

MVT Exclusive Fams *President's Club*





Forbes ★ ★ ★ ★ ★
TRAVEL GUIDE

750+ \$415M

ADVISORS

IN SALES

Montecito Village Travel is a proud member of Virtuoso. Our network now includes 750+ advisors; in 2024, we will have \$415 million in sales.

Our President's Club Fam trips are intended for elite group of our top-producing advisors who could benefit from an immersive experience with our preferred partners (Endless Luxury + Hotel Club).

MVVT
RESERVE TRIPS



About *our president's club*



President's Club Achievers

President's Club status is achieved when an advisor generates settled revenue of \$100,000 during the calendar year. Over 1M in sales.



President's Club *Elite* Achievers

President's Club Elite status is achieved for advisors generating settled revenue of \$150,000 in the calendar year. Over 1.5M in sales.



President's Club *Ultra* Achievers

President's Club Ultra status is achieved when advisors achieve \$250,000 in settled revenue during the calendar year. Over 2.5M in sales.

President's Club —————>



The 2024 President Club advisors are expected to produce over \$200M in sales. This trip is a unique opportunity to have your property and destination experienced by the very best in the business.




We highly recommend this kind of experience with any partners looking to grow their exposure and their book of business with our network of advisors. It is a unique way to gain brand loyalist who will champion your product to the rest of our advisorship.

From you

Because of the nature of these events, we are flexible regarding itinerary submissions; however, for advisor interest and convenience, we recommend three-night itineraries at one property or four-night itineraries incorporating two properties. This opportunity is specifically available for Land (Onsites, DMC, Wholesalers) & Hotel partners. If you are a DMC, Tour or Wholesaler, we ask that the trip is no shorter than 4 days. We can plan alternative trip types if you suggest trips further from home or are not a Land Partner (please reach out to marketing@ytc.com)

- 3-night trip if one hotel would like to host a trip by itself (must be in North America, including the Caribbean & Central America)
- 2-night trip if we can bundle a hotel up with another property nearby
- 4 to 8-night trip if you are a DMC, Tour operator or Wholesaler



More details on recommended amenities are provided on the next slide. We recommend all partners consider the best representation of the onsite experience catered to our top producers.

Hotel Amenities

Please ignore slide if you are a DMC, Tour, Wholesaler or another partner type.

These amenities are recommended so our advisors can experience the property like their clients, though not all are required.

- Welcome Amenities
- Upgrade on arrival, subject to availability
- Daily breakfast credit included
- \$100 USD equivalent Resort or Hotel credit to be utilized during stay (Not combinable, not valid on room rate, no cash value if not redeemed in full)
- Turn down amenities
- Spa treatment or other activities
- Site Inspection
- Other F&B included for the most part
- Transfers to hotel and returning to the airport



Results *Driven*

Eclectic Greece Case Study

We have enjoyed developing the relationship with MVT and are thrilled to see that not only did our sales grow from this trip, but we were also able to provide a strong foundation of knowledge for the advisors who participated. We expect the positive results to continue for years to come.

- Eva Saringala
Sales Director at Eclectic Greece



300%

Increase in sales YoY
(2019 compared to 2021)

Time period representative of year
prior to MVT advisor travel
experience compared to year
following travel

Benefit of Travel



These experiential programs were created to help our partners. They are designed to introduce our advisors to changing, new, or exciting properties they can champion.

What does that mean?

Frequently, we see advisors become brand advocates for the properties they visit, which ultimately leads to increased agency sales. They share their experiences with clients and their peers by posting on closed advisor groups and sharing them on social media and with their clients.



Next Steps



Email

chris@montecitovillagetravel.com

Discover alternative trip types with an email asking about:

President's Club Ultra Fams, President's Club & President's Club Experiences, Reserve Trips, Top Producer Trip, Management Retreats, and Educational Social Media Retreats

Apply to host an MVT Trip

[Click here](#)

