

Legend:

Corporate Focus	Leisure Focus	Canada only
Corp & Leisure Focus	Apex	

# Workshop Sessions

## Day 1 - Friday, June 7

	Tier 1 New Advisor "Talent Acceleration"			Tier 2 "Specialist"			Tier 3 "Consultant"			Tier 4 "Trusted Travel Advisor"			Tier 5 Agency Owners (Non IC)			Apex-ALL tier levels can attend
	Room 1	Room 2	Room 3	Room 1	Room 2	Room 3	Room 1	Room 2	Room 3	Room 1	Room 2	Room 3	Room 1	Room 2	Room 3	Room 1
<b>Workshop Rotation 1</b> 10:00 a.m. - 11:00 a.m.	Discovering your Clients Part 1: Not just your Friends and Family (Kim Justus-Walsh)	Social Media, where do I start? (Sara Lantto)	Your Internal Compass: Values and Principles that Guide your Decisions (Guida Botelho, The Travel Institute)	Social Solutions Marketing Strategies that Work (Brittany Nasifoglu)	What's Your Specialty? (Erica Papley)	The Lagniappe Principle: Closing More Sales The Easy Way (Mike Marchev)	Corporate- Keeping Travelers Safe in an Unsafe World (Joan Adrian Morgan)	Supercharge your Agent Profiler (Darlene Mongoven)	Select Experiences (Michael Heflin)	Your competitive assets when booking FITS using the Best in Technology Today (Marnie Brown)	In the Public Eye (Dina Ruden)	Give your Clients the Cruise of a Lifetime (Liz Cherne)	The Marketing Wheel of Fortune (James Nathan)	TLN Technology Assets that help Build your Search Engine Presence (Jeremy Van Kuyk)	Corporate- Customs of Corporate Travel in Other Parts of the World Associate Only (Angeles Yugar)	Benefits of Apex, our Collaboration with American Express (Apex Team)
<b>Workshop Rotation 2</b> 11:15 a.m. - 12:15 p.m.	The Importance of an Online Presence (Kim Justus-Walsh)	Travel Talk (Erica Papley)	The Biggest Market Today - Honeymoons & Destination Weddings. Are you ready to get started? (Carrie Brandt)	Cruise Smarter Not Harder (Liz Cherne)	Get Engaged with the Engagement Marketing Program (Karen Steuerwald)	Discovering your Clients Part 2: Knowing your Value (Stella Zeheralis)	Corporate- Money on the Table: Are Accounts Referring you? (Owen Van Syckle)	Airlines - International Commissions and Faring to Maximize Your Air Revenue (Gall Matini)	Turn your Adventures into a Gold Mine (Martin Young & Sara Lantto)	AgentMate Features, Functions & Enhancements (Debbie Tatum)	SELECT in-Country Partners, Guest ICP: Journey Mexico (Marnie Brown)	Marketing Strategies that Work: Paid Advertising on Social Media Channels (Brittany Nasifoglu)	Have you Endorsed Agent Profiler? (Darlene Mongoven)	In the Public Eye (Dina Ruden)	Repeat The Marketing Wheel of Fortune (James Nathan)	Registered for Apex but Not Completed Training (Apex Team)
<b>Workshop Rotation 3</b> 3:00 p.m. - 4:00 p.m.	Agent Universe Toolbox How to Work Smarter Not Harder When Just Starting (Stella Zeheralis)	Repeat Social Media, Where do I Start? (Sara Lantto)	Exclusive Cruise Amenities for Your Clients (Liz Cherne)	Discovering your Clients Part 3: Creating a Lasting Relationship (Erica Papley)	Air Consolidators - How to make money selling air! (Darla Chartier)	Maximize your online presence with Agent Profiler & Leaders Edge (Cory Voss)	The Lagniappe Principle: Closing More Sales The Easy Way (Mike Marchev)	Becoming a Million \$ + Producer (Nancy Griffin)	Trip Planning that CAN'T be Googled (Marnie Brown)	Corporate Sales & Account Mgr- Eleven Proven Tactics to Reach ANY Decision Maker (Owen Van Syckle)	How to be Proactive and get the most out of ClientBase for Windows (Karen Steuerwald)	Letting go of the Bottom Feeders (Darlene Mongoven)	Corporate- Making Money on Specialty Fares (Jay Ellenby)	Legally Prepared Part I. - "Employers Best Practices: Simple Steps you can take to Avoid Trouble" (Peter Lobasso, esq.)	Information Security & Compliance at Travel Leaders (Max Goldfarb)	Repeat Benefits of Apex, our Collaboration with American Express (Apex Team)
<b>Workshop Rotation 4</b> 4:15 p.m. - 5:15 p.m.	Give Yourself the Edge (Heather Kindred)	Where in the Universe? (Erica Papley)	Dynamics of Today's Clients (Nancy Griffin)	Repeat Social Solutions Marketing Strategies that Work (Brittany Nasifoglu)	What is AgentMate? Is it right for me? (Johnna Roberts & Kevin Kimes)	Honeymoons, Babyoons and Destination Weddings (Carrie Brandt)	Maximize your online presence with Agent Profiler & Leaders Edge (Cory Voss)	How Cruising has Changed (Pam Jarvis)	Luxury Travel Means Different Things to Different People (Stella Zeheralis)	Corporate- New Technology for Business Travel: Care, Connect, Secure Pay (Jessica Thorud)	Let's Check In (Michael Heflin)	Corporate- NDC - What does it mean and how does it impact your business? (Peter Vilts)	Legally Prepared Part II. - "Utilizing Independent Contractors Today, How to Mitigate the Risks" (Peter Lobasso, esq. & Mary Janowiak)	Embracing New Talent (Yes! That includes Millennials!) (Darlene Mongoven)	HR - Employee Retention (Kathy Christianson)	Canada Only Workshop Canadian Focus (4:15pm-5:45pm) (Christine James)

## Day 2 - Saturday June 8

<b>Sunrise Workshops</b> 7:00 a.m. - 7:45 a.m.	Wellness Travel: Tonic for Body, Mind & Soul (Erica Papley)	Getting the Family Traveling Together (Mike Marchev)	Eva Air	Pleasant Holidays	Visit Portugal/ TAP
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### Supplier Workshops

