Travel Edge Network Call

June 2023





Agenda

PARTNER OF THE MONTH

Oceania Cruises

MEMBER ENGAGEMENT UPDATE & TEN PROGRAM UPDATES

Michelle Leal

PARTNER UPDATE | CRUISE & TOUR

Larry Garnett

PARTNER UPDATE | HOTEL

Mark Stubbert

PARTNER UPDATE | AIR + INSURANCE

Kristina Barrett

OPERATIONS UPDATE

Kate Richardson





Partner Update: Cruise, Tour & DMC



Larry Garnett Director Advisor Services Relationships







OCEANIA CRUISES®

Your World. Your Way.®



Tricia Wolf VP Sales

OCEANIA CRUISES® Your World. Your Way.®

With over 21 years of experience in the industry, Tricia joined Oceania Cruises in 2003 as an original member of the sales team. Tricia is responsible for overseeing our North America Field sales team and select top producing agencies.

For the month of June, \$200 shipboard credit on veranda category and above. This applies to new bookings on select sailings and some conditions do apply. Promo code is KMOTESBC601R and must be requested by advisors only.





Partner of the Month

Why Book Oceania?

Extraordinary Savings Promo

Take advantage of fares starting from \$899 on over 60 sailings. This limited-time offer ends June 30, 2023. Click Here to Learn More

O'Life Ultimate

Receive two for one cruise fares, free roundtrip airfare*, airport transfers*, shore excursions, beverage package, and shipboard credit on select sailings. Click Here to Learn More

Upgrade Sale

Up to 4-category upgrades. Click Here to Learn More





Partner of the Month

Why Book Oceania?

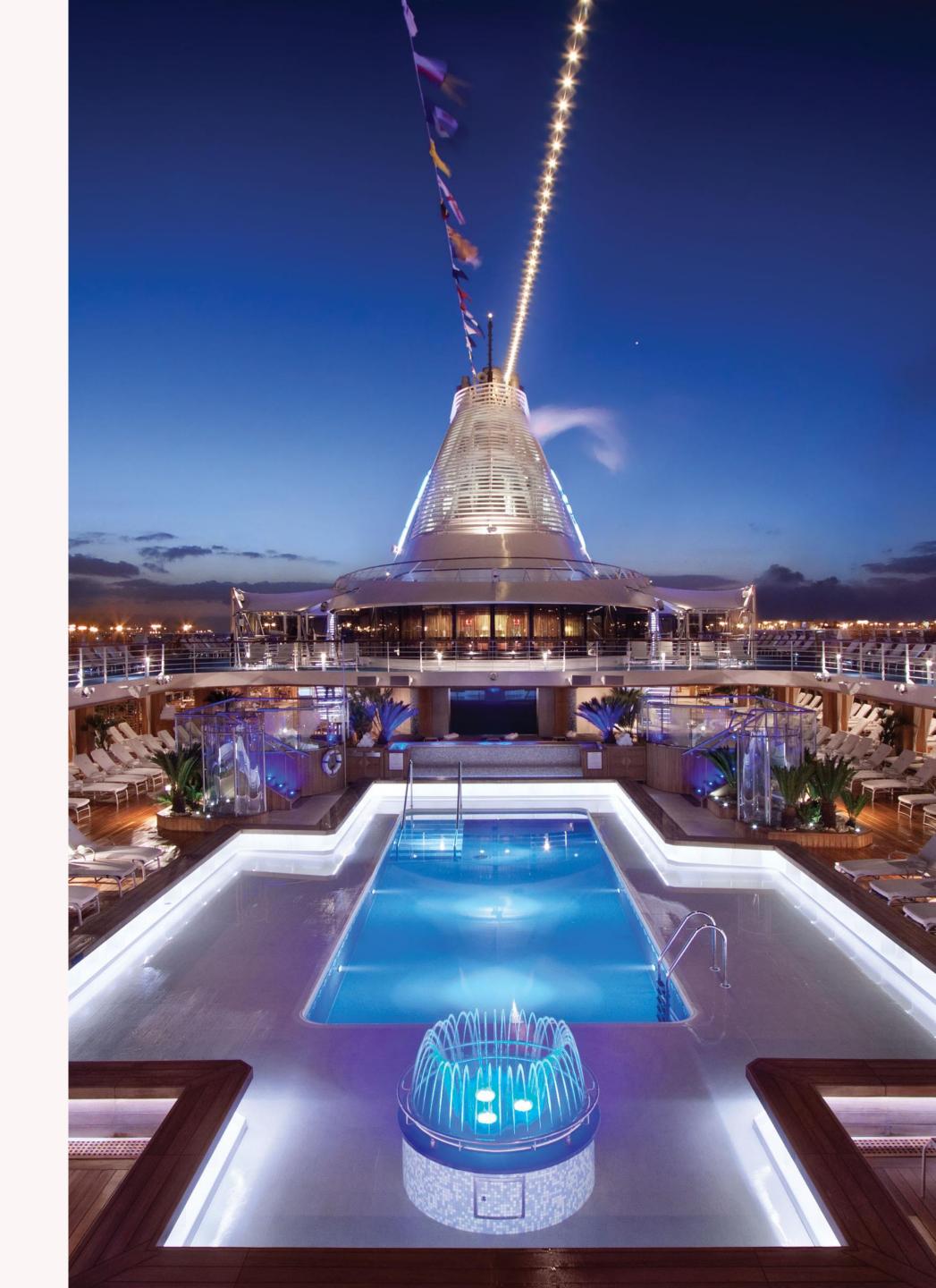
Exclusive Travel Edge client offer:

 \$200 shipboard credit PROMO CODE: KMOTESBC601R (must be requested, not auto add). Booking Window: June 1 – June 30, 2023. <u>Click here to view applicable sailings.</u>

Exclusive Travel Edge sales incentive:

Receive a \$100 gift card for all bookings verandah and above

Check out their Intranet page for more details on how to qualify





Regent Seven Seas

2026 World Cruise is Open

Regent's hallmark of a *truly all-inclusive* luxury experience –All of our incredible inclusions become all the grander aboard our **2026 World Cruise**:

FREE First Class Air*

FREE Exclusive Pre-Cruise Gala Event

FREE Exclusive Shoreside Experiences

FREE Door-To-Door Luggage Service

FREE Comprehensive Visa Package

FREE Unlimited Valet Laundry

FREE Phone Time Per Suite

FREE Onboard Medical Service

FREE Commemorative Gift





Silversea Cruises

2026 World Cruise early registration

During the early registration phase May 25 to June 13 the VS and from May 25 to June 21 for prospects in new to brand, you can enter wait list bookings in the reservation system.

- Waitlist bookings can be entered for anyone.
- Waitlist will be cleared according to the booking priorities and the timing for sales opening.
- A waitlist booking is not a final booking: price, inclusions, savings, and promotions will be only displayed and confirmed when waitlist converts into an "option".
- Any booking in "option" or "booked", prior to the presale phase will be automatically changed into a weightless booking by the inventory team.





Ritz Carlton Yacht Collection

NEW, Preferred Cruise Partner

I am very pleased to introduce our Newest Preferred Cruise Partner, Ritz Carlton Yacht Collection!

An updated listing will be posted to the intranet as soon as possible.

Until that is complete, we have negotiated a very strong introductory commission level of 15% for 2023. As we move forward to 2024, RCYC will base commission on our production just as with all agencies. As an incentive, our Travel Edge production goal is reduced from typical industry goals, and commission is guaranteed at a minimum of 12% through 2024.





Kensington Tours – Beyond Villas

An extraordinary Villa Experience - Beyond villas by Kensington tours pairs carefully-vetted luxury villas with a customized itinerary of the best local experiences. No detail left unattended; We'll go beyond your expectations.

- Hand selected luxury private villas around the world
- Your experience fully customized: chefs, drivers, guides and much more...
- Tireless 24/7 support should the need ever arise
- All in one, our villa specialist manage everything for you
- Beyond Villas Luxury Travel & Packaged Tours (kensingtontours.com)









Members Engagement Update



Michelle Leal VP, Member Engagement





HURIZONS

ensemble

November 2nd to 6th – Paris Las Vegas, Nevada

For the first time, Horizons 2023 gathers together the entire Ensemble community to put the focus on travel advisors like you. It's about connecting, networking, and learning from each other to support our mutual success - and celebrating the crème de la crème of the travel business. This four-day event will be a full get-together of Ensemble advisors, staff, owner/managers, and key supplier partners. It will include learning sessions, speakers, networking opportunities, dining events and more – and of course the highlight will be the fun and bonding we share with each other, with loads of entertainment and prizes to boot. Registration is OPEN NOW! Click here to register today.



