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TravelManagers Second Conference Backed Strongly By Sponsors

Wednesday, 14 October 2009

TravelManagers announced earlier this year that the company would hold an annual conference, after the inaugural conference being such a success. TravelManagers' executive general manager Mandy Scotney said there was a significant cost in running such an event.

"Given the slowing of the economy we have been very mindful as to what level of support we would receive from our supplier partnerships. We were committed to run the conference as the benefits are significant and the feedback was just so positive last year from our personal travel managers."

Ms. Scotney says the response from industry support had exceeded expectations.

"The financial commitment to the conference from our sponsors is a fantastic achievement on a couple of levels. Firstly it shows us the strong partnerships we have established in a very short space of time, given we are a start-up business. Secondly, we are conscious that the personal travel manager concept is still a young business model. It sends our company a strong message that our suppliers believe in what we are doing."

Ms. Scotney says the support is an endorsement of the strategic importance of the home-based personal travel manager concept, the quality of the TravelManagers operation and the value they place on this relatively new channel for distribution of their products.

"It says a lot about our personal travel managers, their credibility and the solid relationships they also have with our suppliers."

TravelManagers has selected six premium suppliers to partner them with their conference. Each of the six is an internationally recognised brand and importantly operates in a non-competing segment of the industry.

The six sponsors of TravelManagers 2009 Annual National Conference are:

APT Group, CoverMore Travel Insurance, DriveAway Holidays, Qantas Holidays, Rail Plus and Royal Caribbean Cruises.

"All of these supplies are highly regarded by us at TravelManagers. We completely respect their product knowledge plus their offering is very much meeting the needs of our customers."

Qantas Holidays General Manager Chris Rankin says TravelManagers support of Qantas Holidays is significant.

"We have seen a very strong growth from TravelManagers, in a difficult year. We see their conference as an important opportunity for both teams to further strengthen the partnership. It is a great initiative that thoroughly deserves our support."

Royal Caribbean Cruises managing director Australia, Gavin Smith says as a relative new comer working with TravelManagers he has been thrilled with the partnership.

"We are a relatively new entrant to the Australian market and working with the TravelManagers' team has been incredibly refreshing. Their commitment to cruising is evident through their very high number of ICCA accredited cruise consultants. We are very excited about being one of their conference partners; the future is looking very encouraging based on this year's sales."

APT general manager, Chris Hall says the home-based/mobile consulting model is perfect for selling high end quality product.

"Product such as escorted coach-touring and river cruising is a perfect match with the likes of the TravelManagers' personal travel managers. They have an extensive understanding of what is required to consult to customers and sell in these types of high end



products. For example the TravelManagers personal travel managers have an average of 15 years of experience, now that's invaluable for a supplier - it provides me with complete trust in the people selling our product."

The conference will be held at The Marriott Resort & Spa in Surfers Paradise, commencing at midday on 13 November, culminating with a gala dinner on the evening of 14 November.

For more information visit: <http://join.travelmanagers.com.au>