<b>Sponsor Rotation</b> 10:30 a.m. - 11:00 a.m.	AIG Travel Guard	AmaWaterways	CHUBB Travel Insurance	Delta Air Lines	Enterprise Holdings	Funjet Vacations	Globus family of brands	GOGO Vacations	MSC Cruises	Palace Resorts	Royal Caribbean International	Travelport	United Airlines	Viking Cruises
<b>Sponsor Rotation</b> 11:15 a.m. - 11:45 a.m.	AIG Travel Guard	AmaWaterways	CHUBB Travel Insurance	Delta Air Lines	Enterprise Holdings	Funjet Vacations	Avalon Waterways	GOGO Vacations	MSC Cruises	Palace Resorts	Royal Caribbean International	Travelport	United Airlines	Viking Cruises

**Day 3- Sunday, June 9**

**Hotel Marketplace**  
9:45 a.m. - 11:45 a.m.

Sponsor Workshops														
<b>Sponsor Rotation</b> 9:45 a.m. - 10:15 a.m.	AIG Travel Guard	AmaWaterways	CHUBB Travel Insurance	Delta Air Lines	Enterprise Holdings	Funjet Vacations	Globus family of brands	GOGO Vacations	MSC Cruises	Palace Resorts	Royal Caribbean International	Travelport	United Airlines	Viking Cruises
<b>Sponsor Rotation</b> 10:30 a.m. - 11:00 a.m.	AIG Travel Guard	AmaWaterways	CHUBB Travel Insurance	Delta Air Lines	Enterprise Holdings	Funjet Vacations	Avalon Waterways	GOGO Vacations	MSC Cruises	Palace Resorts	Royal Caribbean International	Travelport	United Airlines	Viking Cruises
<b>Sponsor Rotation</b> 11:30 a.m. - 12:00 p.m.	Celebrity Cruises	Disney Destinations	Holland America Line	Hertz	Insight Vacations	Marriott International	Norwegian Cruise Line	Princess Cruises	Silversea Cruises	Travel Insured Int'l	Universal Orlando Resort			

**Hotel Marketplace**  
2:00 p.m. - 4:00 p.m.

Sponsor Workshops																	
<b>Sponsor Rotation</b> 2:00 p.m. - 2:30 p.m.	Celebrity Cruises	Disney Destinations	Holland America Line	Hertz	Insight Vacations	Marriott International	Norwegian Cruise Line	Princess Cruises	Silversea Cruises	Travel Insured Int'l	Universal Orlando Resort						
<b>Sponsor Rotation</b> 2:45 p.m. - 3:15 p.m.	Allianz Global Assistance	Amadeus	AMResorts	Avanti Destinations	Azamara Club Cruises	bedsonline   TravelBound	CIE Tours Int'l	Classic Vacations	Japan National Tourism Organization	Kensington Tours	Manulife (Canada Only)	Oceania Cruises	Regent Seven Seas Cruises	Rocky Mountaineer	Tourism Australia	Tourism New Zealand	Windstar Cruises
<b>Sponsor Rotation</b> 3:30 p.m. - 4:00 p.m.	Allianz Global Assistance	Amadeus	AMResorts	Avanti Destinations	Azamara Club Cruises	bedsonline   TravelBound	CIE Tours Int'l	Classic Vacations	Japan National Tourism Organization	Kensington Tours	WestJet Vac (Canada Only)	Oceania Cruises	Regent Seven Seas Cruises	Rocky Mountaineer	Tourism Australia	Tourism New Zealand	Windstar Cruises

Niche Network Rooms	Groups	Luxury	Destination Wedding & Honeymoons	Active & Adventure	Business Travel	I am new and don't have a niche- what do I do?	Family Travel
<b>4:30 p.m. - 6:00 p.m.</b>							

**Day 4- Monday, June 10**

<b>Sunrise Workshops</b> 7:00 a.m. - 7:45 a.m.	Jump-start Your Day: Making Every Hour Count  (Mike Marchev)	How To Be A Better Public Speaker & Give Amazing Presentations (Stuart Cohen)	Crystal Cruises	PONANT	Hawaii CVB
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	<b>Tier 1 New Advisor "Talent Acceleration"</b>	<b>Tier 2 "Specialist"</b>	<b>Tier 3 "Consultant"</b>	<b>Tier 4 "Trusted Travel Advisor"</b>	<b>Tier 5 Agency Owners (Non IC)</b>	<b>Corporate Travel</b>	
	Room 1	Room 1	Room 1	Room 1	Room 1 Room 2	Room 1	
<b>Workshop Rotation 5</b>  10:00 a.m. - 11:00 a.m.	Mastermind Tier 1	Mastermind Tier 2	Mastermind Tier 3	Mastermind Tier 4	Affiliate US & Canada Agency Owners Only  (Karin Viera and Christine James)	Associate Agency Owners Only	Mastermind Corporate Travel

<b>Power Speakers Rotation 1</b>  11:15 a.m. - 12:45 p.m.	How To Grow Your Travel Business By Design: A Practical (21-Step) Business-Building Checklist  (Mike Marchev)	Helping you discover your true North  (Stuart Cohen)	Attracting and Retaining Employees in the Competitive Travel Industry  (Charlie and Sherrie Funk)	Clever Ways to Close the Sale  (Stephani McDow, CLIA)	Create a Winning Sales Team: Strategies for Organizational Performance  (Owen Van Syckle)	Female Traveler Safety  (Joan Adrian Morgan)
<b>Power Speakers Rotation 2</b>  3:30 p.m. - 5:00 p.m.	<b>Repeat</b> How To Grow Your Travel Business By Design: A Practical (21-Step) Business-Building Checklist  (Mike Marchev)	<b>Repeat</b> Helping you discover your true North  (Stuart Cohen)	<b>Repeat</b> Attracting and Retaining Employees in the Competitive Travel Industry  (Charlie and Sherrie Funk)	Better Listening Skills for Better Business  (Stephani McDow, CLIA)	<b>Repeat</b> Create a Winning Sales Team: Strategies for Organizational Performance  (Owen Van Syckle)	Five Myths and Revealing Truths About Selling Adventure Travel  (Perry Lungmus & Martin Young)

## Workshop Sessions and Descriptions



Click on the drop down arrow to select only the workshops in a specific Tier Level

