



GSP Newsletter

July-September, 2007

N° 7

TO OUR READERS, FRIENDS AND ASSOCIATES:

The third quarter of 2007 was perhaps the busiest quarter for Global Sports Partners (GSP) since its inception two years ago. GSP had the distinct honor of attending both the Pan American Games in Brazil (July) and the Beijing Chefs de Mission Seminar in China (August). The quarter culminated with a return trip to China along with a visit to Mexico to attend one of the IOC Solidarity's continental workshops for Beijing.

JULY, 2007

The 2007 Pan American Games were held in Rio de Janeiro, Brazil for most of the month of July and was one of the most successful Games in Pan American Games history. The event opened up with a splendid Opening Ceremonies (see photograph to the right) and concluded with over 30 countries winning medals including several NOCs for the first time ever. GSP and Cartan Tours attendees at the Games included Greg Harney, Francisco Campo and Lurdes Muñoz. During the event Cartan Tours and GSP hosted a luncheon and seminar for the countries they are partnering with as General Sales Agent for the 2008 Olympic Games in Beijing, China. The Games also afforded the opportunity to add two additional countries as members of the Cartan Tours family –El Salvador and St. Vincent and the Grenadines. In total Cartan now represents 30 NOCs.



GSP's Harney (center) and Campo (far right) with NOC leaders during the Cartan Tours luncheon hosted in Rio de Janeiro, Brazil.

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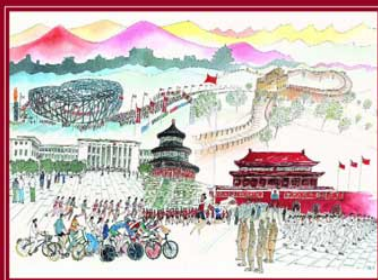
AUGUST, 2007

Both GSP and its sister company, Cartan Tours, spent nearly two weeks in Beijing, China to attend the BOCG-hosted Beijing 2008 Chefs' de Mission Seminar. Attending for GSP were its President (**Greg Harney**) and Vice President (**Francisco Campo**) and representing Cartan Tours were its two Vice Presidents, **Julie Jentges-Adams** and **Don Williams**. The meeting was very informative and held exactly one year prior to the start of the actual Games in 2008. Both GSP and Cartan Tours were able to meet with many of its NOCs along with other NOC friends, BOCOG staff, IOC personnel and fellow GSAs for Beijing during the seminar.



The Novotel Peace Hotel in Beijing – site of Casa Americas and Casa Mexico for the 2008 Olympic Games.

SUMMER GAMES 2008



Beijing, China
TRAVEL PROGRAMS
August 8-24, 2008



Also in August, Cartan Tours announced that its new international website www.cartanglobal.com is fully online. NOCs and their extended Olympic Committee family members and guests can access this website for complete information about the 2008 Olympic Games. In addition, the site offers a complete listing of the event schedule and ticket prices. This summer Cartan Tours and GSP also retained the services of **Ms. Nancy Murillo** to assist both organizations at its Manhattan Beach, Calif. headquarters with NOC communications and services. Ms. Murillo is originally from Colombia and is fluent in English and Spanish and can be reached at gsp@cartan.com.



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SEPTEMBER, 2007

After a hectic July and August, September had both GSP executives Campo and Harney back on the road. Harney spent most of his time in China where he was able to finalize Cartan Tours' plan for Casa Americas and Casa Mexico at the Novotel Peace Hotel. Campo traveled to Mexico City to attend the IOC Solidarity's Seminar on Beijing 2008 preparations and to meet with several of our partner NOCs. Prior to his visit to China Harney also visited Vancouver to begin preparations for the 2010 Olympic Winter Games.



Campo (left) and Harney (right) meeting with Mexican Olympic Committee Marketing Director Enrique Villagran in Brazil.

UPCOMING CALENDAR

Date	Activity	Location
October, 2007	ODECABE General Assembly	Mayaguez, Puerto Rico
October, 2007	AIBA World Boxing Championships	Chicago, Illinois, USA
October, 2007	TEAMS Conference	Louisville, Kentucky, USA
October, 2007	NOC and Sub-Agent Visits	Ecuador, Colombia and Uruguay
Nov., 2007	NOC and Sub-Agent Visits	Guatemala and Panama
Nov., 2007	Beijing Site Inspection	Beijing, China
Nov., 2007	European NOC Meetings	Valencia, Spain



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GREETINGS FROM BEIJING

Courtesy of **Jim Page**, GSP/Cartan Tours Beijing Director



All is well in Beijing as we gear up for the onslaught of winter. The leaves have at last changed color before their final descent to the ground where they will almost immediately be met by the ubiquitous street cleaners. And with the countdown clocks continuing their march towards the Games, Beijing maintains an aura of “something big in the air”. With that in mind, we thought we would introduce a few Chinese business related customs that could prove helpful for your next visit to Beijing.

CHINESE CUSTOMS AND PRACTICES

Presentation of Business Cards

When meeting someone for the first time in China, it is highly common to exchange business cards. Please remember that business cards are taken very seriously in China and when you receive a card from someone for the first time it is critical to look at it and even, if appropriate, comment on the title or company. Give it the attention it deserves and always receive and give out business cards with two hands. During a meeting you can place the new cards on the table. At a banquet you can put them away so as not to get them dirty. However, don't just put them in your shirt or jacket after meeting someone as this is a sign of disrespect to the individual you just met.

Seating at Meals

The Chinese are always extremely accommodating during meals. When you enter a room where a meal is being served you will encounter a round table. Please take note not to take the first seat available. It is important to know that the most important guest is seated facing the door with the host sitting directly to the left or right (also facing the door). Those deemed more junior in rank will fill out the remaining seats. Please remember to put up a good fight with your host over the “seat of honor” by insisting that he/she takes that seat. It is alright to eventually lose this discussion!