



YOUR HOTEL & RESORT SALES FORCE

CALL **1-877-VALOREM** OR **305-446-8900** TODAY OR  
LOG ON TO [valoremgroup.com](http://valoremgroup.com) FOR COMPLETE HOTEL PARTNER LISTINGS

2980 McFarlane Road, Suite 212 • Coconut Grove, FL 33133 • Fax: (305) 445-5009



We hold an Errors and Omissions Insurance Policy providing our clients with greater protection.

5M 9/04



180 Hotels

30 Countries

One Contact



YOUR HOTEL & RESORT SALES FORCE

**180 HOTELS, 30 COUNTRIES, ONE CONTACT**

MEXICO • EUROPE • LATIN AMERICA • ASIA • USA



**GAMBOA**  
RAINFORREST RESORT  
AT THE PANAMA CANAL

**INTERCONTINENTAL**  
HOTELS & RESORTS

**CROWNE PLAZA**  
HOTELS & RESORTS

**Las Brisas**  
HOTELS & RESORTS

**HOTELES SILKEN**



YOUR HOTEL & RESORT SALES FORCE

CALL **1-877-VALOREM** OR **305-446-8900** TODAY OR  
LOG ON TO [valoremgroup.com](http://valoremgroup.com) FOR COMPLETE HOTEL PARTNER LISTINGS

## ***Welcome to Valorem Group!***

Valorem Group is the leading provider of sales-related services for international hotels in the North American marketplace. As **National Sales Office** for our hotels, Valorem is retained by our partner hotels to provide direct sales services to associations, corporations, travel agencies and incentive houses. As a Valorem client this means you gain access to an extensive portfolio of over **180 HOTELS**, in **30 COUNTRIES**, with just **ONE CONTACT**.

Our seasoned and well-traveled team of professionals will provide you with quick and accurate responses to your Request for Proposals, all with the expedient sales service you would expect from the best of hotels.

Valorem is the clear choice among clients who value variety of destinations, hospitality "know how" and quality service, all with the simplicity of just **ONE CALL**. We bring you and your organization a world of hotel choices.

As a retainer-based firm, Valorem is the National Sales Office for many well-known and reputable Hotels and Resort brands such as InterContinental, Crowne Plaza, Las Brisas, Silken and Gamboa, to name just a few. We invite you to review our Hotel and Resort Directory and discover the worldwide portfolio that Valorem Group brings to you as National Sales Office...

**180 HOTELS, 30 COUNTRIES, ONE CONTACT!**



## Hotel and Resort Directory

### FLORIDA

InterContinental Hotel- Miami (Miami Center) . . . . . 641 Rooms  
 InterContinental Hotel- West Miami . . . . . 148 Rooms

### MEXICO

Las Brisas Resort- Acapulco . . . . . 233 Casitas, 29 Suites  
 Las Brisas Resort- Ixtapa . . . . . 390 Casitas, 26 Suites  
 Las Brisas Resort Manzanillo  
 (Las Hadas Golf & Marina Resort) . . . . . 233 rooms, 45 Suites  
 Las Brisas Hacienda Jurica Queretaro . . . . . 182 Rooms  
 Las Brisas Resort Huatulco . . . . . 484 Rooms  
 Las Brisas Galeria Plaza . . . . . 420 Rooms, 19 Suites  
 Intercontinental Presidente Cancun . . . . . 299 Rooms, 7 Suites  
 InterContinental Presidente/ De la Bonita  
 (Mayan Riviera) - Cancun . . . . . 82 Suites  
 InterContinental Presidente Cozumel . . . . . 253 Rooms, 8 Suites  
 InterContinental Presidente Guadalajara . . . . . 409 Rooms, 44 Suites  
 InterContinental Presidente Ixtapa . . . . . 420 Rooms, 8 Suites  
 InterContinental Presidente Los Cabos . . . . . 395 Rooms, 7 Suites  
 InterContinental Presidente Mexico City . . . . . 659 Rooms, 32 Suites  
 InterContinental Presidente Monterrey . . . . . 305 Rooms, 57 Suites  
 InterContinental Presidente Puerto Vallarta . . . . . 120 Rooms