Date	Time	Tier Level	Workshop Title	Workshop Description	Workshop Presenter
Friday, June 7, 2019	10:00am – 11:00am	1	Discovering your Clients Part 1: Not just your Friends and Family	Where do I start? Learn the inside tricks to build your client base from those that know. Join us and walk away with a working document of next steps.  Fulfills Leisure Travel Specialist Requirement	Kim Justus-Walsh
Friday, June 7, 2019	10:00am – 11:00am	1	Social Media, Where do I Start?	Social Media can be overwhelming. Let's break down the different platforms available to you. We will navigate through Facebook, Instagram, Pinterest, LinkedIn, and Twitter for you to determine what is best for you to be successful.  Fulfills Leisure, Luxury, Group, Honeymoon and Destination Wedding and Active and Adventure Specialist Requirement	Sara Lantto
Friday, June 7, 2019	10:00am – 11:00am	1	Your Internal Compass: Values and Principles that Guide your Decisions	Consider these scenarios: you can steer your client toward the itinerary with greater commission for you or toward the one you think will resonate best for them, your client misses their appointment with you but doesn't offer an explanation, or you hear a colleague discuss the personal details of their client's trip with friends. How do you determine what's professional, ethical, or preferred etiquette each day as a travel advisor?	Guida Botelho, The Travel Institute

Date	Time	Tier Level	Workshop Title	Workshop Description	Workshop Presenter
Friday, June 7, 2019	10:00am – 11:00am	2	Social Solutions Marketing Strategies that Work	Inspire people to travel while keeping your clients connected with you. Learn to utilize real time engagement, sample live posts, new deals, educational travel tips, maximize your reviews and let you be on our way to creating successful campaigns to grow your reach via a point and click solution. (Social Media Studio)  Fulfills Leisure, Luxury, Group, Honeymoon and Destination Wedding and Active and Adventure Specialist Requirement	Brittany Nasifoglu
Friday, June 7, 2019	10:00am – 11:00am	2	What's your Specialty?	Following your passion should be goal one. This course will provide you the insight to determine your destination in travel.	Erica Papley
Friday, June 7, 2019	10:00am – 11:00am	2	The Lagniappe Principle: Closing More Sales The Easy Way	Lagniappe is a word that means (1) a present given to a customer, or (2) an unexpected bonus. "Closing" is a word that is often used in place of the phrase "arriving at a mutual agreement that benefits both parties." In a content-packed sixty-minutes Mike Marchev will clearly outline his strategy that results in more sales with less stress, manipulation, coercion or wasteful antics of any kind. The three words that should jump out of the title at you are "the easy way." *** (You better bring two pencils to this one.)  Fulfills Leisure Travel Specialist Requirement	Mike Marchev, Personal Sales Trainer
Friday, June 7, 2019	10:00am – 11:00am	3	Corporate- Keeping Travelers Safe in an Unsafe World For Corporate Account Managers, Sales, & Owners	What exactly is Duty of Care? What responsibility do your client's have to their employees and how can you, as their Travel Management Company, help?  Fulfills Business Travel Specialist Requirement	Joan Adrian Morgan, Retired CIA, NASM, Certified Personal Trainer, IPEC Professional Coach

Date	Time	Tier Level	Workshop Title	Workshop Description	Workshop Presenter
Friday, June 7, 2019	10:00am – 11:00am	3	Supercharge your Agent Profiler	Increase your leads with a supercharged Agent Profiler. Take your Agent Profiler 2.0 to the next level with photo albums, testimonials, additional bios, and blogging. Hear from your peers on how they've created a profile that performs.  Fulfills Leisure, Luxury, Group, Honeymoon and Destination Wedding, Active and Adventure and Business Specialist Requirement	Darlene Mongoven
Friday, June 7, 2019	10:00am – 11:00am	3	Select Experiences	Come discover the power behind SELECT Experiences. From unrivaled hotel benefits, to customized FIT programs, to the world's most luxurious villas, SELECT Experiences is your one stop shop for life changing moments – and will ensure your customers keep coming back for experiences only you can deliver.  Fulfills Luxury Specialist Requirement	Michael Heflin
Friday, June 7, 2019	10:00am – 11:00am	4	Your Competitive Assets when Booking FITS using the Best in Technology Today	Provide your clients with essential information and tips they require for their trips, when they want it and how they want it.	Marnie Brown
Friday, June 7, 2019	10:00am – 11:00am	4	In the Public Eye	Grow your brand in the community. Learn about interviewing skills and etiquette, becoming a local authority in travel, and how these strategic partnerships can benefit your business.	Dina Ruden
Friday, June 7, 2019	10:00am – 11:00am	4	Give your Clients the Cruise of a Lifetime	Exceptional cruises for exceptional clients. Learn how you can take advantage of the enhanced Distinctive Voyages program to upgrade your client's experience without adding cost. Key highlights will include how to combine your group with our exclusive program, hosting opportunities and how to make the most of the new Car and Driver offering.  Fulfills Leisure, Luxury, Groups Specialist Requirement	Liz Cherne
Friday, June 7, 2019	10:00am – 11:00am	5 Agency Owners (Non IC)	The Marketing Wheel of Fortune	Leverage your brand differentiation, marketing opportunities and online presence.	James Nathan

Date	Time	Tier Level	Workshop Title	Workshop Description	Workshop Presenter
Friday, June 7, 2019	10:00am – 11:00am	5 Agency Owners (Non IC)	TLN Technology Assets that help Build your Search Engine Presence	Key aspects you should know about Search Engine Optimization (SEO) and how to use existing TLN programs to drive new business.	Jeremy Van Kuyk
Friday, June 7, 2019	10:00am – 11:00am	5 Associate Agency Owners Only (Non IC)	Customs of Corporate Travel in Other Parts of the World	Successfully doing corporate travel business around the globe requires local contacts who understand the different rules and regulations as well as the important customs and cultural nuances that can often make or break an exceptional traveler experience. Join us for an informative workshop that explores the advantages of working with the new Travel Leaders International network and the custom and cultural fundamentals every corporate agency needs to know before taking on an international account. Associate Only	Angeles Yugdar
Friday, June 7, 2019	11:15am - 12:15pm	1	The Importance of an Online Presence	Agent Profiler gives you the online presence to grow your business. Learn how to create your online profile that will bring you leads.  Fulfills Leisure, Luxury, Group, Honeymoon and Destination Wedding, Active and Adventure and Business Specialist Requirement	Kim Justus-Walsh
Friday, June 7, 2019	11:15am - 12:15pm	1	Travel Talk	Understand the jargon of the travel industry. Learn about the various terms and acronyms affiliated within your profession. Feel comfortable with these and communicate with your client effectively.  Fulfills Leisure Specialist Requirement	Erica Papley
Friday, June 7, 2019	11:15am - 12:15pm	1	The Biggest Market Today - Honeymoons & Destination Weddings. Are you ready to get started?	The Honeymoon and Destination Wedding segment is a lucrative area of specialization. Learn what steps to take to attract this market segment.  Fulfills Honeymoon and Destination Wedding Specialist Requirement	Carrie Brandt

