

Travel Edge Network Call

September 7th, 2023



TRAVEL EDGE
NETWORK

Agenda

GUEST OF THE MONTH

Dr. Jonathon Day

NETWORK UPDATES

Nadiya Makarenko

MEMBER ENGAGEMENT UPDATE & TEN PROGRAM UPDATES

Michelle Leal

PARTNER UPDATE | CRUISE & TOUR

Larry Garnett

PARTNER UPDATE | HOTEL + GROUND

Mary Kleen

PARTNER UPDATE | AIR + INSURANCE

Kristina Barrett

OPERATIONS UPDATE

Kate Richardson





Nadiya Makarenko
SVP, Travel Edge Network



Guest of the Month



Dr. Jonathon Day

Associate Professor, White Lodging-J.W. Marriott,
Jr. School of Hospitality and Tourism Management

Dr. Jonathon Day, an internationally recognized sustainable tourism expert and an Associate Professor in Purdue's White Lodging – J.W. Marriott, Jr School of Hospitality and Tourism Management, has over 30 years of experience in tourism management. Jonathon is the coauthor of The Tourism System 8th edition, and author of "Introduction to Sustainable Tourism and Responsible Travel", as well as over 35 peer-reviewed articles. He was recognized by the International Hospitality Institute as one of the Global 25 most influential educators in hospitality and the Global Top 30 Champions of Environmental Sustainability in Hospitality and Tourism for 2021. <https://www.linkedin.com/in/jonathonday>



TRAVEL EDGE
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Staff Update



Mark Stubbert will be joining Ensemble as Vice President of Member Relations on September 15th. Over the last three years, Mark has been a crucial member of the TEN team, and I know many of you have built strong relationships with him. His new role entails managing Ensemble Member Relations, responsible for supporting Ensemble members, including the Travel Edge Network.



