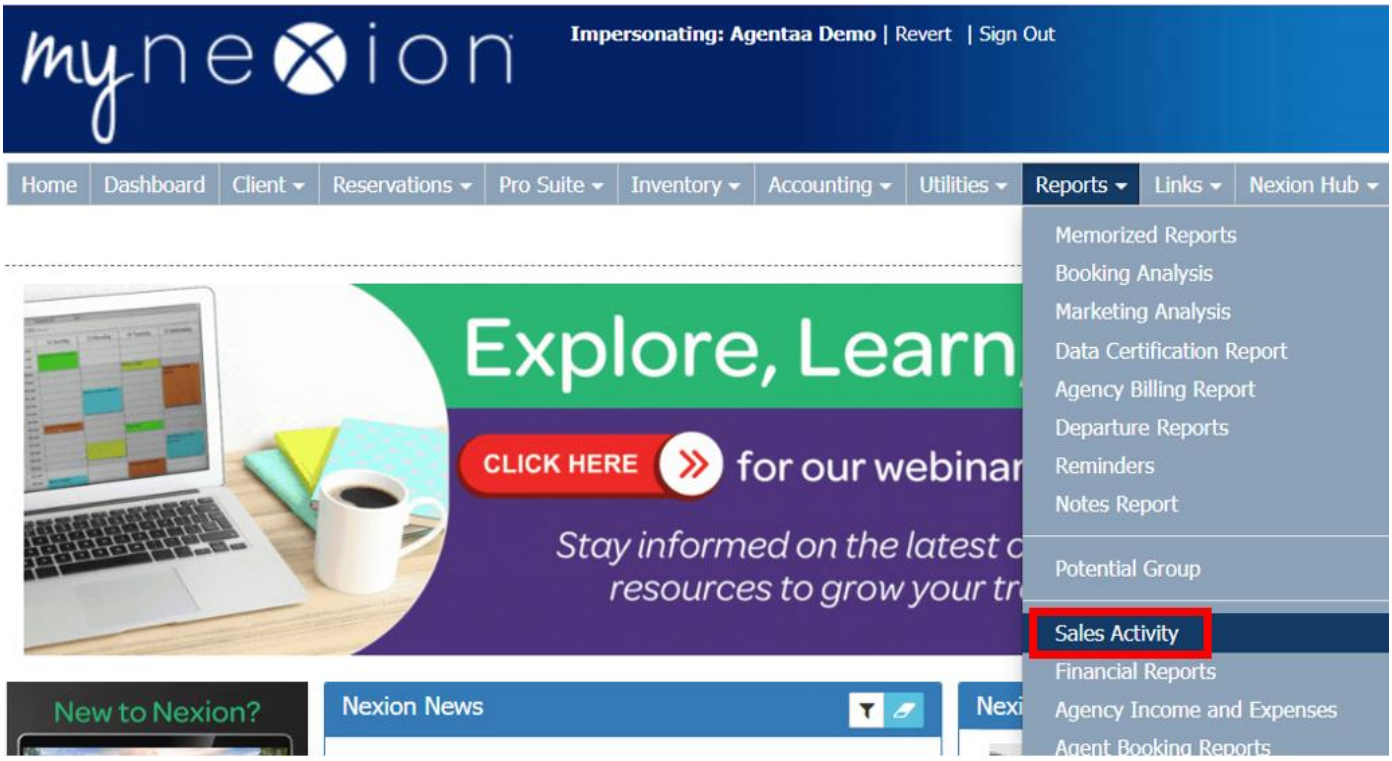
2025 Luxury Sales Summit

Qualifications to attend Nexion's 2025 Luxury Sales Summit is a minimum of $400,000 in sales with our luxury and upper premium preferred partners during the 12-month period of January 1, 2024 through December 31, 2024. Sales MUST be posted in AgentMate during this timeframe to verify.

(A complete listing of Nexion preferred luxury and upper premium partners can be found at the bottom of this document).

To determine if you meet the criteria to attend the Luxury Sales Summit, use the Sales Activity report within AgentMate to view your luxury and upper premium sales.



Within the Sales Activity report, edit the following fields to view your accurate sales activity for the 12-month period covering January 1 -December 31, 2024. (Use screenshot below to help guide you).

