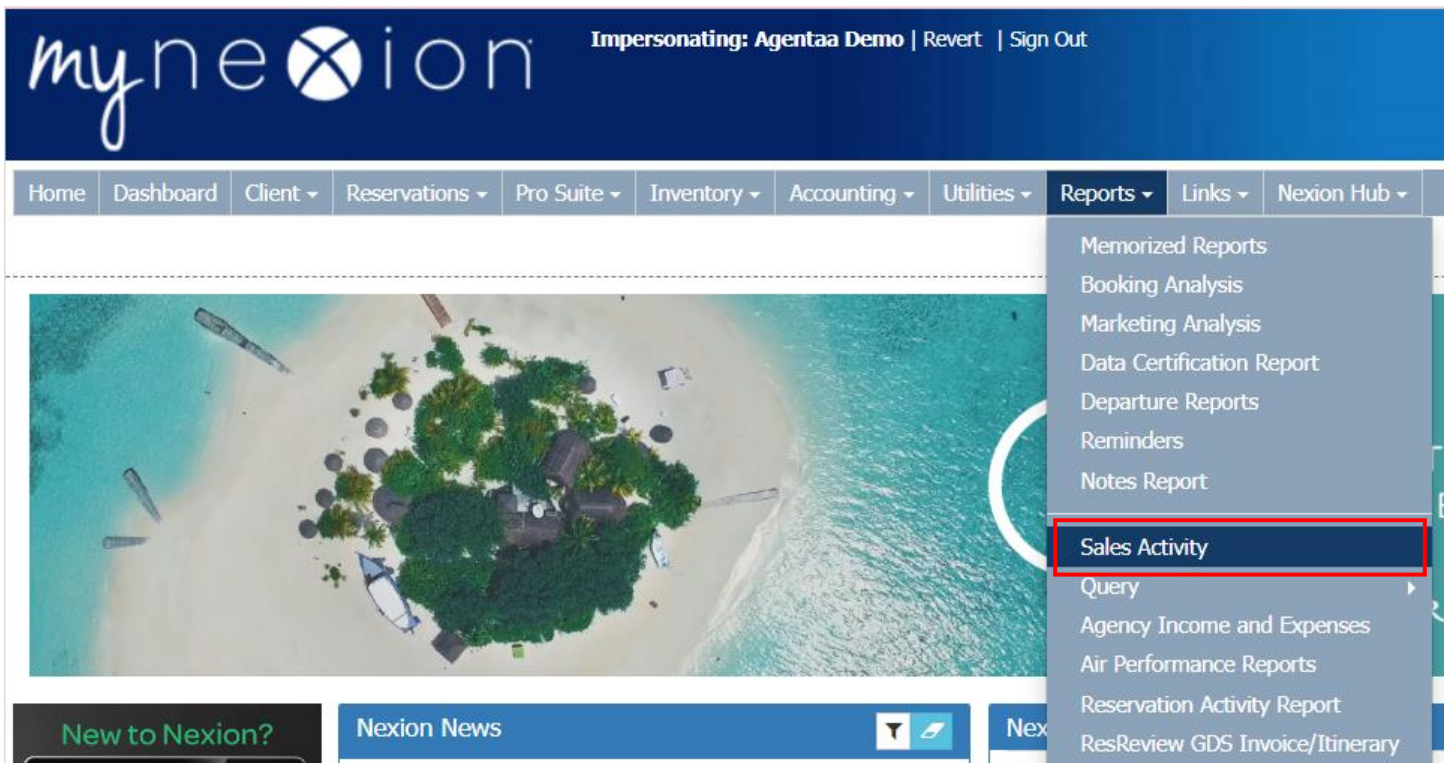


## 2024 Luxury Sales Summit

Qualifications to attend Nexion's 2024 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, 2023 through December 31, 2023.

A listing of Nexion luxury and upper premium preferred partners can be found at the end of this Quick Reference Guide.

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.



The screenshot displays the mynexion AgentMate interface. The top navigation bar includes the mynexion logo, the text "Impersonating: Agentaa Demo | Revert | Sign Out", and a menu with items: Home, Dashboard, Client, Reservations, Pro Suite, Inventory, Accounting, Utilities, Reports, Links, and Nexion Hub. The Reports menu is open, showing a list of report options: Memorized Reports, Booking Analysis, Marketing Analysis, Data Certification Report, Departure Reports, Reminders, Notes Report, Sales Activity (highlighted with a red box), Query, Agency Income and Expenses, Air Performance Reports, Reservation Activity Report, and ResReview GDS Invoice/Itinerary. Below the navigation bar is a large image of a tropical island. At the bottom, there are buttons for "New to Nexion?", "Nexion News", and "Nex".