TRAVEL EDGE
NETWORK

Members Engagement Update



Michelle Leal
VP, Member Engagement

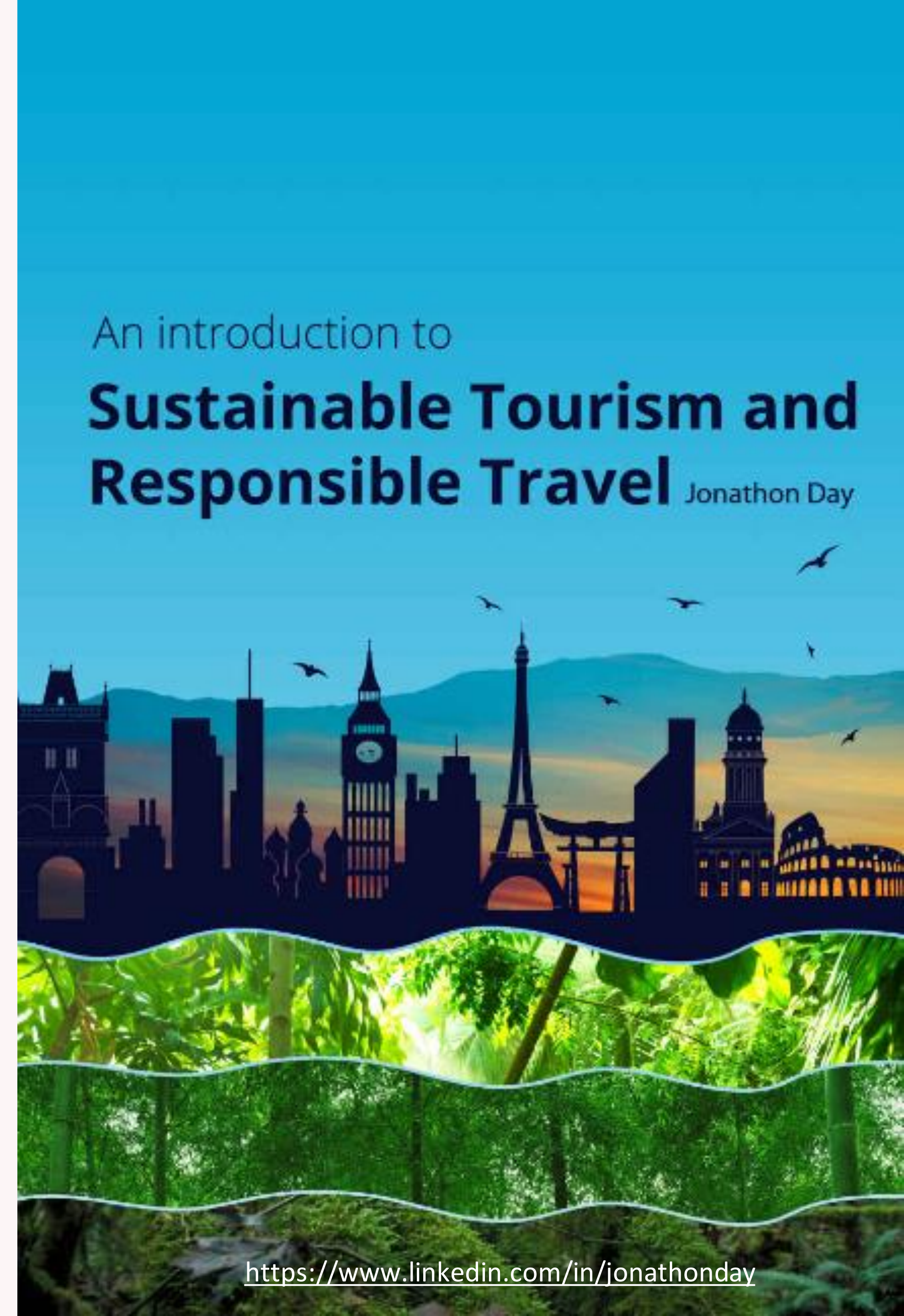


Bootcamp with Dr. Day

How can we help make a difference?

- Learn how we can improve the quality of life for communities we visit
- Meaningful advice we can incorporate into our travel experiences
- Solutions to achieve a better marketplace

Join us, Thursday, September 28 at 4pm ET/1pm PT as we explore the world of Sustainable Tourism & Responsible Travel. [Register, here.](#)



Limitless: Share your feedback

- We thank you again for joining us at August's *Limitless* event and we hope you enjoyed all the wonderful sessions, learnings, and networking.
- Remember, the [Cvent platform](#) will be available to you for the next 30 days. During that time, you can browse booths, re-watch partner sessions, and download all the information you need. Your partner contact list can also be found [here](#), for any personal follow ups you wish to complete.
- Post-event survey can be completed [here](#)
- We thank you again for making ***Limitless: Together We Grow*** such a success and for sharing your experience on social.



Visit Los Cabos: Advisor Knowledge Trip

October 15 – 19, 2023

- We invite you to discover the very best of this beautiful destination with a small group of 10 Travel Edge advisors, along with representatives from Visit Los Cabos and Travel Edge Network. Immerse yourself in the beauty of one of the world's most radiant regions, while actively engaging with your Travel Edge community and broadening your expertise.
- Included on this trip is domestic travel, accommodations, transfers, meals, and planned activities. Gratuities, spending money, and travel to and from Los Cabos will be the responsibility of the attendees. Travel Edge Network will provide a travel credit of up to \$300 for each attendee toward the cost of flights.
- Submission of interest, [click here](#)
- Deadline tomorrow, Friday, September 8, 2023



ENSEMBLE – Further Your World

Ensemble Exclusive Trips for 2024

- We are excited to share the initial schedule from Ensemble Further Your World Educational Trips
- Featuring a variety of destinations from Antarctica to Maldives, South America and the Middle East
- Partners include Intrepid, South American Tours, Antigua & Barbuda Tourism Authority, Cunard, SilverSea and Big Five
- Registration is now open, additional trips will be added and there will be an associated cost as well as a qualifying process
- ENSEMBLE > Programs > FAMS, Further Your World for details



Further Your World

Announces 2024
Ensemble Exclusive
Trips

HORIZONS ~ LAS VEGAS

November 1st – November 6th

- Travel Edge pre-event @Wynn Tableau, November 1st on WAITLIST
- Horizons event begins, November 2nd thru November 6th
- Travel Edge – Horizons registration closing date, September 15th
- Horizons agenda has been updated in CVENT, take a look
- Looking forward to seeing you all there!

- [Travel Edge Event, Nov 1st](#)
- [Horizons Registration](#)



Upcoming Webinars

Exciting and New at Princess – [Register Here](#)

Thursday, September 7, at 1:00 PM ET / 10:00 AM PT

A Virtual Immersion of One&Only Mandarin and One&Only Palmilla – [Register Here](#)

Tuesday, September 12, at 3:00 PM ET / 12:00 PM PT

Redpoint Insurance Training – [Register Here](#)

Wednesday, September 13 at 2 PM ET / 11 AM PT

Important Celebrity Cruises Updates– [Register Here](#)

Thursday, September 14, at 1:00 PM ET / 10:00 AM PT

Luxury Travel with Seabourn – [Register Here](#)

Tuesday, September 19, at 3:00 PM ET / 12:00 PM PT

Travel Edge Webinar with Quark Expeditions – [Register Here](#)

Thursday, September 21, at 1:00 PM ET / 10:00 AM PT

Partner Update: Cruise, Tour & DMC



Larry Garnett
Director Advisor Services Relationships



AmaWaterways

Double the Booking Bonus! **EXCLUSIVE: \$200 incentive gift card for new 2023 bookings made by TRAVELEDGE travel advisors!** September 1 - September 30, 2023, Book any New AmaWaterways River Cruise sailing in 2023, and receive a \$200 e-Gift Card! This Incentive is combinable with current promotions of 20% Cruise Savings and AirPlus, as well as Loyalty Benefits and our Referral Savings. [Click Here for Details & Terms](#)

AmaWaterways is **Ensemble's Partner of the Month** for September with additional perks and special offers, Reduced Deposits, Prepaid Gratuities, a Free Cruise Giveaway, and more...