Date	Time	Tier Level	Workshop Title	Workshop Description	Workshop Presenter
Friday, June 7, 2019	11:15am - 12:15pm	2	Cruise Smarter Not Harder	Enhance your client relationships with benefits only you can provide. Join us to learn more about the Travel Leaders Network exclusive Cruise Space offerings.  Fulfills Leisure, Luxury, Group Specialist Requirement	Liz Cherne
Friday, June 7, 2019	11:15am - 12:15pm	2	Get Engaged with the Engagement Marketing Program	In this workshop we will review the power of the Engagement Marketing Tool. You will learn how to locate resources on loading your customer data into the Engagement ordering site and how to place orders.  Fulfills Leisure and Luxury Specialist Requirement	Karen Steuerwald
Friday, June 7, 2019	11:15am - 12:15pm	2	Discovering your Clients Part 2: Knowing your Value	You are worth every penny. Clients pay for the best, become your best.  Fulfills Leisure and Luxury Specialist Requirement	Stella Zeheralis
Friday, June 7, 2019	11:15am - 12:15pm	3	Corporate- Money on the Table: Are Accounts Referring you?	Satisfied, repeat customers are any company's lifeblood. But how can those happy customers best help sales managers create valuable new business through referrals? Join sales expert Owen Van Syckle for a lively and practical session about how leading salespeople overcome barriers to effectively, comfortably and systematically build new contacts from their current customers.  Fulfills Business Travel Specialist Requirement	Owen Van Syckle, Sales Acceleration Academy
Friday, June 7, 2019	11:15am - 12:15pm	3	Airlines – International Commissions and Faring to Maximize Your Air Revenue	Learn how to earn money on international air by utilizing our preferred airline Point of Sale commission programs. We will review several programs to maximize Point of Sale commissions. We will also review faring concepts, creative pricing methods, and interpreting international airline commission agreements.	Gail Matini
Friday, June 7, 2019	11:15am - 12:15pm	3	Turn your Adventures into a Gold Mine	Photos with people are attracting the leads. Join this informative session to highlight your own travel via social media. Includes: Blogging, cameras, lighting, and more.  Fulfills Leisure, Luxury, Group, Honeymoon and Destination Wedding and Active and Adventure Specialist Requirement	Martin Young & Sara Lantto



Date	Time	Tier Level	Workshop Title	Workshop Description	Workshop Presenter
Friday, June 7, 2019	11:15am - 12:15pm	4	AgentMate Features, Functions & Enhancements	Current AgentMate users, join us to learn how to maximize AgentMate and get the most out of existing functionality as well as recent enhancements to both the front and back office. Learn about the new Bank Reconciliation module, Cash Status module, Virtual Assistant and the new and improved Create Res screen.	Debbie Tatum
Friday, June 7, 2019	11:15am - 12:15pm	4	SELECT In-Country Partners, Guest ICP: Journey Mexico	Crafting a memorable experience will reward your valued clients with VIP worthy privileges.  Fulfills Luxury Specialist Requirement	Marnie Brown
Friday, June 7, 2019	11:15am - 12:15pm	4	Marketing Strategies that Work- Paid Advertising on Social Media Channels	Walk through Advertising on Social Media platforms to determine which channel is best for your business when it comes to Paid Advertising. Learn to build and measure social media campaigns for optimal performance. You must have a Business Page and a Marketing Budget tin order to take this class.  Fulfills Leisure, Luxury, Group, Honeymoon and Destination Wedding, Active and Adventure and Business Specialist Requirement	Brittany Nasifoglu
Friday, June 7, 2019	11:15am - 12:15pm	5 Agency Owners (Non IC)	Have you Endorsed Agent Profiler?	Are you leaving free business on the table? As an agency owner it is important for you to encourage the use of Agent Profiler. Join us for this session to look at the facts and figures and learn about how your agency can make more receiving more leads and closing more leads.	Darlene Mongoven
Friday, June 7, 2019	11:15am - 12:15pm	5 Agency Owners (Non IC)	In the Public Eye	Grow your brand in the community. Learn about interviewing skills and etiquette, becoming a local authority in travel, and how these strategic partnerships can benefit your business.	Dina Ruden
Friday, June 7, 2019	11:15am - 12:15pm	5 Agency Owners (Non IC)	The Marketing Wheel of Fortune <b>REPEAT</b>	Leverage your brand differentiation, marketing opportunities and online presence.	James Nathan
Friday, June 7, 2019	3:00pm - 4:00pm	1	Agent Universe Toolbox- How to Work Smarter Not Harder When Just Starting	Everything you need to know about all things Travel Leaders. Agent Universe is a one-stop-shop for resources to expand your career.	Stella Zeheralis

Date	Time	Tier Level	Workshop Title	Workshop Description	Workshop Presenter
Friday, June 7, 2019	3:00pm - 4:00pm	1	Social Media, Where do I Start? <b>REPEAT</b>	<p>Social Media can be overwhelming. Let's break down the different platforms available to you. We will navigate through Facebook, Instagram, Pinterest, LinkedIn, and Twitter for you to determine what is best for you to be successful.</p> <p>Fulfills Leisure, Luxury, Group, Honeymoon and Destination Wedding and Active and Adventure Specialist Requirement</p>	Sara Lantto
Friday, June 7, 2019	3:00pm - 4:00pm	1	Exclusive Cruise Amenities for your Clients	<p>Secure the sale by offering your cruise clients exclusive amenities only you can provide. Join us to learn more about the Travel Leaders Network exclusive Cruise Space offerings.</p> <p>Fulfills Leisure Specialist Requirement</p>	Liz Cherne
Friday, June 7, 2019	3:00pm - 4:00pm	2	Discovering your Client Part 3: Creating a Lasting Relationship	<p>Let's take the process of discovering your clients to the next step. Are you asking the right questions? How do you get to really "know" your clients? Join us to learn how to create a lasting relationship with your clients so they return to you trip after trip.</p> <p>Fulfills Leisure Specialist Requirement</p>	Erica Papley
Friday, June 7, 2019	3:00pm - 4:00pm	2	Air Consolidators – How to make money selling air!	<p>This workshop will provide you with some options on selling air to fully service your clients! The best part is that you will be driving revenue to your bottom line. We will discuss utilizing Air Consolidators to maximize your revenue.</p>	Darla Chartier
Friday, June 7, 2019	3:00pm - 4:00pm	2	Maximize your online presence with Agent Profiler & Leaders Edge	<p>Showcase credibility and reinforce client confidence. Learn how to maximize your online presence and grow your business with the new features in Agent Profiler and Leaders Edge.</p> <p>Fulfills Leisure, Luxury, Group, Honeymoon and Destination Wedding, Active and Adventure and Business Specialist Requirement</p>	Cory Voss

