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Purpose

This document is provided to assist corporate travel managers and other qualified professionals in securing internal compliance approvals for participation in the Hosted Buyer Program at Business Travel Show America. It is intended to clarify the program's structure, integrity safeguards, and adherence to international anti-bribery legislation and industry codes of conduct.

Statement of Integrity

The Hosted Buyer Program is administered by The BTN Group, part of Northstar Travel Group and operates under strict protocols to ensure full compliance with applicable anti-bribery and anti-corruption frameworks, including but not limited to:

- The U.S. Foreign Corrupt Practices Act (FCPA)
- The UK Bribery Act
- OECD Anti-Bribery Convention
- The PhRMA Code on Interactions with Health Care Professionals
- AdvaMed Code of Ethics on Interactions with Health Care Professionals
- Internal company policies and ethics codes across regulated industries

The program does not aim to influence purchasing decisions or provide any form of inducement. Instead, it supports professional development, industry benchmarking, and informed supplier engagement.

Program Overview

Hosted buyers are selected based on professional role, verified buying authority, and alignment with program criteria. Qualified buyers may receive a centrally funded travel and accommodation package to facilitate participation in a structured, education-led business event.

Covered benefits may include:

- Economy-class airfare or equivalent travel allowance
- Hotel accommodation for the duration of the event
- Pre-scheduled, business-focused appointments with approved exhibitors
- Access to education sessions, workshops, and structured networking functions

These benefits are extended solely for the purpose of participation. There are no obligations to purchase, no gifts or favors involved, and all participation is voluntary and transparent.

Organizer-Funded Travel

All travel and accommodation expenses are paid by the event organizer through the show

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budget, which is supported collectively by exhibitors and event sponsors. No single supplier funds the buyer's travel directly. This model ensures the buyer's participation is not associated with any individual vendor and eliminates the perception of personal gifts or inducements.

No Obligation to Purchase

Hosted buyers are under no obligation to sign contracts or make purchasing decisions. Their only commitment is to attend a set number of one-on-one meetings with suppliers of their choosing and to participate in a portion of the show's education and networking program. This format supports informed decision-making without commercial pressure.

Freedom of Choice and Flexible Scheduling

Buyers have autonomy in selecting or approving their appointments. The program avoids mandatory meetings with specific vendors. Meetings are mutually agreed upon to ensure relevance and productivity. This structure emphasizes the event's purpose: to facilitate useful connections, not enforce sales obligations.

Education and Professional ROI

A key benefit of participation is access to high-value education, including market insights, peer-led sessions, and expert panels. The program is designed to equip travel and meetings professionals with tools, strategies, and benchmarks that deliver clear value to their organizations. This professional development component is a central justification for attendance.

Ethical Codes and Transparency

All participants are bound by the Hosted Buyer Terms & Conditions, which uphold ethical standards and event professionalism. Hosted buyers are required to:

- Meet participation requirements, including scheduled appointments
- Adhere to the event code of conduct
- Disclose participation and benefits to internal compliance teams, as applicable

The BTN Group maintains documentation and transparent communications for all parties. The integrity of the program is supported by policies and expectations made clear from the outset.

Documentation and Transparency

Participants are encouraged to retain this statement and their formal acceptance letter for internal compliance documentation. Upon request, the BTN Group can provide additional support for legal or compliance reviews.



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Contact for Compliance Teams

For verification, detailed documentation, or consultation with your compliance or legal department, please contact the Hosted Buyer team at hosted@businesstravelshowamerica.com.

This statement is provided in good faith to support transparent and ethical participation in Business Travel Show America. The BTN Group welcomes collaboration with compliance teams to facilitate attendance where appropriate.