[Click Here for USD PDF](#) and [Click Here for CAD PDF](#)



Oceania

September Value Fares!

New bookings, now - Sept. 30, 2023, up to a 4-category up grade on select sailings. [Applicable Sailings, Details, Terms & Conditions](#) and [Summer Sale up to 40% Savings](#)

September Value Fares savings up to 40% on select categories Sept. 5 to Sept. 30 present Promo Code VF905 at time of booking. [Applicable Sailings](#) [Applicable Sailings #2](#) [Applicable Sailings #3](#)

Allura Inaugural Release!!!

Sept 6- Allura Launch tool kit will be released to you in the Oceania Insider

Sept 6- Allura Itineraries Available to Preview on the website

Sept 13- Allura itineraries will be open for bookings



Explora Journeys

Limitless Incentive!

Aug 22 to Sept. 30, 2023, New Bookings only, Booked and Deposited. The Advisor with the highest gross sales will earn a \$500 Gift Card

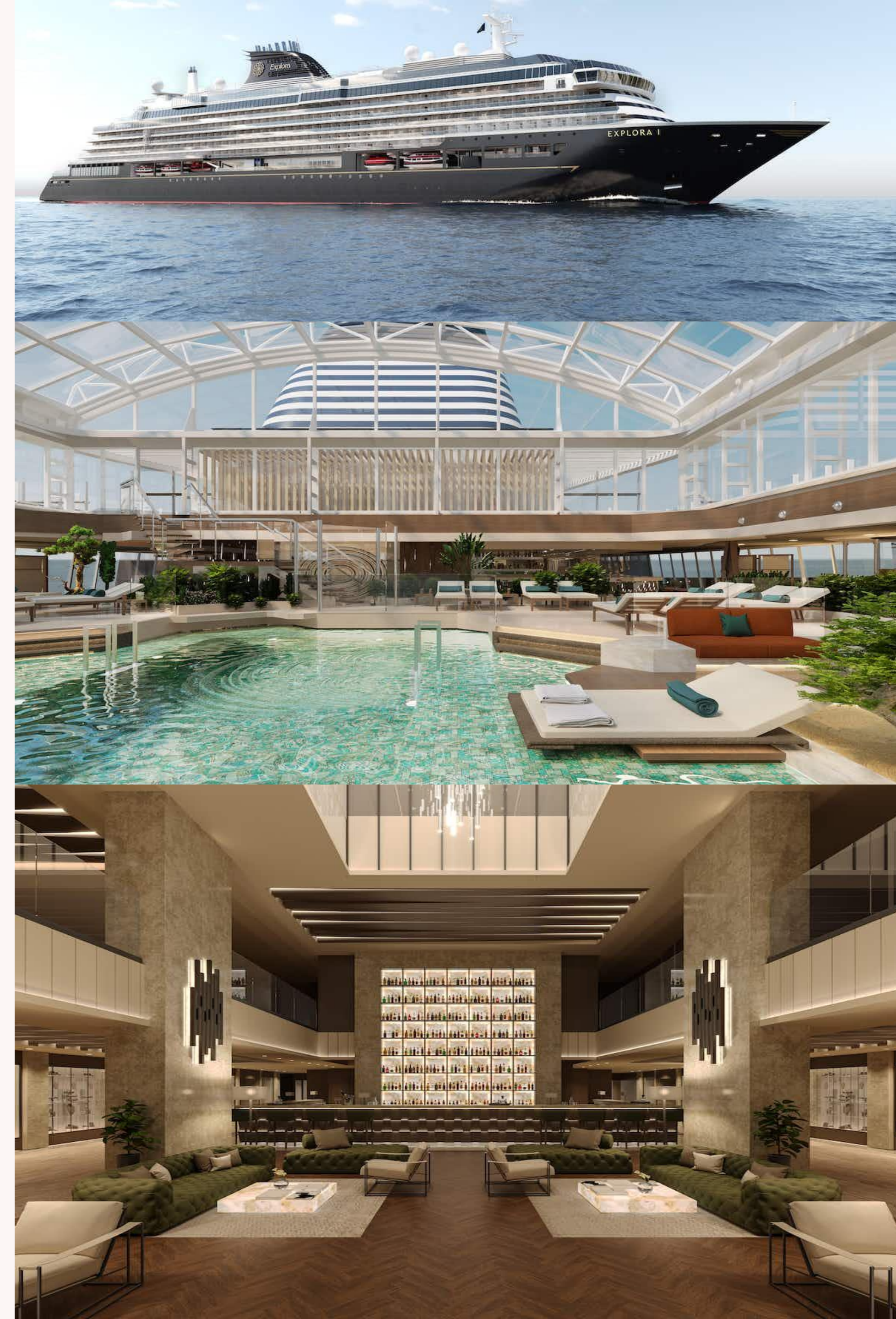
Rich Benefits to you and your Clients

[Pioneer Program & Referral Form](#)

Travel Edge Preferred Partner Commission 18%

TE Exclusive Amenity – 150 EU pp SBC on any 7 night or longer journey on ALL categories.