Date	Time	Tier Level	Workshop Title	Workshop Description	Workshop Presenter
Friday, June 7, 2019	3:00pm - 4:00pm	3	The Lagniappe Principle: Closing More Sales The Easy Way	Lagniappe is a word that means (1) a present given to a customer, or (2) an unexpected bonus. "Closing" is a word that is often used in place of the phrase "arriving at a mutual agreement that benefits both parties." In a content-packed sixty-minutes Mike Marchev will clearly outline his strategy that results in more sales with less stress, manipulation, coercion or wasteful antics of any kind. The three words that should jump out of the title at you are "the easy way." ****(You better bring two pencils to this one.)  Fulfills Leisure Travel Specialist Requirement	Mike Marchev, Personal Sales Trainer
Friday, June 7, 2019	3:00pm - 4:00pm	3	Becoming a Million \$ + Producer	You're 'tapped out', but you know there's more out there! This session is geared for those who want to learn from those who are million dollar plus sellers. Panelists will discuss what they've done to set their sights higher.	Nancy Griffin
Friday, June 7, 2019	3:00pm - 4:00pm	3	Trip Planning that CAN'T be Googled	Join us for a lively and open panel discussion on how to master the art of FITs.  Fulfills Luxury Specialist Requirement	Marnie Brown
Friday, June 7, 2019	3:00pm - 4:00pm	4	Corporate- Eleven Proven Tactics to Reach ANY Decision Maker For Corporate Sales and Account Managers	There is no greater waste of time than selling to someone who is not the ultimate decision maker. Join sales master Owen Van Syckle for a practical, informative workshop that will reveal you how you can get "inside the mind" of a prospect to systematically identify, qualify and access the real decision maker in every situation.  Fulfills Corporate Travel Specialist Requirement	Owen Van Syckle, Sales Acceleration Academy
Friday, June 7, 2019	3:00pm - 4:00pm	4	How to be Proactive and get the most out of ClientBase for Windows	In this workshop we will review ClientBase Windows. This session will refresh you on why the RIGHT data is important for your marketing.	Karen Steuerwald

Date	Time	Tier Level	Workshop Title	Workshop Description	Workshop Presenter
Friday, June 7, 2019	3:00pm - 4:00pm	4	Letting go of the Bottom Feeders	Evaluate your client list and who your top clients are. Take a closer look at your clients and determine who's ready for that next level of luxury.	Darlene Mongoven
Friday, June 7, 2019	3:00pm - 4:00pm	5 Agency Owners (Non IC)	Corporate- Making Money on Specialty Fares	Do you work with churches, mission or humanitarian groups? How about adoption services? If so, we will show you how to sell airfares that are only applicable to customers who have this type of travel. You can save them a lot of money and provide extra perks such as flexible changes and in some cases 3 bags free! Oh, did I say you can make a lot of money too? Yes, you can – much more than with published airfares!	Jay Ellenby, Safe Harbors Travel Group
Friday, June 7, 2019	3:00pm - 4:00pm	5 Agency Owners (Non IC)	Legally Prepared Part I. – “Employers Best Practices: Simple Steps you can take to Avoid Trouble”	Seller of travel. Every aspect you've got to know as an owner.	Peter Lobasso, esq.
Friday, June 7, 2019	3:00pm - 4:00pm	5 Agency Owners (Non IC)	Information Security & Compliance at Travel Leaders	Cyber security is of utmost importance in our world today. Join Travel Leaders Group Chief Information Security Officer Max Goldfarb to learn about security best practices that you can implement in your agency today.	Max Goldfarb
Friday, June 7, 2019	4:15pm - 5:15pm	1	Give Yourself the Edge	An educated advisor is a successful advisor! Learn about all the educational opportunities offered by Travel Leaders for today and your future.	Heather Kindred
Friday, June 7, 2019	4:15pm - 5:15pm	1	Where in the Universe?	Build your confidence with new clients when talking about destinations. Refresh your memory on popular locations, monuments, and suppliers that match your needs.  Fulfills Leisure Specialist Requirement	Erica Papley

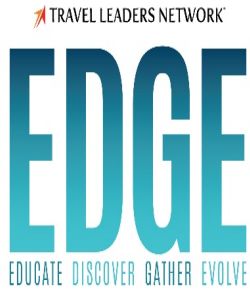
Date	Time	Tier Level	Workshop Title	Workshop Description	Workshop Presenter
Friday, June 7, 2019	4:15pm - 5:15pm	1	Dynamics of Today's Clients	Make connections with each of your clients. Join us to hone your skills when it comes to connecting and communicating. Come learn about working with all generations in today's consumer marketplace.  Fulfills Leisure Specialist Requirement	Nancy Griffin
Friday, June 7, 2019	4:15pm - 5:15pm	2	Social Solutions Marketing Strategies that Work REPEAT	Inspire people to travel while keeping your clients connected with you. Learn to utilize real time engagement, sample live posts, new deals, educational travel tips, maximize your reviews and let you be on our way to creating successful campaigns to grow your reach via a point and click solution. (Social Media Studio)	Brittany Nasifoglu
Friday, June 7, 2019	4:15pm - 5:15pm	2	What is AgentMate? Is it right for me?	Do you need to organize your daily workflow? Would you like a tighter grip on your client data, reservation management, commission tracking and reporting? Learn about the features and functions within the AgentMate application and how they can help you streamline your front-to-back office processes.	Johnna Roberts & Kevin Kimes
Friday, June 7, 2019	4:15pm - 5:15pm	2	Honeymoons, Babymoos, and Destination Weddings	Each year approximately two million brides get married. More brides equal more business. Honeymoon and Destination Weddings are the second largest segment of leads coming through Agent Profiler today.  Fulfills Honeymoon and Destination Wedding Specialist Requirement	Carrie Brandt
Friday, June 7, 2019	4:15pm - 5:15pm	3	Maximize your online presence with Agent Profiler & Leaders Edge	Showcase credibility and reinforce client confidence. Learn how to maximize your online presence and grow your business with the new features in Agent Profiler and Leaders Edge. Fulfills Leisure, Luxury, Group, Honeymoon and Destination Wedding, Active and Adventure and Business Specialist Requirement	Cory Voss

