

ETN  
Focus  
Workshop  
WORLD EVENTS

ETN

Focus  
Workshops

# Internationalise Diversify Retain



# EXCLUSIVITY

**30** TABLES ONLY

**REAL** CONNECTIONS

**PERSONALISED** CONSULTANCY

**SELECTED** AGENCIES

**HIGH** VISIBILITY

**SMART** MARKET INSIGHT



# DIVERSITY

Engage in an open dialogue and share of information, advice and personal experience on ETN Focus, our **smart network of international students professionals**.

Bring a **new perspective** into your daily work with international students: from recruitment and diversification to retention and cross-cultural management.

# EXPERIENCE

Imagine a relaxed, **stress-free networking space** where you have the opportunity to establish **real connections**.

This is the unique **360° immersive experience** you get at ETN Focus Workshops.



*"We are working with elite schools from Switzerland, England, Canada, Germany and we are very happy to meet new educators that have come to Peru to this agent fair."*

**LUCRECIA FORSYTH ALARCO**  
**Escuelas del Mundo**  
AGENT



# FRIENDSHIP



*"Everyone we've met has been so friendly and I really think that this is a market that's going to be really valuable for our school and really helping with our goal of increasing diversity of our student population."*

**JENNIFER PHILLIPS**  
Wisconsin ESL Institute  
EDUCATOR

# OPPORTUNITIES

Focus  
Workshops

Diversify

your  
international  
student body

[www.etnworkshops.com](http://www.etnworkshops.com)

Working within the international education and student mobility industry for more than 20 years has made us very aware of the current challenges related to **internationalization, diversification, retention** and **cross-cultural management**.

We help you meet your **strategic international recruitment goals** by listening to your voice and making sure you get immediate **return on investment** in the form of student enrollments and effective **new partnerships**.

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# LONG-TERM RELATIONSHIPS

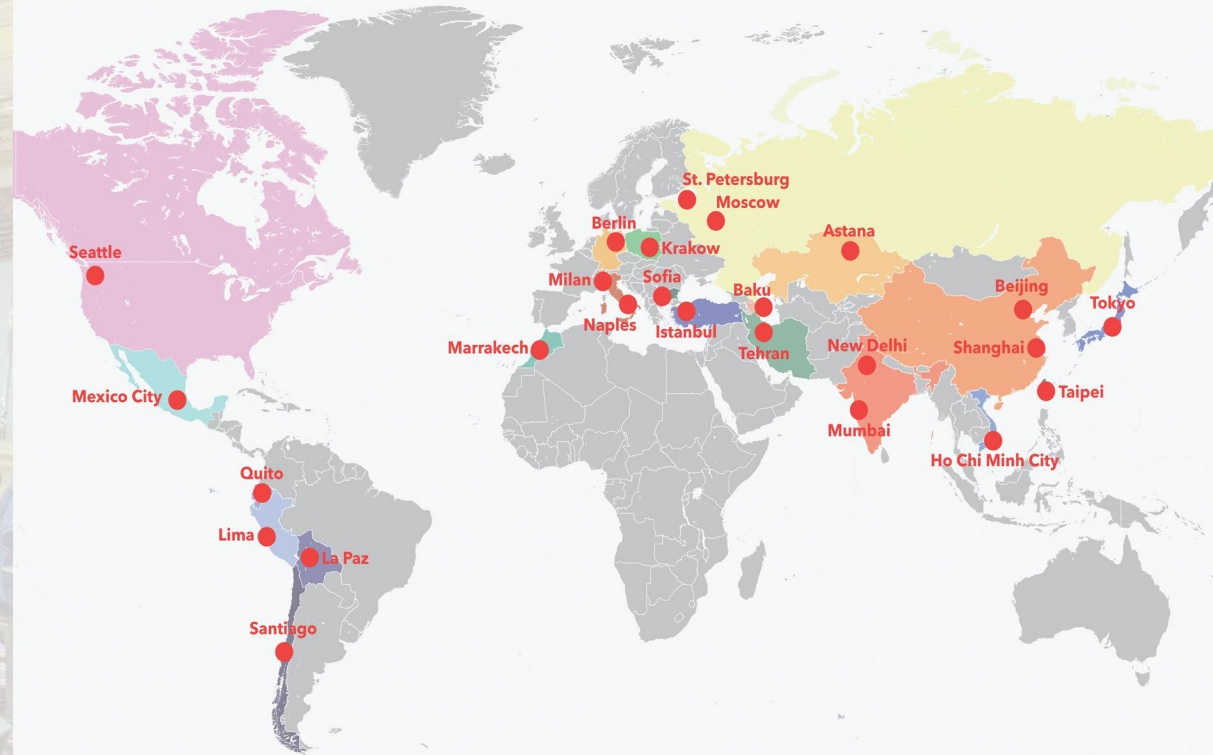
Establish long-term cooperation with **selected recruitment agents** from your strategic target markets



*"We had very productive meetings. We actually went to visit a few offices and learnt a lot about Peruvian culture, traditions and economy as well."*

**SASHA BRUKHNOV**  
Student Management Group  
EDUCATOR

# OUR WORLD EVENTS



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# UPCOMING EVENTS

**11-12 September 2017**  
CHILE, Santiago

**14-15 September 2017**  
PERU, Lima

**18-19 September 2017**  
ECUADOR, Quito

**21-22 September 2017**  
MEXICO, Mexico City

**5-6 October 2017**  
VIETNAM,  
Ho Chi Minh City

**9-10 October 2017**  
CHINA, Beijing

**27-28 October 2017**  
GERMANY, Berlin

**2-3 November 2017**  
POLAND, Krakow

**5-6 November 2017**  
BULGARIA, Sofia

**15-16 January 2018**  
IRAN, Tehran

**18-19 January 2018**  
AZERBAIJAN, Baku

**25-26 January 2018**  
MOROCCO, Marrakech

**1-2 February 2018**  
JAPAN, Tokyo

**5-6 February 2018**  
INDIA, New Delhi

**8-9 February 2018**  
INDIA, Mumbai

**12-13 March 2018**  
RUSSIA, St. Petersburg

**15-16 March 2018**  
RUSSIA, Moscow

**19-20 March 2018**  
KAZAKHSTAN,  
Astana

**22-23 March 2018**  
TURKEY, Istanbul

**19-20 April 2018**  
USA, Seattle

**20-21 October 2018**  
TAIWAN, Taipei

# OUR PRICES

	Basic Early Bird	Basic	Premium Early Bird	Premium	Gold Early Bird	Gold
One-to-one Meetings	•	•	•	•	•	•
Info package	•	•	•	•	•	•
Hotel (2 nights)	•	•	•	•	•	•
Eating engagements	•	•	•	•	•	•
15-min Presentation			•	•	•	•
Half-page catalogue ad			•	•	•	•
Full-page catalogue ad					•	•
Table Banner					•	•
2-way airport transfer					•	•
2nd representative					•	•
PRICE	€1,950	€2,150	€2,150	€2,450	€2,450	€2,750

Multiple workshop **discount** options:

**Star Package 2:** Buy 1, get the 2nd for €1,500

**Star Package 4:** Buy 3, get the 4th for free

**Star Package 8:** Buy 6, get the 7th and 8th for free

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CONTACT US:



+44 2392 751351



[contact@etnworkshops.com](mailto:contact@etnworkshops.com)



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