1 - Select Report: check all fields - New / Adjusted / Cancelled

2 - View Selection: Summary

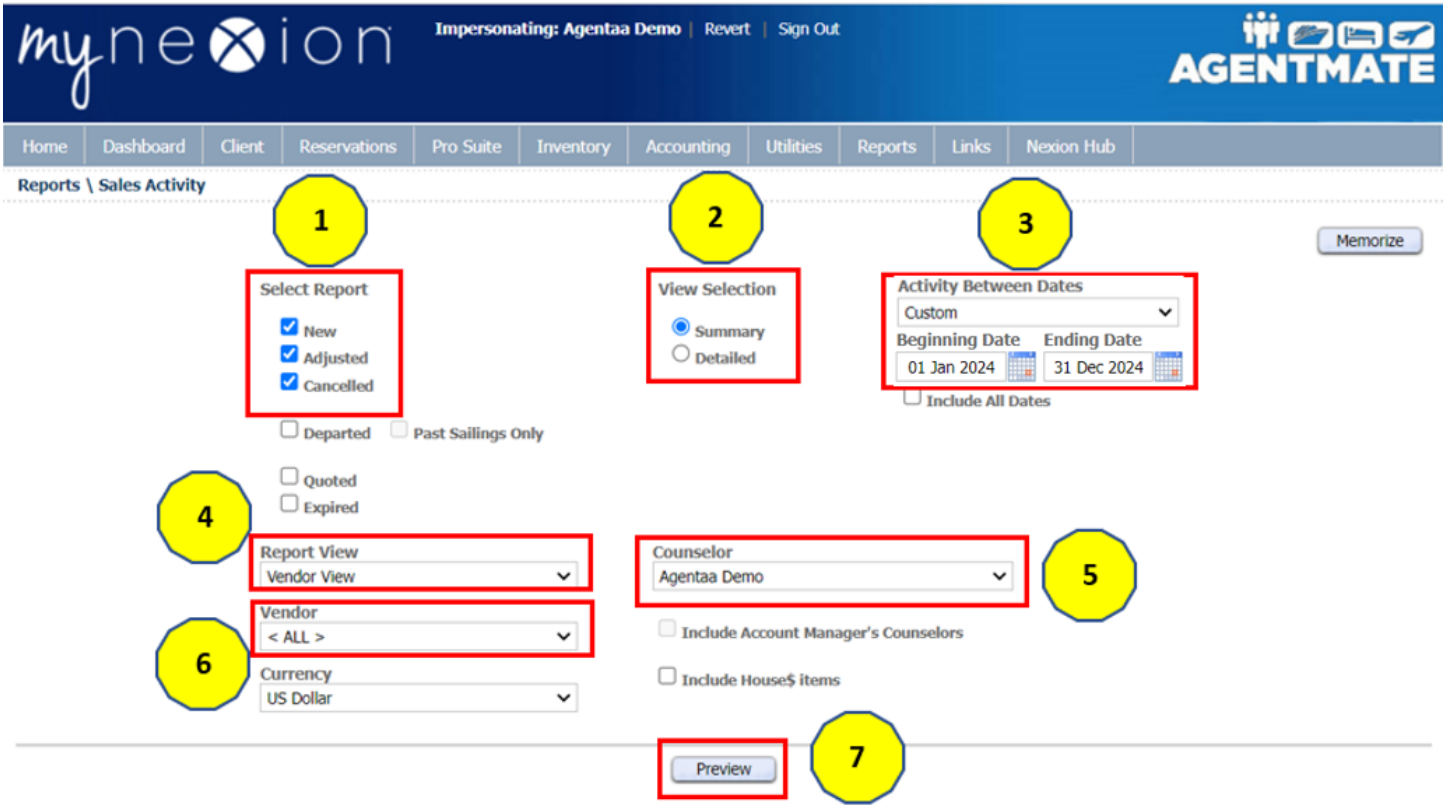
3 - Activity Between Dates: Custom to show Beginning Date January 1, 2024 and Ending Date December 31, 2024 or if pulling results in 2025, you can use 'Last Year' instead of custom dates to capture the same timeline.

