers in the Brazilian luxury travel market;**
- Participating in one of the **most well praised online events** in the **Brazilian Luxury Travel Market;**
- **To showcase the property** and to **grow sales in a near future** and the brand awareness among the best buyers in the market;
- **The material of all exhibitors** will be **uploaded** on the **hot site, in Portuguese, created** especially for the **event** by the **DUO Network team;**
- **Information about all exhibitors** will be sent to buyers by newsletters and posted on our social media;
- **Qualified buyers:** only personally invited travel agents can participate;
- **Mailing of the event** to be sent to exhibitors (after the event is over);
- All exhibitors will **receive the mailing of the event** with all necessary data about the buyers;
- **Event is 100% in Portuguese** (simultaneously translated to Brazilian agents that usually do not speak English).

DUO Connections

HIDEAWAY

APRIL 2021
26th to 30th
OR
MAY 2021
17th to 21st
(subject to changes)



1 – BRAZIL
“Brasil um Novo Olhar”
3rd to 7th Aug 2020

Focused on sustainability, our exhibitors are ecolodges and boutique hotels with high end services, and a strong connection to their communities.

Hot site: duonetwork.com.br/esummitbrasil



2 – AFRICA
“África Matizes”
14th to 18th Sep 2020

Bringing together the best luxury travel advisors and the most unique and exclusive properties in Sub-Saharan Africa. Increasing business through knowledge about this enchanting and rich continent.

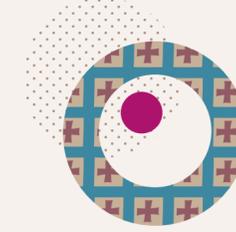
Hot site: duonetwork.com.br/esummitafrica



3 – ITALY
“Itália Doce Vida”
23th to 26th Nov 2020

Show Italian hospitality and lifestyle through exclusive boutique and luxury hotels. Panels full of art, culture, gastronomy and landscapes exquisite.

Hot site: duonetwork.com.br/italiadocevida



4 – GEORGIA
“Geórgia Entre 2 Mundos”
10th Dec 2020

In 1 day of immersion, we unravel the enigmatic Georgia and understand about their culture, history and gastronomy.

Hot site: duonetwork.com.br/georgiaentre2mundos

Future DUO Connections events



5 – PORTUGAL
“Além-mar”
March 2021



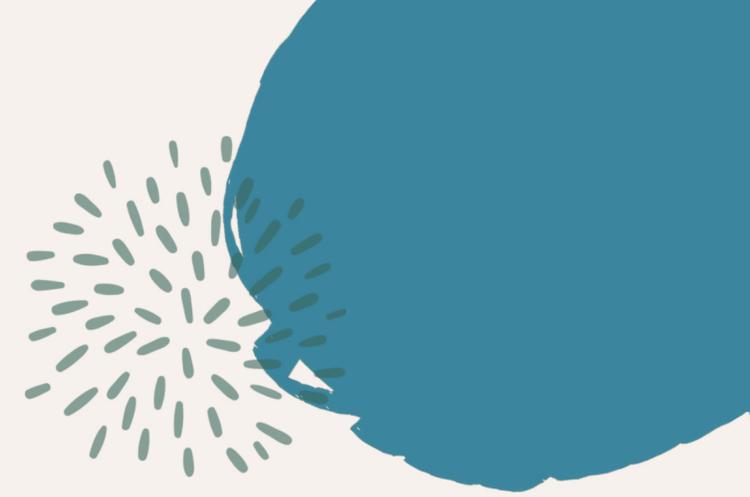
6 – SPAIN
May 2021



7 – INDIA
June 2021



Exhibitors' Testimonials



Carol, to this day (jan 2021) the event Brasil um novo olhar reverberates. A lot of people come after me from the panels on that event. It was amazing!" Will we have more this year? :-)

Gustavo (Brasil um Novo Olhar)
Uakari lodge



Congratulations to all of you for the deep commitment with sustainable tourism in our country. Moments like this renew our energies and make us believe that, besides all difficulties, we're on the right path!

Andréa (Brasil um Novo Olhar)
Vila de Alter



Congratulations, Carol and team, and all the panelists and partners who delivered a true show! The event was incredible!

André (Brasil um Novo Olhar)
Casa Hotéis



Thank you for the DUO Network team: Caroline, Aline and Virginia for the amazing organization of "Africa Matizes" was remarkable!

Luana (África Matizes)
Ker & Downey Africa



We will definitely keep you in mind for the Brazilian market as soon as we start developing that area more thoroughly

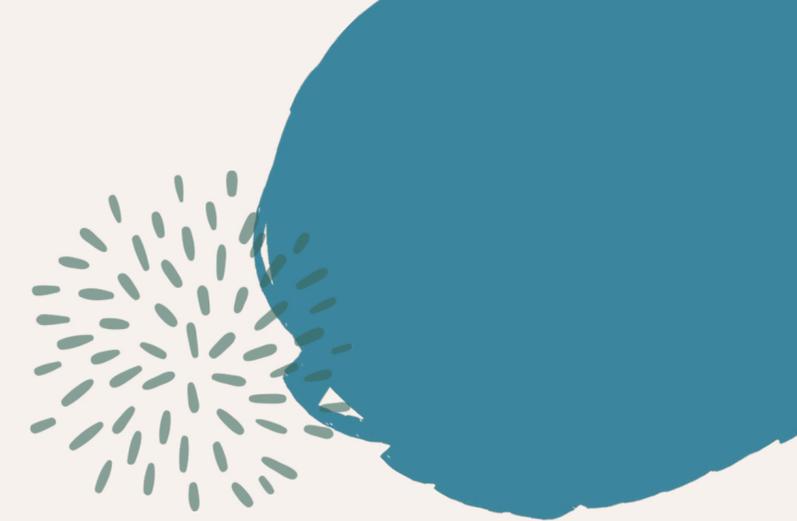
Filippo (Itália Doce Vida)
Palazzo Varignana



I would like to say thank you to DUO's team for inviting me to be part of this amazing event!