PLUS, we're kicking the event off with a bang by hosting a pre-Horizons evening with Travel Edge Network. Join us for a celebratory cocktail, a lovely sit-down meal, and good conversation between the friends, colleagues, peers, and partners that make the TEN community what it is. We are so excited to be back in-person, and looking forward to seeing you all again soon.

This special event will take place on **Wednesday**, **November 1**, from 6pm - 9pm, the night before Horizons starts. This will provide you opportunity to spend time with your network friends, prior to the excitement, and anticipation of the conference.

We encourage you to join us by arriving a day early and booking your hotel stay for the additional pre-night. Are you interested in joining us? Fill out this form (also posted in the FB group) and we'll keep you posted with further details.



Advisor Personalized Marketing

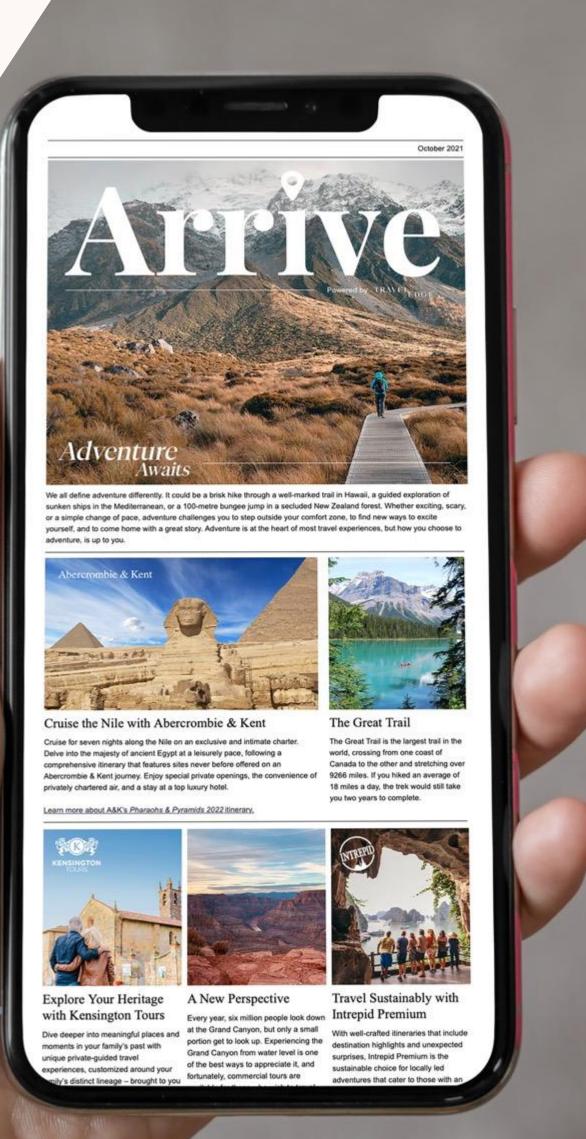
Designed to inspire travel dreams, Travel Edge personalized marketing actively enhances communications between you and your clients, grows client relationships and produces bookings.

You maintain control over your client relationship:

- We will only use client email addresses for marketing that includes advisor level personalization – nothing else.
- We will not share client email addresses with any supplier or other entity.
- ICs may opt clients out of the Travel Edge email marketing at any time.

Complete the <u>Advisor Personalization Form</u> to enroll.

For more information, <u>click here</u> to review the FAQ. Please contact <u>advisormarketing@traveledge.com</u> for any further questions





Sign up for Print Marketing

Your clients can receive magazines to their home, inspiring travel and adventure, and personalized with your contact information.

Discover past issues of Range and Range Best:

Range: January 2023

Range by the Sea: March 2023

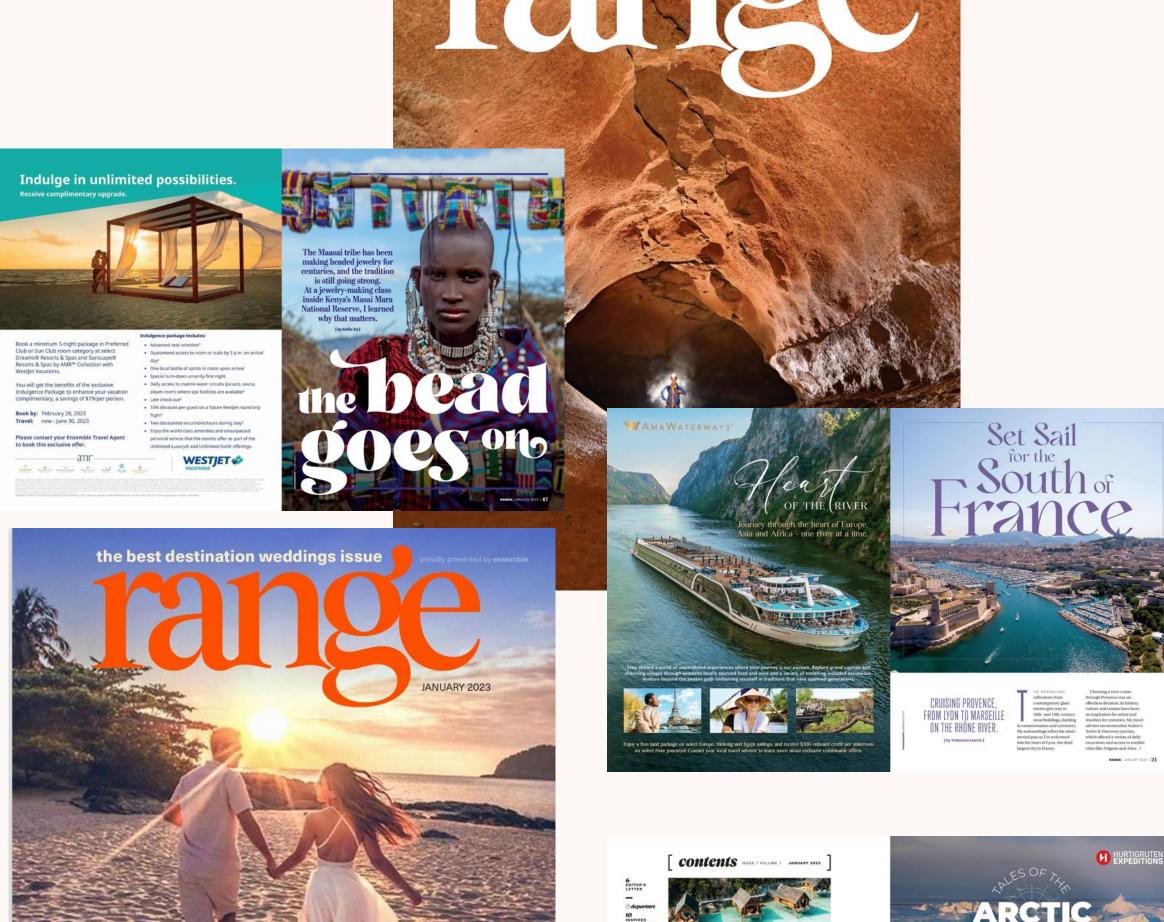
Range: April 2023

Range Best: May 2023

If you are interested, ensure you are enrolled in the TEN Personalized Marketing program, and please <u>fill out this form</u>.

*You can now add 25-100 names to your list.

(If you're already enrolled, you'll receive an email before the next issue to update the list and add additional names)







Upcoming Webinars

Oceania Cruises – Partner of the Month, register here
Tuesday, June 6, 2023 at 1:00pm ET / 10:00am PT

Discover the French Family Group: B Signature Hotels & Resorts, register here Thursday, June 22, 2023 at 1:00pm ET / 10:00am PT

Travel Edge Webinar with Hilton Worldwide (All-Inclusive), register here Thursday, July 13, 2023 at 1:00pm ET / 10:00am PT

Cruise Bootcamp, register here
Thursday, June 22, 2023 at 4:00 PM ET / 1:00 PM PT



Partner Update Hotel & Ground



Mary Kleen Relationship Director and Hotel Sales





List of 2023 Leading Hotels of the World Properties Now on TE Intranet

Applicable LHW Hotels Marked as Preferred Partner and/or Bookable via FH&R

Of the 408 LHW properties:

- 134 are Ensemble Hotel Program or Travel Edge Luxury Program Preferred Partners, or 33%
- 119 are book-able via the American Express Fine Hotels & Resorts Program for client amenities, or 38% (client must have US Platinum Card)
- 155 aren't preferred with TEN or FH&R, or 29%

This file is posted in the TEN Intranet under Resources / Partner Information / Hotel.





American Express Fine Hotels & Resorts Program

Booking Instructions Now in TE Intranet

- Instructions to access the American Express Fine
 Hotels & Resorts Program is now available on the
 Travel Edge Intranet via this link or under My
 Resources / Advisor Tools / American Express Fine
 Hotels & Resorts and Cruise Privileges Program.
- If your client has an American Express Platinum Card (US Cardmembers only), then it's no problem to book them in the Rezsaver site and get hotel amenities.