4 - Report View: Vendor View

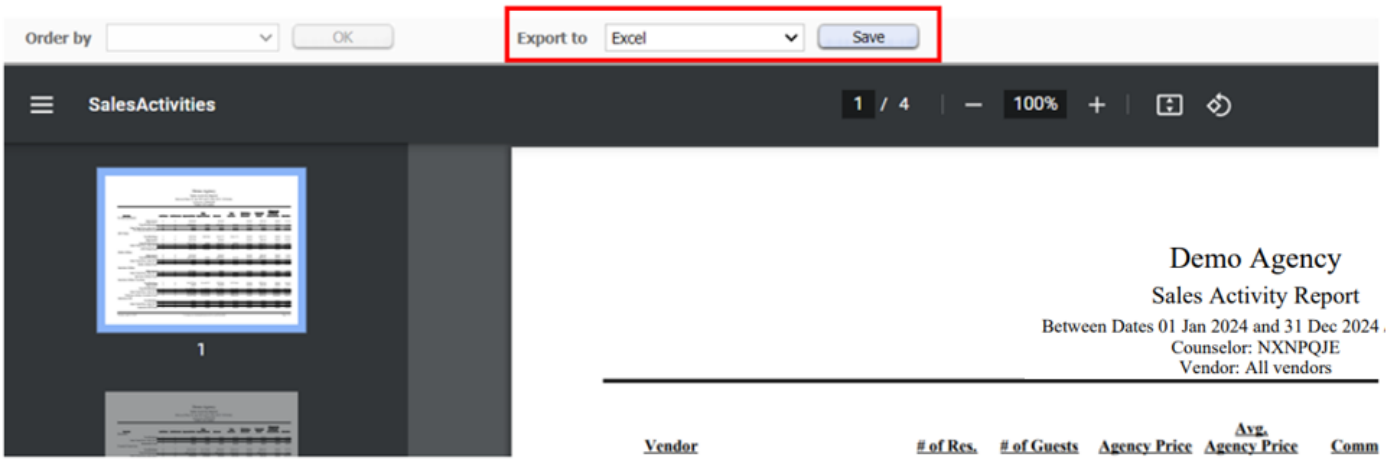
5 - Counselor: This field defaults to ALL. If you have a multi-agent agency, be sure to select your name.

6 - Vendor: here you have the option to view 1 supplier at a time or you can select ALL and then locate the luxury and upper premium suppliers, from the list provided, to view your sales per supplier.

7 – Click Preview



After clicking Preview, a new page will open giving you the data you selected. You can then export that data using Excel so that you can analyze and filter the information easier. Once you hit SAVE, the Excel report will download to your desktop.



If you selected ALL under the Vendor section when choosing the vendor field, this is where you will need to go through the listing to locate the luxury and upper premium suppliers and then add up your total sales with those suppliers to determine if you meet the $400,000 minimum requirement before applying.

Demo Agency

Sales Activity Report

Between Dates 01 Jan 2024 and 31 Dec 2024 / US Dollar
Counselor: NXNPQJE
Vendor: All vendors

Vendor	# of Res.	# of Guests	Agency Price	Avg. Agency Price	Comm.	Avg. Comm.	Markup / Discount	Expected Profit	Charges & Comm on Earned Rev.	Yield %
Kensington Tours										
New Bookings	1	4	$20,478.00	$20,478.00	$2,867.00	$2,867.00	$0.00	$2,867.00	$0.00	14.0%
Sales Total (New, Adj, Cxl) *	**1**	**4**	**$20,478.00**	**$20,478.00**	**$2,867.00**	**$2,867.00**	**$0.00**	**$2,867.00**	**$0.00**	**14.0%**
Kensington Tours Total	**1**	**4**	**$20,478.00**	**$20,478.00**	**$2,867.00**	**$2,867.00**	**$0.00**	**$2,867.00**	**$0.00**	**14.0%**
Regent Seven Seas Cruises										
New Bookings	1	2	$29,498.00	$29,498.00	$3,324.00	$3,324.00	$0.00	$3,324.00	$0.00	11.27%
Adjustments	1	2	$0.00		$7.90		$0.00	$7.90	$0.00	0.0%
Sales Total (New, Adj, Cxl) *	**1**	**2**	**$29,498.00**	**$29,498.00**	**$3,331.90**	**$3,324.00**	**$0.00**	**$3,331.90**	**$0.00**	**11.3%**
Regent Seven Seas Cruises Total	**1**	**2**	**$29,498.00**	**$29,498.00**	**$3,331.90**	**$3,324.00**	**$0.00**	**$3,331.90**	**$0.00**	**11.3%**
Tauck										
New Bookings	2	4	$50,836.00	$25,418.00	$6,408.76	$3,204.38	$0.00	$6,408.76	$0.00	12.61%
Adjustments	3	5	$0.00		$440.15		$0.00	$440.15	$0.00	0.0%
Sales Total (New, Adj, Cxl) *	**2**	**4**	**$50,836.00**	**$25,418.00**	**$6,848.91**	**$3,204.38**	**$0.00**	**$6,848.91**	**$0.00**	**13.47%**
Tauck Total	**2**	**4**	**$50,836.00**	**$25,418.00**	**$6,848.91**	**$3,204.38**	**$0.00**	**$6,848.91**	**$0.00**	**13.47%**
Viking Cruises										
New Bookings	1	2	$9,596.00	$9,596.00	$1,631.44	$1,631.44	$0.00	$1,631.44	$0.00	17.0%
Cancelled Bookings	-1	-2	($9,596.00)	$9,596.00	($1,631.44)	$1,631.44	$0.00	($1,631.44)	$0.00	0.0%
Sales Total (New, Adj, Cxl) *	**0**	**0**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**17.0%**
Viking Cruises Total	**0**	**0**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**17.0%**