[Download Live Video Walk Through of Explora I](#)



Seabourn

Launch of Pursuit!

Seabourn's 2nd Ultra-Luxury Purpose-Built Expedition Ship.

[Seabourn Pursuit first voyage.pdf](#)

Fully functional in Polar Online! [Polar Online 101 \(25mins\)](#)
[Fare Comparison & The Finale Sale \(7mins\)](#) how to make a Fare
Comparison! [SBN The Finale Sale.xlsx](#)

A WORLD OF CHOICE - 8/23 – 9/6, 2023, Select sailings in
2023 & 2024! Save up to \$1,500 USD/\$1,900 CAD pp through
FlightEase. [USA Flyer](#) [CA Flyer](#)

EXPEDITION SOLO TRAVEL SALE - 8/3 – 9/13, 2023 Select
Seabourn Venture & Pursuit sailings 125% single supplement Cat
SV – single veranda guarantee [Details, Terms & Conditions](#)



Regent Seven Seas

FREE 1st Class Air

Now is the time to introduce your discerning clients to the region experience with FREE First-Class air as part of the limited time **FIRST CLASS IN EVERY WAY.**

Fares increase on October 1st, so book quickly between now and September 30th, 2023.

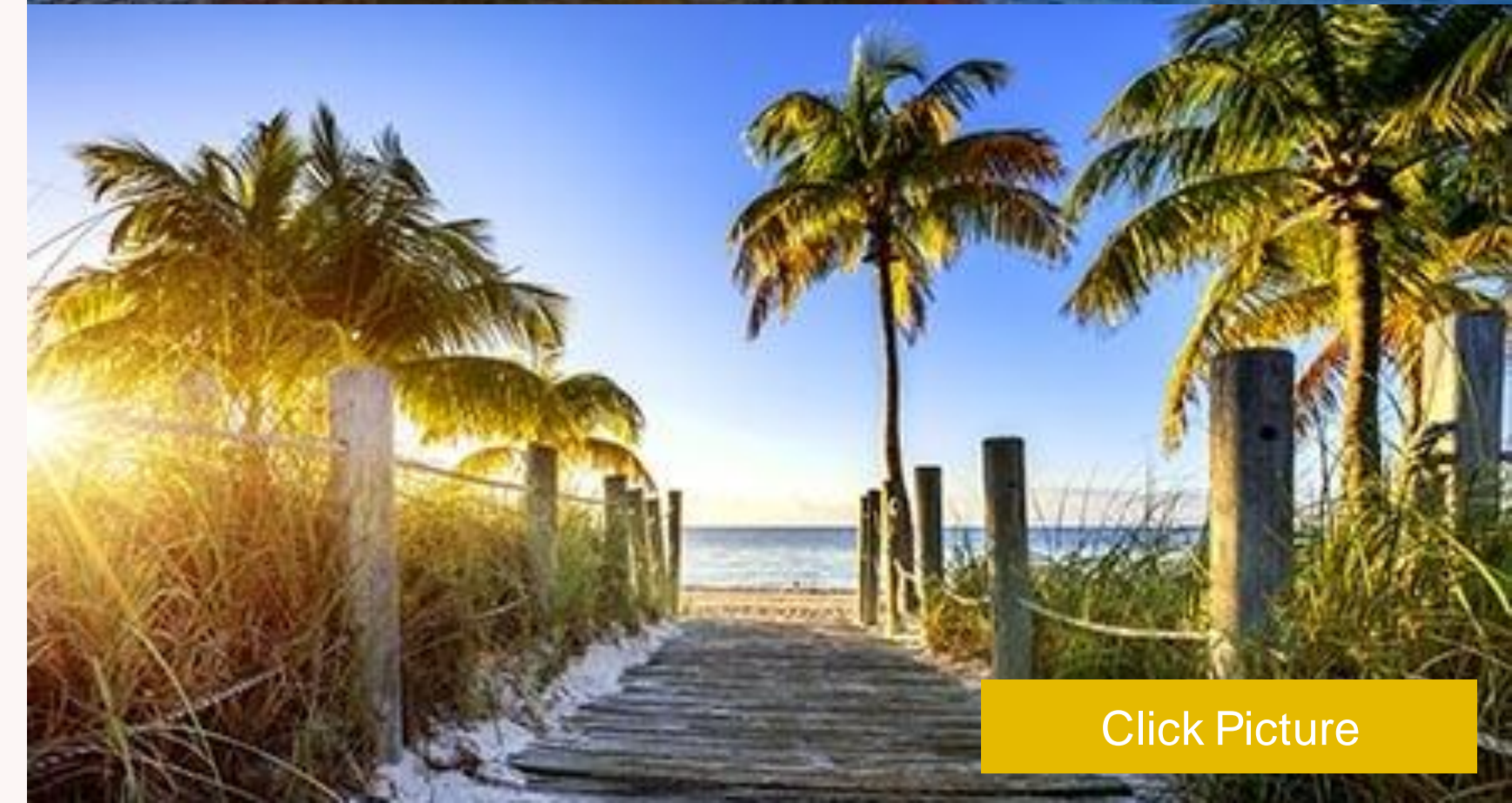
[Click here to view All Regent Promotions](#)



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[Click Picture](#)

Silversea Cruises

2025 Gems & Icons

GEMS & ICONS Summer 2025 New Voyage Collection

Venetian Society Pre-Sale: Sept. 6th – Sept. 19th 2023.