Welcome! You have reached the RezSaver portal. This is your one-stop shop to service American Express Platinum Card Members. You can search and book Fine Hotel + Resorts®, The Hotel Collection and obtain Cruise Privilege Program Tracking numbers.

AGENCY OWNER

Agency Owner is required to register the Agency with RezSaver one time and accept Terms & Conditions.

One-Time Registration Steps:

Step 1: Agency Owner click on the word Register to begin the onboarding

Step 2: The Agency IATA will be validated.

Step 3: A valid registration will generate an instant RezSaver approval code on screen and the Agency Owner must provide that approval code to the Travel Agent(s) for their first-time registration.

There is no limit to the number of Travel Agents that can register on RezSaver

TRAVEL AGENT

Travel Agents are required to register one time with RezSaver and accept Terms & Conditions.

NOTE: Travel Agents cannot self-register until the Agency Owner has registered the Agency.

One-Time Registration Steps:

Step 1: Travel Agent obtains the registered Agency's RezSaver approval code from the Agency Owner.

Step 2: Travel Agent will click on the word Register below to begin the onboarding process.

Registered Travel Agents

Once a Travel Agent is registered for the first time, you can log on to RezSaver by entering your email

Questions: If you need assistance, contact RezSaver at 1-888-995-7391, Monday through Friday between 9:00 am ET and 5:30 pm ET. After business hours inquiries will be responded to the next business day.

Agent Login		
	Email	mary.kleen@traveledge.com
	Password	
		Login

Forgot password?

Don't have an account? Register



Partner Update: Air & Insurance



Kristina BarrettRelationship Director, Air & Insurance





American Airlines

Sell American Airlines to Mexico, Central, or South America

Help us maintain our AA Preferred Status!

Book AA from any US gateway to Mexico, Central or South America and you could earn more! Ticket and fly now through June 30, 2023.

The first 100 bookings (PNR) sold will earn \$25 per booking







Learn and earn with Turkish Airlines!

Complete the Facebook training and you could earn one Economy Ticket*

Sell and ticket now to June 30, 2023

TE LEARN&EARN

* Prize awarded to top sales advisor by revenue. Upgrade to business class subject to availability. Must be used by 12/31/2023. Blackout dates apply. Taxes and fees additional.





Air France

The French Riviera nonstop from LAX & JFK

Air France, as official partner of the Cannes Film Festival, will operate special non-stop flights on the 15th, 22nd and 29th of May 2023 between Los Angeles and Nice on the French Riviera.

In addition, Air France will also operate 4 special non-stop flights between New York JFK and Nice on the occasion of the Cannes Lions International Festival of Creativity, taking place between June 19 and 23, 2023.

Learn More





KLM

KLM's Tel Aviv service becomes widebody

As of May 29, 2023, KLM will up gauge flights between Amsterdam (AMS) and Tel Aviv (TLV) to a widebody aircraft until the end of the 2023 summer schedule.

Instead of a Boeing 737, flights will be operated with a Boeing 777-200 with 34 World Business Class flat-beds and 286 Economy Class seats.

Now customers can fly with both KLM and Air France on a widebody aircraft to TLV.





Delta

SkyMiles Medallion Status Match Challenge

If you currently have elite status with another airline, we will give you the equivalent Medallion Status for three months – complimentary.

Plus, you'll have the opportunity to extend your complimentary status past three months if you successfully complete the challenge.

ENROLL NOW

Read Details Here





REDPOINT

Redpoint Premium Travel Protection rolled out May 15th, 2023

Some current Redpoint highlights:

- Perfect for Travel Edge Travelers trips of \$150K USD per person
- Can be sold to US and Non-US residents
- \$1M medical/ evacuation coverage
- \$100K primary medical coverage
- Upgrades available; CFAR (75% benefit) and security extraction
- CFAR available in all US states and Canadian provinces
- Point of injury evacuation (no hospitalization required) with the Ripcord premium plan