Antonella (Itália Doce Vida)
Benarrivati

Buyers' Testimonials



“I have no words to describe how thankful I am for the opportunity to experience I had with DUO and all these amazing professionals this week. I was moved in many moments by so many real stories and ‘people we only hear about’. During this week we were able to see and understand their realities. Congratulations on the careful look and the reality check in all of us. It’s through panels like these that we can finally see what’s always been there, but we didn’t want to look at. Brazil is really special and we need to take care of it as a whole. The schedule was carefully designed, the content was very rich, and now we can go back to work! I hope we will see more events like this, that are so important, and that enrich our job”.

Thaís (Brasil um Novo Olhar)
Embarque Rápido



“Congratulations on the project, I hope there will be more high quality online events like this. There’s a lot to explore in our country, we must emphasize the great work of those who are doing it. It’s very important to emphasize how important the added value of specific properties and destinations is. The travel industry works so little on this matter, I believe Tour Operators (wholesalers) should also help showcase these important points from the beginning. We know that most agents know only how to book a product, but they don’t understand the importance of the relevance of a destination and the work behind the scenes to make a property special to really sell it well. Anyway, congratulations”.

Graziela (Brasil um Novo Olhar)
Graziela Sandri Viagens



“This event was like a gift for all of us travel agents who haven’t had the opportunity yet to go to Africa, or who haven’t had the time to go to all those places. It is commendable that amidst the Black Lives Matter debate, racism so en vogue, our Pantanal (wetlands) on fire, the debate about the preservation of the environment so ever more necessary, there’d be an opportunity to learn more about a continent that is so rich in culture, art, nature, gastronomy, in panels with such current themes, not only about tourism - logistics, hotels, tours, sales pitch - it’s so enriching. Thank you!”

Camila (África Matizes)
Camila Rocha Travel Designer

Buyers' Testimonials



“Excellence is the word for this event, we’ve been transported to the African culture, atmosphere and beauty. The choice of panelists was incredible, it was a great learning experience. Congratulations Caroline and the team involved in the organization”.

Janaina (África Matizes)
[Take Tour](#)



“This is the third event I’m watching and I can only thank you so much. DUO Network delivers exquisite work, transmitting relevant knowledge, so important for professional and personal growth through providing History, culture and networking, always enriching the work of travel agents. Congratulations DUO Network, Caroline and team. Thank you from the bottom of my heart for this opportunity. I really enjoyed the opening and closing. The event brings a lot of useful information, for our job, about cultural and historic aspects that are so relevant”.

Alda (Itália Doce Vida)
[Turismo Sanssouci](#)



“The event was impeccable and added so much knowledge. Congratulations to everyone involved in idealizing and organizing the project. The connections between enogastronomy, history and art in each region brought to light new ways of doing tourism now a days. And as lightweight as the slow travel movement that was portrayed, we traveled through an outstanding country that is able to transform us in such unspeakable ways that will elevate the bar of the trips we can elaborate from now on”.

Claudia (Itália Doce Vida)
[Divines](#)

Post event



Certificate to the audience

Only for **agents with a minimum of 80% participation** during all mandatory events.



Social media advertising

We will feed **DUO's social media** with news of the event and exhibitors.

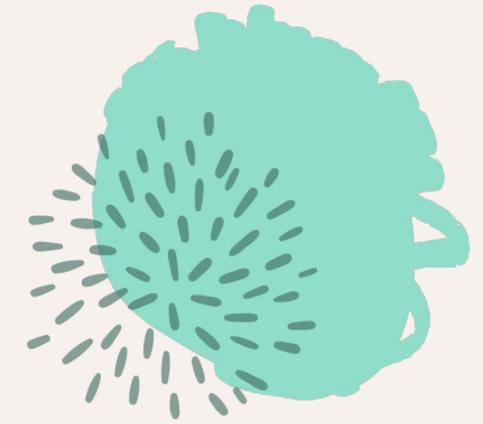


Mailing

Sending the mailing of the buyers to all exhibitors.



Investment



USD 550

+ 1 voucher (2 nights) to be draw*

In case the exhibitor is able to do the lecture in Portuguese or Spanish.

USD 750

+ 1 voucher (2 nights) to be draw*

Lecture in English
(simultaneously translated to Portuguese by a translator hired by DUO Network).

Includes:

- One **lecture slot (20 minutes)** to showcase the property and its services;
- Creation of **hot site** for the event, entirely in **Portuguese**;
- **Exhibitors's content, logo and information published** on the **hot site** and other marketing materials created by DUO;
- **Buyers** to be **personally invited**, one by one;
- **Posts on social media** and **newsletters** of the event about all exhibitors;
- A **pre event test** will be scheduled between DUO's team and each exhibitor;
- **Qualified mailing** with data of the **buyers** sent to all exhibitors;
- **Coordination of quizzes** created by DUO's team: helping to keep the buyers' high level of attention.

*Coordination of the draw of **free nights given by the exhibitors**: only for the buyers with **participation above 80%**;

How to be an exhibitor?

1. **Confirm** your presence by **email**
2. Exhibitor will receive **instructions** of the material to be sent to DUO Network.
3. DUO's Network team will **issue an invoice** of the full amount of the investment
4. **Payment** must be received **30 days before the event starts**
5. A **call** may be scheduled **between DUO Network's team** to clarify any doubt.



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If you are willing to join us in this journey,
please let us know. It would be a pleasure to schedule a
call to discuss your further over participation.



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