**Travel Edge has been chosen as a preferred partner to book
Starting Yesterday, Sept 6th!**

Please use this [**trade toolkit**](#) to access the following:
Video Key Visual, PDF Flyer, Fleet Guide & Digital Banners

Gems and Icons

NEW VOYAGES COLLECTION
SUMMER 2025



Viking

Limited Time Offers

Labor Day Sale!

FREE Domestic Airfare and Reduced Cruise Fares on 2024 Mississippi voyages.

FREE International Airfare and reduce Cruise Fares on 2024 expedition voyages.

Plus \$25 deposits! Book August 29th through September 10th
2023 Offer Code: LD23

[Special Cruise Savings | Viking® Ocean Cruises](https://vikingcruises.com)
 [\(vikingcruises.com\)](https://vikingcruises.com)



Exodus Travels

New Bookings Sept 1 to 30, 2023. Receive a \$100 Patagonia Digital Gift Card for your client and a \$25 gift card per passenger for yourself when you book any of our small group, guided tours during the month of September, for travel before the end of 2024. [Find Out More](#)



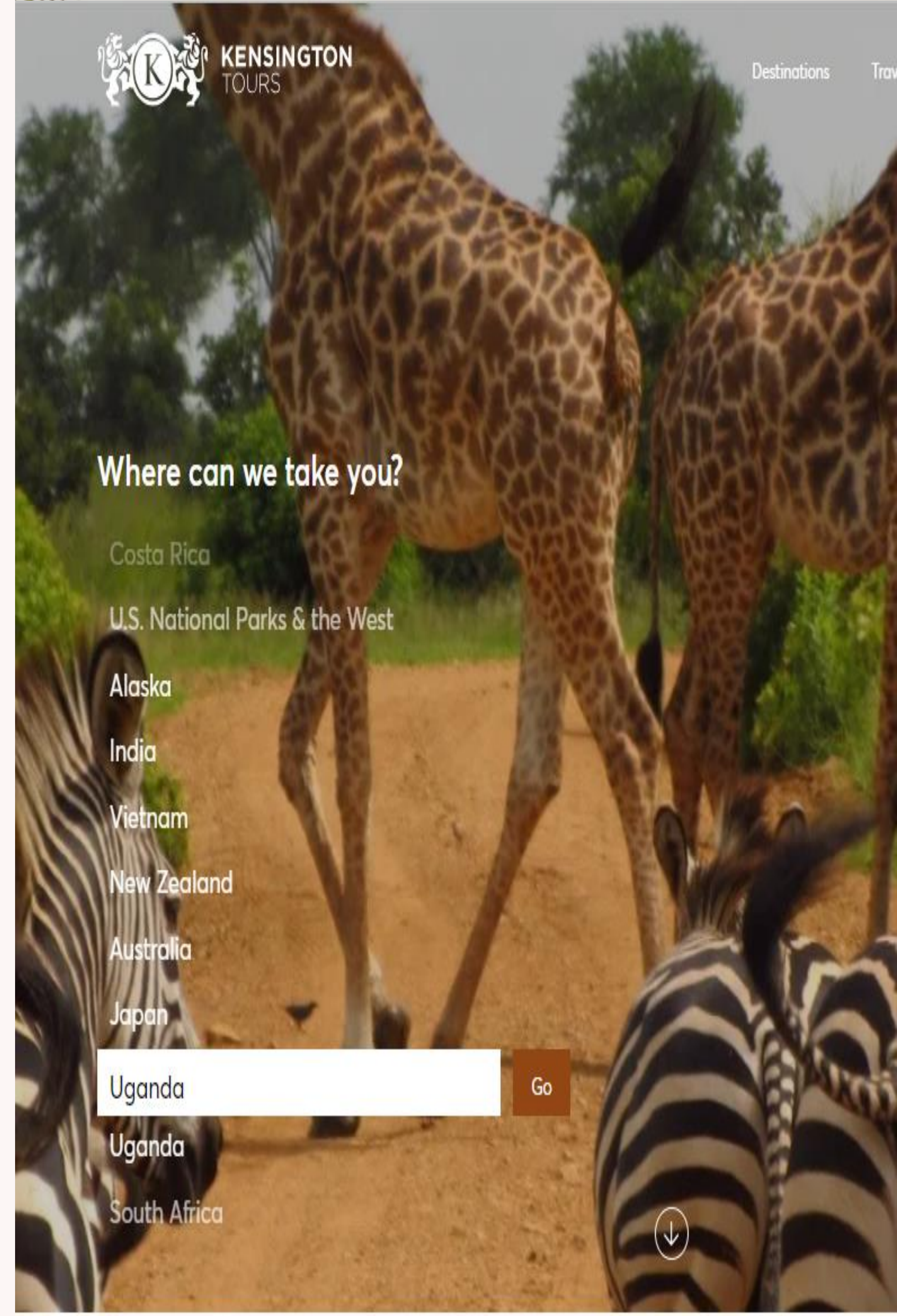
Kensington Tours

KT & Travel Edge Double Bonus

Travel Edge will Double the Bonus reward between July 17th to Sept. 30, 2023, on all NEW booked and deposited trips to travel in 2023 and 2024!! Please send your New Kensington bookings to larry.garnett@traveledge.com to apply the additional bonus.

Travel Edge Bonus

\$7,500 - \$9,999	KT \$50	+ TE \$50 = \$100 total
\$10,000 - \$19,000	KT \$100	+ TE \$100 = \$200 total
\$20,000 - \$49,000	KT \$200	+ TE \$200 = \$400 total
\$50,000 - \$99,999	KT \$250	+ TE \$250 = \$500 total
\$100,000+	KT \$500	+ TE \$500 = \$1000 total
Every 5 bookings	KT \$500	+ TE \$500 = Additional \$1000 total



Ultimate Jet Vacations

UJV Rewards & Partner of the Month

September Partner of the Month: Conrad Punta de Mita & Waldorf Astoria Los Cabos Pedregal

Book hotel stays at select UJV properties. [UJV Dashboard](#)

2-night stay at a UJV partnered resort: 130,000 points

3-night stay at a UJV partnered resort: 200,000 points

Nizuc Resort and Spa LaCasa de la Plata

Myconian Collection One & Only

Belmond Auberg Resort Collection

Electronic gift cards:

\$100 E-Gift Card: 10,000 points

\$200 E-Gift Card: 20,000 points

\$500 E-Gift Card: 50,000 points

\$1,000 E-Gift Card: 100,000 points

Waldorf Astoria Los Cabos Pedregal



Conrad Punta de Mita



Partner Update Hotel & Ground



Mary Kleen
Relationship Director and Hotel Sales



New Exclusive TEN Advisor Incentive from Belmond