Date	Time	Tier Level	Workshop Title	Workshop Description	Workshop Presenter
Friday, June 7, 2019	4:15pm - 5:15pm	3	How Cruising has Changed	From steamships to superliners to eco-friendly cruises, the cruise industry has certainly evolved over the years. Please join us as we discover both the evolution of the cruise industry as well as what's on the horizon.	Pam Jarvis
Friday, June 7, 2019	4:15pm - 5:15pm	3	Luxury Travel Means Different Things to Different People	Today's Luxury has transformed, are you ready? There's a new overarching theme in luxury – personalized fulfillment. Clients are wanting travel memories and experiences that match an aspirational version of themselves. This will be a panel discussion.  Fulfills Luxury Specialist Requirement	Stella Zeheralis
Friday, June 7, 2019	4:15pm - 5:15pm	4	Corporate- New Technology for Business Travel: Care, Connect, Secure Pay	In the age of fast paced travel- coming and going from one airport to another our travelers do not have time to wait. Come and learn about how Care and Connect gives your clients the ability to make changes, and avoid delays all while running through the airport. No need to wait in line they have the power within their hands.  As a TMC we can sell the ability to be able to know where all of your travelers are at and know that they are safe. CARE gives you the peace of mind to be able to track all of your travelers.  Fulfills Corporate Travel Specialist Requirement	Jessica Thorud
Friday, June 7, 2019	4:15pm - 5:15pm	4	Let's Check In	Learn what's new and on the horizon from subject matter experts in the hotel arena.	Michael Heflin
Friday, June 7, 2019	4:15pm - 5:15pm	4	Corporate- NDC – What does it mean and how does it impact your business?	This workshop will take a look at NDC. Just exactly what is it, why are the airlines wanting it and why should your agency and your clients need it?	Peter Vlitas

Date	Time	Tier Level	Workshop Title	Workshop Description	Workshop Presenter
Friday, June 7, 2019	4:15pm - 5:15pm	5 Agency Owners (Non IC)	Legally Prepared Part II. – “Utilizing Independent Contractors Today, How to Mitigate the Risks “	Any agency that brings on the services of an independent contractor needs to understand what the law requires and how to protect itself contractually. Join ASTAs General Counsel, Peter Lobasso as he discusses what every Independent Contractor agreement should include, along with an update on developments in the law for 2020 and beyond.	Peter Lobasso, esq. & Mary Janowiak
Friday, June 7, 2019	4:15pm - 5:45pm	5 Agency Owners (Non IC)	Embracing New Talent (Yes! That includes Millennials!)	Attract and retain the talent you want in the generation coming into the industry.	Darlene Mongoven
Friday, June 7, 2019	4:15pm - 5:45pm	5 Agency Owners (Non IC)	HR – Employee Retention	Managing employee retention involves many different activities to keep employees engaged and retain them for the future benefit of your organization. This workshop will look at 5 leading factors that contribute to retaining your top talent.	Kathy Christianson
Monday, June 10, 2019	10:00am - 11:00am	Canada only	Canadian Focus		Christine James
Monday, June 10, 2019	10:00am - 11:00am	1	Mastermind	Join a workshop in your tier level to advance your vision, enhance your services, excel client offerings and learn best practices.	
Monday, June 10, 2019	10:00am - 11:00am	2	Mastermind	Join a workshop in your tier level to advance your vision, enhance your services, excel client offerings and learn best practices.	
Monday, June 10, 2019	10:00am - 11:00am	3	Mastermind	Join a workshop in your tier level to advance your vision, enhance your services, excel client offerings and learn best practices.	
Monday, June 10, 2019	10:00am - 11:00am	4	Mastermind	Join a workshop in your tier level to advance your vision, enhance your services, excel client offerings and learn best practices.	
Monday, June 10, 2019	10:00am - 11:00 am	5 Agency Owners (Non IC)	Affiliate US & Canada Agency Owners Only	Join a workshop in your tier level to advance your vision, enhance your services, excel client offerings and learn best practices.	Karin Viera and Christine James
Monday, June 10, 2019	10:00am - 11:00 am	5 Agency Owners (Non IC)	Associate Agency Owners Only	Associate Agency Owners only	Perry Lungmus

Date	Time	Tier Level	Workshop Title	Workshop Description	Workshop Presenter
Monday, June 10, 2019	10:00am - 11:00 am	Corporate Travel	Mastermind	Join a workshop in your tier level to advance your vision, enhance your services, excel client offerings and learn best practices.	





## Apex, Sunrise, Niche, and Power Speakers Workshop Sessions and Descriptions (Open to All Tier Levels)

Date	Time	Category	Workshop Title	Workshop Description	Workshop Presenter
Friday, June 7, 2019	10:00am – 11:00am	Apex	Benefits of Apex, our Collaboration with American Express	Haven't signed up yet for Apex, our exciting new program in collaboration with American Express? Join this lively discussion about the benefits and requirements of the Apex program. During this session, you will learn about how you can take advantage of the program's key benefits: Redeeming your clients' Membership Reward points for commissionable travel, offer clients exclusive travel benefits/discounts and earning incentive bonuses for referring new card members.	Apex Team
Friday, June 7, 2019	11:15am - 12:15pm	Apex	Registered for Apex but Not Completed Training	Have you started Apex program training but not completed it yet? Take another look – lots of new improvements have been made. Learn how we've completely overhauled the training to shorten it and make it a lot more fun. We will also highlight for you our super easy to use new manual and great marketing resources to generate new bookings and Membership Rewards redemptions.	Apex Team
Friday, June 7, 2019	3:00pm - 4:00pm	Apex	<b>Repeat</b> Benefits of Apex, our Collaboration with American Express	Haven't signed up yet for Apex, our exciting new program in collaboration with American Express? Join this lively discussion about the benefits and requirements of the Apex program. During this session, you will learn about how you can take advantage of the program's key benefits: Redeeming your clients' Membership Reward points for commissionable travel, offer clients exclusive travel benefits/discounts and earning incentive bonuses for referring new card members.	Apex Team