Click here for Details





Operations Update



Kate RichardsonDirector, Operations





What's New in ADX

The Intranet

A new section on *How to Book Insurance*

Small ADX Updates

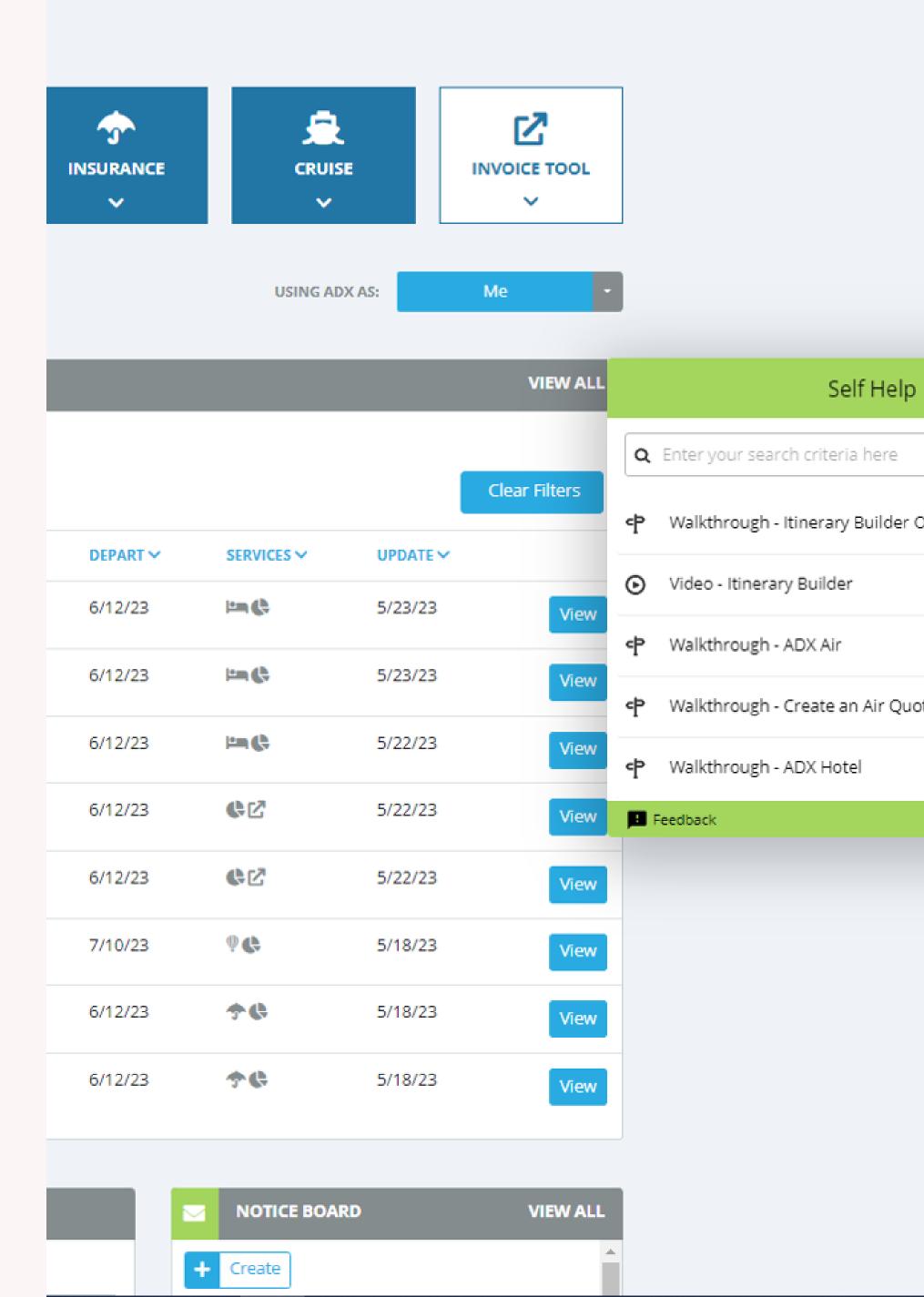
See All details here

- Itineraries updated to show if multiple rooms booked
- Added the ability to mark delegation emails as "viewed" & remove from notice board
- Ability to send client documents from TE emails instead of "No Reply" option

Coming Soon

The ADX team is releasing a new feature within ADX to help train on new and existing features in ADX

- Hover over support icons to learn more about a feature within ADX
- Pop Up in App training for new feature releases





Upcoming Training

On Demand

Are you New to the Business?

 Coming Soon: Making your first Booking

Don't have a login for our Online Learning Platform?
Register for Compass
here

Live

What's new in Cruise

June 22, 4pm ET / 1pm PT

- View Promotions in ADX
- TEN Preferred Partners
- Upcoming feature releases: book cruise in ADX!
- Register <u>HERE</u>