Unique Festive Opportunity for 5-Bedroom Villa at Cap Juluca in Anguilla

If a Travel Edge Network advisor books Belmond's one remaining 5-Bedroom Villa at Cap Juluca over Festive, Belmond will award the advisor with:

- A complimentary 4-night stay (2 nights at La Samanna in St Martin and 2 nights at Cap Juluca in Anguilla) with daily breakfast for 2 and roundtrip economy airfare to / from St. Martin and the advisor's home city (must be US or Canada) for the advisor
- The advisor is welcome to bring a guest and the stay will be valid until the hotel's seasonal closure in 2024 subject to blackout dates. The complimentary airfare is only valid for the booking advisor and not for their guest.



The unit remaining over Festive consists of Cap Juluca's 2 Bedroom Jonquil Suite on the ground floor and 3 Junior Suites on the upper floor.

New Master Hotel Preferred Partner Directory

Property Name	Address	City	Country	Parent Chain Name	Sabre Chain Code	Sabre Rate Code	Commission	Client Amenities
Adero Scottsdale, Autograph Collection	13225 North Eagle Ridge Drive	Scottsdale, Arizona	United States	Marriott	MC	L72	10%	Daily Breakfast for Two People, Per Booked Bedroom Local Welcome Amenity General Manager Welcome Letter Early Check-In / Late Check-Out Based on Availability Priority for Complimentary Room Upgrade (Based on Availability Upon Arrival) Complimentary Basic Wi-Fi Daily

- On Travel Edge Intranet under Partner information / Hotels: <https://adx.traveledge.com/resources/my-resources/partner-information>
- Replaces all earlier Hotel Partner Listing Files
- Currently at 5300+ Preferred Partner properties: Will Continue to be Updated with Additions & Edits
- Includes all Ensemble & TEN Preferred Partner Hotels

Contact Name	Contact Title	Contact Phone	Contact Email
Michael Valentino	Director of Sales & Marketing	+1 480.333.1829	Michael.Valentino@aderoscottsdale.com

Partner Update: Air & Insurance



Kristina Barrett
Relationship Director, Air & Insurance



Travelex

Travelex Insurance Services Inc. updates and eligible coverage

As always, our primary concern is for the safety and well-being of our customers. We provide up-to-date travel alerts on our website to help keep travelers informed about severe events that may impact their travel plans and travel insurance coverage.

Please visit the [Travel Alerts](#) page on our website for the most current known and foreseeable events.