## Las Brisas Resort Manzanillo, Mexico

305-446-5110  
 1-866-RELAXMX

190 Rooms, 30 Suites  
 6,200 square feet of meeting space plus over  
 30,000 square feet in multiple function areas



## Silken Gran Hotel Domine Bilbao, Spain

115 Rooms, 10 suites  
 4,000 square feet of flexible  
 function areas

305-446-2320 / 1-866-9-SILKEN



Directly across from the renowned  
 Guggenheim Museum Bilbao

### CARIBBEAN

#### DOMINICAN REPUBLIC:

InterContinental Hotel,  
 V Centenario - Santo Domingo . . . . . 200 Rooms

#### PUERTO RICO:

Inter-Continental Hotel San Juan- Isla Verde . . . . . 402 Rooms

### EUROPE

#### ANDORRA:

Silken Eurotel . . . . . 70 Rooms

#### SPAIN:

##### Avilés

Silken Villa De Avilés . . . . . 71 Rooms

##### Barcelona

Silken Gran Hotel Havana . . . . . 145 Rooms

Silken St. Gervasi . . . . . 63 Rooms

Silken Diagonal . . . . . 77 Rooms

Silken Concordia . . . . . 76 Rooms

##### Bilbao

Silken Indautxu . . . . . 184 Rooms

Silken Gran Hotel Domine Bilbao . . . . . 145 Rooms

##### Ciudad Real

Silken Alfonso X . . . . . 66 Rooms

##### León

Silken Luis De León . . . . . 113 Rooms

CONTINUES ON PAGE 7



# FEATURED HOTELS & RESORTS

LOG ON TO [valoremgroup.com](http://valoremgroup.com) FOR COMPLETE HOTEL PARTNER LISTINGS

## Silken Gran Havana Barcelona, Spain

305-446-2320 / 1-866-9-SILKEN

145 Rooms  
2,200 square feet of meeting space  
plus multiple function areas



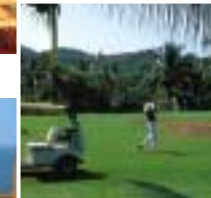
## Las Brisas Ixtapa, Mexico

305-446-5110 / 1-866-RELAXMX

390 Rooms, 26 Suites  
23,500 square feet of meeting space  
plus multiple function areas



las brisas  
ixtapa



## LUXURY ECO-TOURISM

## Gamboa Rainforest Resort, Panama

305-446-8900 / 1-877-VALOREM

107 Rooms & Suites and 44 Villas  
340 acres  
14,284 square feet of meeting space  
plus multiple function areas



**GAMBOA**  
RAINFOREST RESORT  
AT THE PANAMA CANAL



## Hotel and Resort Directory

### Madrid

Silken Puerta Castilla	292 Rooms
Silken Puerta Madrid	194 Rooms
Silken Torre Garden	90 Rooms
Silken Puerta America	250 Rooms

### Murcia

Silken 7 Conronas	155 Rooms
-------------------	-----------

### Oviedo

Silken Monumental Naranco	64 Rooms
---------------------------	----------

### Platja D'aro

Silken Park Hotel San Jorge	119 Rooms
-----------------------------	-----------

### Salamanca

Silken Rona Dalba	88 Rooms
-------------------	----------

### Santander

Silken Coliseum	92 Rooms
-----------------	----------

### San Sebastián

Silken Amara Plaza	163 Rooms
--------------------	-----------

### Sevilla

Silken Al-Andalus Palace	623 Rooms
--------------------------	-----------

### Tenerife

Silken Atlantida Santa Cruz	112 Rooms
-----------------------------	-----------

### Valencia

Silken Puerta Valencia	157 Rooms
------------------------	-----------

### Valladolid

Silken Juan De Austria	87 Rooms
------------------------	----------

### Vitoria-Gasteiz

Silken Ciudad De Vitoria	149 Rooms
--------------------------	-----------

### Zaragoza

Silken Reino De Aragón	117 Rooms
------------------------	-----------

## Silken Al-Andalus Palace Sevilla, Spain

305-496-8900 / 1-877-VALOREM

614 Rooms, 9 Suites  
25,500 square feet of meeting space  
plus over 44,000 square feet of  
flexible function space



Suites decorated by famous Spanish fashion designers Victorio & Lucchino



## CENTRAL AMERICA

### NICARAGUA:

InterContinental Hotel - Managua	150 Rooms
Real InterContinental Hotel (Metro Centro Managua)	157 Rooms

### PANAMA:

Gamboa Hotel & Resort	107 Rooms & Suites and 44 Villas
InterContinental Hotel - Panama City	206 Rooms
Hotel Contadora - Contadora Island	350 Rooms

## SOUTH AMERICA

### ARGENTINA:

Hotel InterContinental - Buenos Aires	315 Rooms
---------------------------------------	-----------

### BRAZIL:

Ariaú Resort & Towers- Manaus, THE AMAZON	303 Rooms, 16 Suites
Hotel InterContinental Rio - Rio de Janeiro	431 Rooms
Hotel InterContinental Sao Paulo - Sao Paulo	193 Rooms
Parque Anhembi Conference Center - Sao Paulo	780 Rooms

### CHILE:

InterContinental Hotel - Santiago	295 Rooms
Crowne Plaza - Santiago	300 Rooms

### COLOMBIA:

InterContinental Hotel/Hotel Tequendama - Bogota	547 Rooms
InterContinental Hotel - Medellin	249 Rooms