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, 2023. (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, 2023 and Ending Date December 31, 2023. If pulling results in 2024, 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

myneXion Impersonating: Agentaa Demo | Revert | Sign Out

AGENTMATE

Home Dashboard Client Reservations Pro Suite Inventory Accounting Utilities Reports Links Nexion Hub

Reports \ Sales Activity

1

Select Report

New  
 Adjusted  
 Cancelled

Departed  Past Sailings Only

Quoted  
 Expired

2

View Selection

Summary  
 Detailed

3

Activity Between Dates

Custom

Beginning Date Ending Date

01 Jan 2023 31 Dec 2023

Include All Dates

4

Report View

Vendor View

5

Counselor

Agentaa Demo

Include Account Manager's Counselors  
 Include House\$ items

6

Vendor

< ALL >

Currency

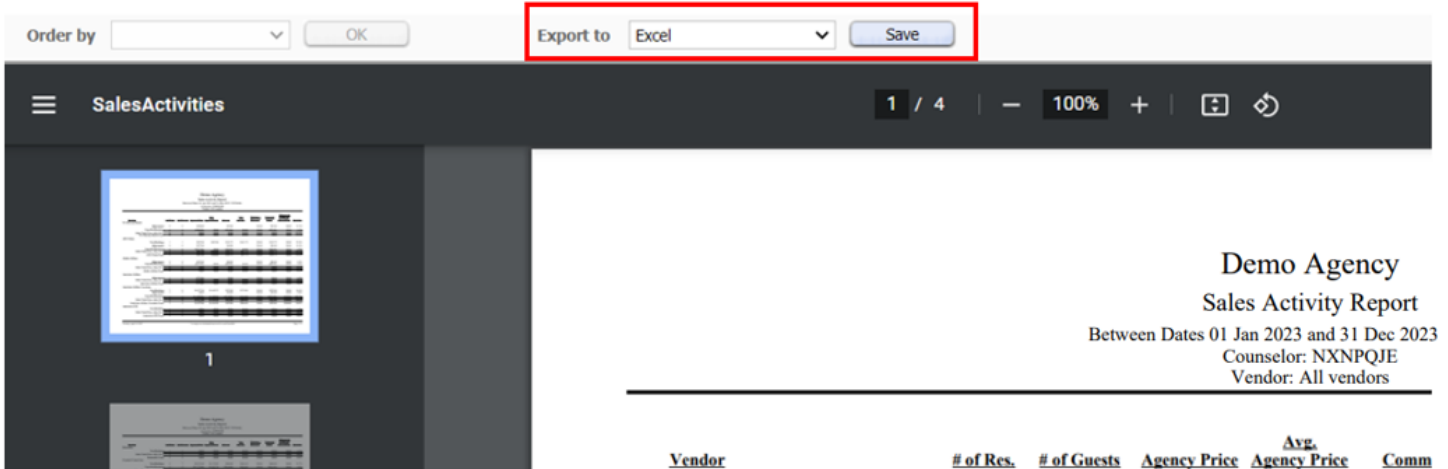
US Dollar

7

Preview

Memorize

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.

Agentaa Demo											
Sales Activity Report											
Between Dates 01 Jan 2023 and 31 Dec 2023 / US Dollar											
Counselor: NXN0000											
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 %	
<b>Kensington Tours</b>											
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%	
<b>Kensington Tours Total</b>	<b>1</b>	<b>4</b>	<b>\$20,478.00</b>	<b>\$20,478.00</b>	<b>\$2,867.00</b>	<b>\$2,867.00</b>	<b>\$0.00</b>	<b>\$2,867.00</b>	<b>\$0.00</b>	<b>14.0%</b>	
<b>Regent Seven Seas Cruises</b>											
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%	
<b>Regent Seven Seas Cruises Total</b>	<b>1</b>	<b>2</b>	<b>\$29,498.00</b>	<b>\$29,498.00</b>	<b>\$3,331.90</b>	<b>\$3,324.00</b>	<b>\$0.00</b>	<b>\$3,331.90</b>	<b>\$0.00</b>	<b>11.3%</b>	
<b>Tauck</b>											
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%	
<b>Tauck Total</b>	<b>2</b>	<b>4</b>	<b>\$50,836.00</b>	<b>\$25,418.00</b>	<b>\$6,848.91</b>	<b>\$3,204.38</b>	<b>\$0.00</b>	<b>\$6,848.91</b>	<b>\$0.00</b>	<b>13.47%</b>	
<b>Viking Cruises</b>											
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%	
<b>Viking Cruises Total</b>	<b>0</b>	<b>0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>17.0%</b>	