Date	Time	Category	Workshop Title	Workshop Description	Workshop Presenter
Saturday, June 8, 2019	7:00am - 7:45am	Sunrise Workshop	Wellness Travel: Tonic for Body, Mind & Soul Description	Enlighten yourself in an informative sunrise workshop on one of the hottest trends in travel!  Fulfills Luxury Travel Specialist Requirement	Erica Papley
Saturday, June 8, 2019	7:00am - 7:45am	Sunrise Workshop	Getting the Family Traveling Together	You have undoubtedly heard the expression “60 is the new 40.” Or perhaps “70 is the new 30.” Regardless of the catchphrase it has become glaringly obvious that grandparents have the energy and the interest to seek memorable travel-related opportunities to share with their extended families. Traditionalists, Baby Boomers, Gen X, Millennials and Gen Z’s are setting new trends worth investigating. We only have 45 minutes to shed light on this enormous opportunity but Mike Marchev believes he is up to the task. Come early for your morning jolt of stimulation.  Fulfills Group and Leisure Specialist Requirement	Mike Marchev, Personal Sales Trainer
Sunday, June 9, 2019	4:30pm-6:00pm	Niche Networking Rooms	Groups	What is a Niche? A small but profitable segment of a market suitable for focused attention by a travel advisor via client requests or needs that can develop into a profitable part of a travel business. A niche is created by identifying needs or wants that are not being addressed by competitors, and by offering products that satisfy them along with service, travel experiences and robust passions for the niche.  Please join your fellow Travel Leaders Network colleagues who have an interest in a specific niche to learn from one other on how they promote their niche-trainings that they have completed-ways that they market and grow by their niche into profitable parts of their business	

Date	Time	Category	Workshop Title	Workshop Description	Workshop Presenter
Sunday, June 9, 2019	4:30pm-6:00pm	Niche Networking Rooms	Luxury	<p>What is a Niche?  A small but profitable segment of a market suitable for focused attention by a travel advisor via client requests or needs that can develop into a profitable part of a travel business. A niche is created by identifying needs or wants that are not being addressed by competitors, and by offering products that satisfy them along with service, travel experiences and robust passions for the niche.</p> <p>Please join your fellow Travel Leaders Network colleagues who have an interest in a specific niche to learn from one other on how they promote their niche-trainings that they have completed-ways that they market and grow by their niche into profitable parts of their business</p>	
Sunday, June 9, 2019	4:30pm-6:00pm	Niche Networking Rooms	Destination Wedding & Honeymoons	<p>What is a Niche?  A small but profitable segment of a market suitable for focused attention by a travel advisor via client requests or needs that can develop into a profitable part of a travel business. A niche is created by identifying needs or wants that are not being addressed by competitors, and by offering products that satisfy them along with service, travel experiences and robust passions for the niche.</p> <p>Please join your fellow Travel Leaders Network colleagues who have an interest in a specific niche to learn from one other on how they promote their niche-trainings that they have completed-ways that they market and grow by their niche into profitable parts of their business</p>	

Date	Time	Category	Workshop Title	Workshop Description	Workshop Presenter
Sunday, June 9, 2019	4:30pm-6:00pm	Niche Networking Rooms	Active & Adventure	<p>What is a Niche?  A small but profitable segment of a market suitable for focused attention by a travel advisor via client requests or needs that can develop into a profitable part of a travel business. A niche is created by identifying needs or wants that are not being addressed by competitors, and by offering products that satisfy them along with service, travel experiences and robust passions for the niche.</p> <p>Please join your fellow Travel Leaders Network colleagues who have an interest in a specific niche to learn from one other on how they promote their niche-trainings that they have completed-ways that they market and grow by their niche into profitable parts of their business</p>	
Sunday, June 9, 2019	4:30pm-6:00pm	Niche Networking Rooms	Business Travel	<p>What is a Niche?  A small but profitable segment of a market suitable for focused attention by a travel advisor via client requests or needs that can develop into a profitable part of a travel business. A niche is created by identifying needs or wants that are not being addressed by competitors, and by offering products that satisfy them along with service, travel experiences and robust passions for the niche.</p> <p>Please join your fellow Travel Leaders Network colleagues who have an interest in a specific niche to learn from one other on how they promote their niche-trainings that they have completed-ways that they market and grow by their niche into profitable parts of their business</p>	

Date	Time	Category	Workshop Title	Workshop Description	Workshop Presenter
Sunday, June 9, 2019	4:30pm-6:00pm	Niche Networking Rooms	I am new and don't have a niche- what do I do?	<p>What is a Niche?  A small but profitable segment of a market suitable for focused attention by a travel advisor via client requests or needs that can develop into a profitable part of a travel business. A niche is created by identifying needs or wants that are not being addressed by competitors, and by offering products that satisfy them along with service, travel experiences and robust passions for the niche.</p> <p>Please join your fellow Travel Leaders Network colleagues who have an interest in a specific niche to learn from one other on how they promote their niche-trainings that they have completed-ways that they market and grow by their niche into profitable parts of their business</p>	
Sunday, June 9, 2019	4:30pm-6:00pm	Niche Networking Rooms	Family Travel	<p>What is a Niche?  A small but profitable segment of a market suitable for focused attention by a travel advisor via client requests or needs that can develop into a profitable part of a travel business. A niche is created by identifying needs or wants that are not being addressed by competitors, and by offering products that satisfy them along with service, travel experiences and robust passions for the niche.</p> <p>Please join your fellow Travel Leaders Network colleagues who have an interest in a specific niche to learn from one other on how they promote their niche-trainings that they have completed-ways that they market and grow by their niche into profitable parts of their business</p>	

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Monday, June 10, 2019	7:00am - 7:45am	Sunrise Workshop	Jump-start Your Day: Making Every Hour Count	<p>There is an old saying, "Well begun is half done." Or maybe you like this one better: "The early bird catches the worm." In either case one thing is for certain, "Time waits for no man or woman."</p> <p>Join Mike Marchev and his early morning group of proactive travel advisors as he shares a number of sales and marketing maneuvers designed to get each and every day off on the right foot. Some people dream of success, while other people get up every morning and make it happen. Which group do you fall into?</p>	Mike Marchev, Personal Sales Trainer
Monday, June 10, 2019	7:00am - 7:45am	Sunrise Workshop	How To Be A Better Public Speaker & Give Amazing Presentations	<p>If you are terrified of public speaking this session is for you! Stuart, an accomplished keynote speaker and enter-trainer, gives you insight, encouragement and real steps to overcoming fears and improving your presentation skills. Even if you are comfortable in the spotlight he will give you the insiders scoop on becoming a more influential speaker.</p>	Stuart Cohen, Chief Motivational Officer
Monday, June 10, 2019	11:15am - 12:45pm	Power Speaker 1	How To Grow Your Travel Business By Design: A Practical (21-Step) Business-Building Checklist	<p>Chances are that you are making the task of growing your business more difficult than it has to be. It may sound over simplistic but if you follow a series of steps, while avoiding the pitfalls, the chances for profitable growth are greatly improved.</p> <p>In this Power Session Mike Marchev will introduce his 21-Step Checklist, which was designed to keep travel advisors disciplined and consistently focused on identifying and acquiring new profitable accounts.</p>	Mike Marchev, Personal Sales Trainer
Monday, June 10, 2019	11:15am - 12:45pm	Power Speaker 1	Helping you discover your true North	<p>When we discover our true North our mission becomes crystal clear. Our business plan has a distinct focus. Our clients know exactly why they need us. We stop spinning our wheels and start working with purpose and efficiency. We start achieving success and happiness like never before. Stuart will lead you through a journey of assessment and investment. Understand where you are now, where you are truly meant to be, and what you'll need to get there.</p>	Stuart Cohen, Chief Motivational Officer

