



Scott Koepf  
Sales



A multi-faceted business development program produced by five travel industry trainers, educators, entertainers and motivators.

### *The program*

Scott Koepf, Mike Marchev, Richard Earls, Nolan Burris and Stuart Cohen have captured the essence of **sales, customer service, marketing, social media** and **group sales**. Each of the five two-hour modules are accompanied by supportive material in an easy to follow workbook.

Our sponsors Celebrity Cruises, TravelSafe Insurance and Starwood Hotels believe that this program should be studied by every professional travel agent who is sincerely interested in building and maintaining a profitable business.



Mike Marchev  
Customer Service

### *What you will learn*

- Easy and effective social networking strategies
- Increased referrals and repeat clients through relationships
- Successful sales through differentiation
- How and why marketing “planning” is more important than the “plan”
- How to develop a successful and profitable group-oriented business



Richard Earls  
Marketing

### *The choice is yours*

Each topic is available instantly through online streaming video, along with downloadable workbooks. Choose one or get them all! You can also order the entire collection on DVD including high quality printed workbooks.



Nolan Burris  
Social Media

### *Special pricing*

Thanks to our sponsors, for a limited time you can save up to 50%!

#### *Watch Online:*

- *Now only 24.95 per topic (reg. price \$49.95)*
- *Get them all for \$99.95 (reg. price \$199.95)*

*Special DVD Boxed Set: \$179.95 (reg. price \$249.95)*



Stuart L. Cohen  
Group Sales

To order or to learn more, visit  
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