



# SALES MEETINGS

This one of the most effective marketing tool which allows you to bring the information about your product directly to potential customers. Acting on behalf of your company, our agents' coordinators make appointments with travel agents who fit your criteria (mass tourism, or MICE, or VIP, or networks etc.). Each day you get detailed report where you see full contact information, short comments about the agency and their attitude toward your product / service.

Baginet said in advance that is not a chip tool, since they have very experienced employees. But at the end, we even increased our contract to get more promo-hours, since it was really effective, and brought much more bookings from travel agents, that any other tool.

- Konstantin Gorin, Ambotis Holidays, RUSSIA - GREECE

average number of  
promo-hours per client

# 150

average rate of  
signed contracts

# 80%

average rate of  
made bookings

# 65%

## LOOK WHAT YOU GET

- + preliminary education of employees about your product and services
- + distribution of brochures and catalogues
- + detailed contacts of each agency
- + daily report about each meeting
- + intention to sign a contract on each meeting
- + intention to subscribe for your mailing list of each agent
- + presentation of your web site in-person
- + professional staff with minimum 7 year experience in tourism

## PAY AS YOU GO

To make an appointment, we do 7 to 10 phone calls to different travel agents

You pay only for meeting hours (promo-hours), regardless how much time we spent for meeting preparation and transportation.

Our managers have minimum 5 year experience in tourism industry in sphere of agency communication or marketing.

Each manager has three-four hour training about your product before to go to a single meeting.

Each meeting lasts from 45 minutes to 1,5 hour.

PAY  
PER HOUR

## PREPARE FOR MEETINGS

### 1

STEP

Online meeting with our managers to teach them about your product.

### 2

STEP

List with key facts about your company with answers to most common questions (even negative)

### 3

STEP

Brochures, catalogues, flyers for delivery to travel agents

starting from

# 450 €