### VENEZUELA:

InterContinental Hotel Tamanaco - Caracas	486 Rooms
InterContinental Hotel Guayana, Ciudad Guayana (Puerto Ordaz)	184 Rooms
Del Lago InterContinental Hotel - Maracaibo	365 Rooms
InterContinental Hotel- Valencia	161 Rooms

## ASIA

### PALAU:

The Palasia Hotel	176 Rooms
West Plaza Hotels	247 Rooms



# DMI Hotels Directory

## Our Domestic Hotel Representation Partner

### ARIZONA

Scottsdale	Carefree Resort & Villas	370 Rooms
Scottsdale	Resort Suites	334 Rooms
Scottsdale	SunBurst Resort	210 Rooms
Tucson	Omni Tucson National Golf Resort & Spa	167 Rooms

### CALIFORNIA

La Jolla	The Lodge at Torrey Pines	170 Rooms
Los Angeles	Wilshire Grand Hotel	900 Rooms
Monterey	Portola Plaza Hotel	370 Rooms
Palm Springs	Riviera Resort & Racquet Club	476 Rooms
Rancho Santa Fe	The Inn at Rancho Santa Fe	86 Rooms
San Diego	Bahia Resort Hotel	320 Rooms
San Diego	Catamaran Resort	315 Rooms
San Francisco	Sir Francis Drake	417 Rooms

### COLORADO

Denver	Copper Mountain Resort	830 Rooms
--------	------------------------	-----------

### FLORIDA

Clearwater	Belleview Biltmore Resort & Spa	246 Rooms
Ft. Lauderdale	Radisson Bahia Mar Beach Resort	296 Rooms
Ft. Myers	Sanibel Harbour Resort & Spa	397 Rooms
Key Largo	Ocean Reef Club	350 Rooms
Miami Lakes	Don Shula's Hotel & Golf Club	289 Rooms
Orlando	Buena Vista Suites	280 Rooms
Orlando	Caribe Royale All-Suite Resorts	1338 Rooms
Orlando	Mission Inn Golf & Tennis Resort	200 Rooms
Palm Coast	The Club at Hammock Beach	273 Rooms
Sandestin	Sandestin Golf & Beach Resort	1235 Rooms
St. Pete Beach	Don CeSar Beach Resort & Spa	277 Rooms
St. Pete Beach	TradeWinds Island Resorts	744 Rooms

### ILLINOIS

Chicago	Hotel Allegro	483 Rooms
Chicago	Millennium Knickerbocker Hotel	305 Rooms
Oak Brook	Oak Brook Hills Resort	384 Rooms

### LOUISIANA

New Orleans	Hotel Monteleone	568 Rooms
-------------	------------------	-----------

### MISSOURI

St. Louis	Sheraton Westport Hotel	509 Rooms
-----------	-------------------------	-----------

### NEVADA

Las Vegas	Alexis Park Resort	500 Rooms
Las Vegas	Harrah's Las Vegas	2526 Rooms
Las Vegas	Rio All-Suite Hotel & Casino	2548 Rooms

### NEW JERSEY

Long Branch	Ocean Place Conference Resort	254 Rooms
-------------	-------------------------------	-----------

### NEW MEXICO

Santa Fe	Hotel Santa Fe	163 Rooms
----------	----------------	-----------

### South Carolina

Charleston	Kiawah Island Golf Resort	830 Rooms
Hilton Head	Daufuskie Island Club & Resort	190 Rooms

### TEXAS

Dallas	The Adolphus	428 Rooms
San Antonio	Sheraton Gunter	322 Rooms

### WASHINGTON

Seattle	The Edgewater	234 Rooms
---------	---------------	-----------

### WYOMING

Teton Village	Teton Mountain Lodge	129 Rooms
---------------	----------------------	-----------

### CANADA

Niagara on the Lake	White Oaks Conf. Resort & Spa	220 Rooms
Toronto	Intercontinental Toronto Centre	586 Rooms

### INTERNATIONAL

Cancun	Le Meridien Cancun Resort & Spa	213 Rooms
Dominican Republic	Casa de Campo	750 Rooms
Jamaica	Half Moon, Montego Bay	418 Rooms
Puerto Rico	Westin Rio Mar	600 Rooms



## DMC LISTING

SDMI PR Scottsdale, AZ	Arizona Creative Events
Palm Springs, CA	Brier & Dunn
San Francisco, CA	Brier & Dunn
Washington, DC	Capitol Services, Inc.
Miami, FL	All Over Miami
Las Vegas, NV	Baskow & Associates
Canada	CMG International
Cancun, Mexico	Tropical Incentives Cancun
Los Cabos, Mexico	Tropical Incentives Los Cabos
Puerto Vallarta, Mexico	Tropical Incentives Puerto Vallarta
Spain	CREATUR