Date	Time	Category	Workshop Title	Workshop Description	Workshop Presenter
Monday, June 10, 2019	11:15am - 12:45pm	Power Speaker 1	Attracting and Retaining Employees in the Competitive Travel Industry	A common lament from travel agency owners and managers throughout the United States and Canada is the difficulty in finding people to fill travel agency job openings. In some areas of these countries, there are “price wars” for service people fueled by the competition for good talent. Not only is it difficult to recruit skilled workers, but also to retain them. This seminar will address both recruiting and retaining skilled travel agents in our competitive industry.	Charlie and Sherrie Funk, Just Cruisin' Plus
Monday, June 10, 2019	11:15am - 12:45pm	Power Speaker 1	Clever Ways to Close the Sale	Everyone wants to close more sales. But how can you take your closing skills to a higher level? This CLIA seminar will clarify the mindset you need to make closing something you do for clients, not to them. And it will reveal dozens of closing strategies – some tried and true, others very much “out of the box” – that can make you a genuine close-that-sale expert.  Earn 10 CLIA credits	Stephani McDow, CLIA
Monday, June 10, 2019	11:15am - 12:45pm	Power Speaker 1	Create a Winning Sales Team: Strategies for Organizational Performance	Any sales group has various levels of performers so it’s up to managers to provide a clear, measurable, results-driven approach. Join sales expert Owen Van Syckle to understand the elements of Sales Acceleration, a strategic sales framework that moves any sales team individual toward maximum sales success.	Owen Van Syckle, Sales Acceleration Academy
Monday, June 10, 2019	11:15am - 12:45pm	Power Speaker 1	Female Traveler Safety	Joan Adrian Morgan, is a retired Senior Intelligence Service professional having served for 33 years with the CIA. She was posted to eight different permanent duty stations around the world (Peru, Russia, Switzerland, Uruguay, the United Kingdom, Denmark, Mexico and Afghanistan) and has travelled extensively throughout Latin America, Europe and the Middle East. Her last assignment was as Director of the CIA’s mid-career training facility. She is also a certified professional coach and personal fitness trainer.	Joan Adrian Morgan, Retired CIA, NASM, Certified Personal Trainer, IPEC Professional Coach

Date	Time	Category	Workshop Title	Workshop Description	Workshop Presenter
Monday, June 10, 2019	3:30pm - 5:00pm	Power Speaker 2	How To Grow Your Travel Business By Design: A Practical (21-Step) Business-Building Checklist <b>REPEAT</b>	<p>Chances are that you are making the task of growing your business more difficult than it has to be. It may sound over simplistic but if you follow a series of steps, while avoiding the pitfalls, the chances for profitable growth are greatly improved.</p> <p>In this Power Session Mike Marchev will introduce his 21-Step Checklist, which was designed to keep travel advisors disciplined and consistently focused on identifying and acquiring new profitable accounts.</p>	Mike Marchev, Personal Sales Trainer
Monday, June 10, 2019	3:30pm - 5:00pm	Power Speaker 2	Helping you discover your true North <b>REPEAT</b>	<p>When we discover our true North our mission becomes crystal clear. Our business plan has a distinct focus. Our clients know exactly why they need us. We stop spinning our wheels and start working with purpose and efficiency. We start achieving success and happiness like never before. Stuart will lead you through a journey of assessment and investment. Understand where you are now, where you are truly meant to be, and what you'll need to get there.</p>	Stuart Cohen, Chief Motivational Officer
Monday, June 10, 2019	3:30pm - 5:00pm	Power Speaker 2	Attracting and Retaining Employees in the Competitive Travel Industry <b>REPEAT</b>	<p>A common lament from travel agency owners and managers throughout the United States and Canada is the difficulty in finding people to fill travel agency job openings. In some areas of these countries, there are "price wars" for service people fueled by the competition for good talent. Not only is it difficult to recruit skilled workers, but also to retain them. This seminar will address both recruiting and retaining skilled travel agents in our competitive industry.</p>	Charlie and Sherrie Funk, Just Cruisin' Plus
Monday, June 10, 2019	3:30pm - 5:00pm	Power Speaker 2	Better Listening Skills for Better Business	<p>No business can grow and prosper without repeat business. This CLIA seminar will show you how to generate loyalty among your customers. You'll learn how to uncover hidden client needs, apply quality service and implement the 10 fundamentals to building and maintaining client loyalty.</p> <p>Earn 10 CLIA credits</p>	Stephani McDow, CLIA



Date	Time	Category	Workshop Title	Workshop Description	Workshop Presenter
Monday, June 10, 2019	3:30pm - 5:00pm	Power Speaker 2	Create a Winning Sales Team: Strategies for Organizational Performance <b>REPEAT</b>	Any sales group has various levels of performers so it's up to managers to provide a clear, measurable, results-driven approach. Join sales expert Owen Van Syckle- Sales Acceleration Academy to understand the elements of Sales Acceleration, a strategic sales framework that moves any sales team individual toward maximum sales success.	Owen Van Syckle, Sales Acceleration Academy
Monday, June 10, 2019	3:30pm - 5:00pm	Power Speaker 2	Five Myths and Revealing Truths About Selling Adventure Travel	<p>The notion of selling adventure travel is appealing to many travel advisors but the subject is often mired in misconceptions about the adventure traveler profile, the suppliers that serve the market and the ability to make money by focusing on the segment. Join Travel Leaders Sr. Director, Martin Young, and a cast of adventure experts as they address the myths and demonstrate the reality in this lively and enlightening interactive session.</p> <p>Fulfills Active and Adventure Specialist Requirement</p>	Perry Lungmus & Martin Young