Upper Premium & Luxury Supplier Partners

Updated January 09, 2025

1. **Abercrombie & Kent – Luxury (Expedition, small ship, river, land, private jet, DMCs)**
2. **Adventures by Disney – Luxury (Family)**
3. ALG Vacations* – Luxury Vacation Packages only – (details will be required)
4. **ALTOUR Private Air – Luxury (Private air charters)**
5. AmaWaterways – Upper Premium (River)
6. American Airlines Vacations* – Luxury Vacation Packages only – (details will be required)
7. American Cruise Lines – Upper Premium/Niche (River)
8. **Atlas Ocean Voyages – Luxe Adventure (Cruise)**
9. Avalon Waterways – Upper Premium (River)
10. Avanti Destinations – Upper Premium (Tours)
11. Azamara – Upper Premium (Cruises)
12. Blacklane – Upper Premium (Chauffeur services)
13. Boutique Escapes – Upper Premium/Luxury (Custom FITs)
14. Classic Vacations – Upper Premium/Luxury (hotel packages)
15. **Crystal – Luxury (Cruise)**
16. **Cunard – Luxury (Cruise)**
17. Delta Vacations* – Luxury Vacations Program only– (details will be required)
18. Disney Cruise Line – Upper Premium (Family cruise)
19. Emerald Ocean Cruises – Upper Premium (Ocean only)
20. Europe Express – Upper Premium (Tours)
21. **Explora Journeys – Luxury (Cruise)**
22. **Four Seasons Yachts – Luxury**
23. Goway – Premium/Upper Premium (Tours/FITs)
24. Hurtigruten – Upper Premium (Cruise)
25. **Journese (Pleasant Holidays) – Luxury (Tours)**
26. **Kensington Tours – Luxury FIT (Land, villas, yacht charters, cruises)**
27. **Le Blanc – Luxury (Palace Resorts)**

28. Lindblad Expeditions – National Geographic – Upper Premium (Expeditions)
29. **Luxury Gold (by Insight Vacations) – Luxury (Tours)**
30. Memorable Travel Group (ICP) – Upper Premium/Luxury (DMC)
31. National Geographic Expeditions – Upper Premium (Cruise)
32. Oceania Cruises – Upper Premium (Cruise)
33. Paul Gauguin Cruises – Upper Premium (Cruise – small ship)
34. Personalized Services – Upper Premium/Luxury (Custom FITs)
35. **PONANT – Luxury (Cruise)**
36. Railbookers – Upper Premium/Luxury (Rail Vacations)
37. **Regent Seven Seas Cruises – Luxury (Cruise)**
38. **Ritz Carlton Yachts – Luxury**
39. Roadtrips Sports Travel – Upper Premium/Luxury (Sports Packages)
40. Rocky Mountaineer – Upper Premium/Luxury (Rail Vacations)
41. Sandals and Beaches Resorts – Upper Premium/Luxury (Hotel)
42. **Seabourn Cruise Line – Luxury (Cruise)**
43. **Scenic Luxury Cruises & Tours – Luxury (Ocean only)**
44. SELECT Hotels & Resorts – Upper Premium/Luxury (Hotel)
45. **SELECT Villas – Luxury (Villas)**
46. SELECT In-Country Partners – Upper Premium/Luxury (FITs, DMCs)
47. **Silversea Cruises – Luxury (Ocean, expedition)**
48. **Tauck – Luxury (land, river, small ship, expedition)**
49. Travel Answers (Travel 2) – Niche/Upper Premium (Tours - Australia, New Zealand, South Pacific)
50. **Uniworld Boutique River Cruises - Luxury**
51. Vacation Express* – Luxury Collection only – (details will be required)
52. Viking Cruises – Upper Premium (River/Luxury (Ocean) (Cruise)
53. Virgin Voyages – Upper Premium (Cruise)
54. Walt Disney Travel Company – Upper Premium (Tours)
55. Windstar Cruises – Upper Premium/Luxury (Cruise – small ship)