Travel insurance is designed to help protect travelers against covered unforeseen events. Travelex protection plans must be purchased prior to the date when an event becomes foreseeable to be eligible for coverage. Customers who purchased plans prior to a storm may be eligible for coverage.



Delta Air Lines

Delta Sky Way at LAX transformation complete, 18 months ahead of schedule

Delta Air Lines and Los Angeles World Airports have unveiled the final major phase of the \$2.3 billion *Delta Sky Way at LAX project*

Terminal 3 at Los Angeles International Airport now directly connected to the Tom Bradley International Terminal via moving airside walkways, officially eliminating the need for busing between terminals.

Visit [Delta News Hub](#) for a full timeline of the project's journey



Delta Air Lines

Delta to launch new service between Haneda to Honolulu

Launching on Oct. 28, 2023, this route is the first time Delta has offered a service between Haneda and Honolulu after all Tokyo operations were moved from Narita Airport to Haneda in March 2020.

[Full Article Here](#)



Delta Air Lines

Delta Sky Club's new location in Newark's Terminal A reflects city's industrial past

Delta's stylish, new 7,000-plus-square-foot space seats over 200 guests (an increase of 50 from the Terminal B Club) and includes elevated views of the newly built Terminal A and airfield. [Details here](#)



Operations Update



Kate Richardson
Director, Operations



Upcoming Training

On Demand

IN PROGRESS

- ✓ Cruise Certification
- ✓ Destination Guides
 - Partnered with Arrival Guides
 - Top destination guides
- ✓ Register for Compass [here](#)

Live

FY'24 Live Training Plan to be released shortly

- Targeted towards advisors who are newer to the industry and in our Venture+ program
- Experienced advisors welcome to join!



A Message from our Development Team

Advisors may have experienced slowness, intermittent issues and errors while using ADX across the past few weeks

- The root cause has been identified.
- The team is in the process of upgrading the systems to avoid these issues in the future.
- While progress has been made, there is still work underway. Dedicated team members are working on this as we speak, and it is their top priority.
- To keep you informed and to increase transparency, the development team has placed a banner on the main dashboard in ADX.
- Once a clear timeline has been established, we should expect further communication.

What's New in ADX

Small ADX Updates

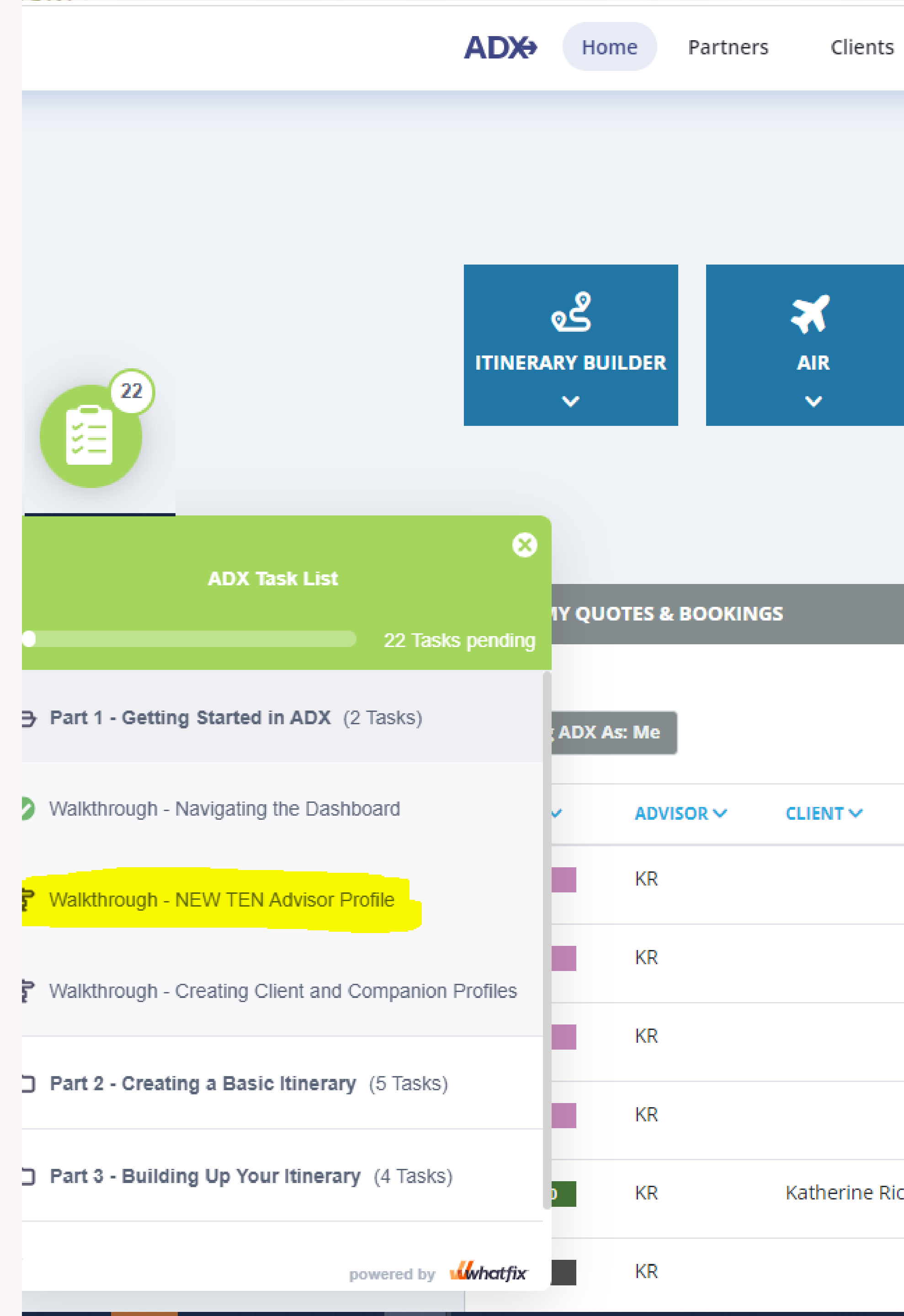
See All details [here](#)

- When charging the 24/7 product fee in ADX, advisors will now see the following on the invoices: TEN - 24/7 Support Fee
- Advisors can now showcase their social media information on client itineraries

Updates to Advisor Profile

The changes include the profile being renamed to account, a new look for the entire profile section, and new branding features to allow even more white-label and customization options!

- Did you miss the live training? Take a look at the on-demand [training](#)
- Better yet, login to ADX and click on the walkthrough. You will be guided through the entire profile section, live in the system.



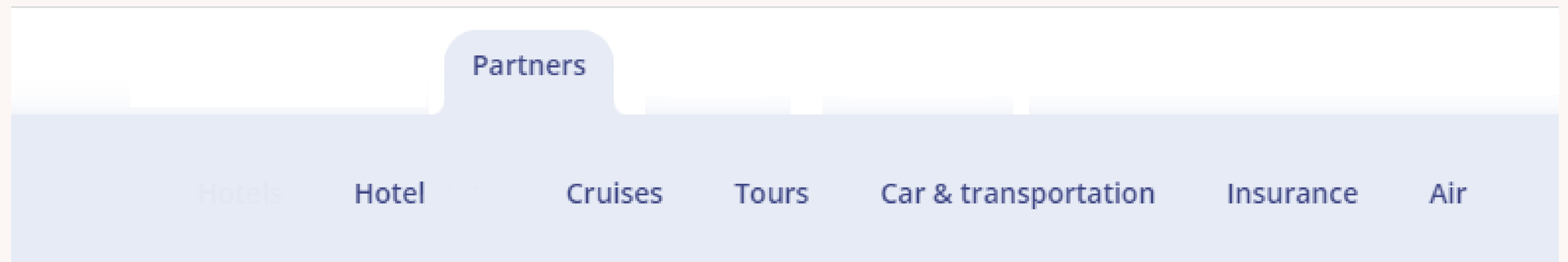
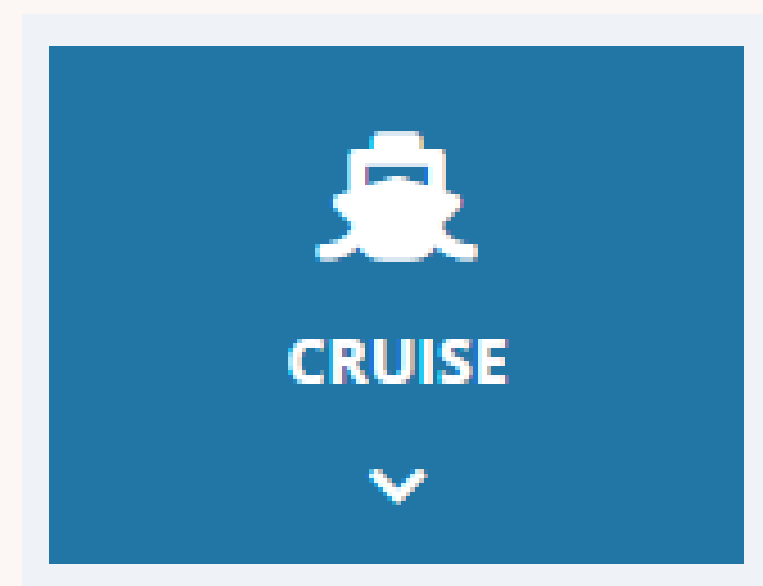
What's in Development

Internal Pilot for Cruise Bookings in ADX has begun

- Internal Team is being trained this week
- TEN Pilot to begin in the upcoming weeks

Partners Tab in Development – Comprehensive Supplier Information

- Portal Access, How to Book, Who to Contact, Operating Countries, Training Programs, Client Amenities, Advisor Perks
- Rollout will start with Insurance followed by Tours, Transport and other supplier types.



Thank you!