## Upper premium/luxury supplier partners

Updated October 2023

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. American Queen Steamboat Company – Upper Premium/Niche (River)
9. **Atlas Ocean Voyages – Luxe Adventure (Cruise)**
10. Avalon Waterways – Upper Premium (River)
11. Avanti Destinations – Upper Premium (Tours)
12. Azamara – Upper Premium (Cruises)
13. Blacklane – Upper Premium (Chauffeur services)
14. Boutique Escapes – Upper Premium/Luxury (Custom FITs)
15. Classic Vacations – Upper Premium/Luxury (hotel packages)
16. **Crystal – Luxury (Cruise)**
17. **Cunard – Luxury (Cruise)**
18. Delta Vacations\* – Luxury Vacations Program only– (details will be required)
19. Disney Cruise Line – Upper premium (Family cruise)
20. **Explora Journeys – Luxury (Cruise)**
21. **Four Seasons Yachts – Luxury**
22. GOGO Vacations\* – Luxury Vacation Packages only – (details will be required)
23. Hurtigruten – Upper Premium (Cruise)
24. **Journese (Pleasant Holidays) – Luxury (Tours)**
25. **Kensington Tours – Luxury FIT (Land, villas, yacht charters, cruises)**
26. **Le Blanc – Luxury (Palace Resorts)**

**27. Luxury Gold (by Insight Vacations) – Luxury (Tours)**

28. Memorable Travel Group (ICP) – Upper Premium/Luxury (DMC)

29. National Geographic Expeditions – Upper Premium (Cruise)

30. Oceania Cruises – Upper Premium (Cruise)

31. Paul Gauguin Cruises – Upper Premium (Cruise – small ship)

32. Personalized Services – Upper Premium/Luxury (Custom FITs)

**33. PONANT – Luxury (Cruise)**

34. Railbookers – Upper Premium/Luxury (Rail Vacations)

**35. Regent Seven Seas Cruises – Luxury (Cruise)**

**36. Ritz Carlton Yachts – Luxury**

37. Roadtrips Sports Travel – Upper Premium/Luxury (Sports Packages)

38. Rocky Mountaineer – Upper Premium/Luxury (Rail Vacations)

39. Sandals and Beaches Resorts – Upper Premium/Luxury (Hotel)

**40. Seabourn Cruise Line – Luxury (Cruise)**

41. SELECT Hotels & Resorts – Upper Premium/Luxury (Hotel)

**42. SELECT Villas – Luxury (Villas)**

43. SELECT In-Country Partners – Upper Premium/Luxury (FITs, DMCs)

**44. Silversea Cruises – Luxury (Ocean, expedition)**

**45. Tauck – Luxury (land, river, small ship, expedition)**

46. Travel2 – Niche/Upper Premium (Tours - Australia, New Zealand, South Pacific)

47. Vacation Express\* – Luxury Collection only – (details will be required)

48. Viking Cruises – Upper Premium (River)/Luxury (Ocean) (Cruise)

49. Virgin Voyages – Upper Premium (Cruise)

50. Walt Disney Travel Company – Upper Premium (Tours)

51. Windstar Cruises – Upper Premium/Luxury (Cruise – small ship)

This list is to guide our advisors in identifying your luxury and upper premium sales for qualifying to attend the 2024 Luxury Sales Summit. Qualifications include a minimum of \$400,000 in luxury and upper premium sales posted in AgentMate during the 12-month period of January 1, 2023 through December 31, 2023.

In addition to sales with the specific suppliers listed above, we will review other luxury bookings if it will help advisors reach the minimum requirement of \$400,000 in total luxury and upper premium sales.

Advisor will need to provide specific details (listed further below) for these additional sales to be considered. Those other luxury bookings may include:

1. Those made with partners shown with an asterisk (\*) – ALG Vacations, American Airlines Vacations, Delta Vacations, GOGO, Vacation Express
2. 5-star property or a suite category booked with a Nexion preferred partner not listed above.
3. SELECT Hotel, Resort, Villa and/or In-Country Partner DMC

\* Note: SELECT only provides Nexion with aggregated sales reports, not sales by individual advisor.

Important: During the application process, for us to consider these other luxury bookings, you will be required to upload an Excel spreadsheet or Word doc with the following itemized information for each luxury booking made during the 12-month period of January 1, 2023 – December 31, 2023 that you want reviewed:

- Resort, Hotel or Suite information
- Supplier booked through
- Reservation Number
- Client Name
- Booked Date
- Sales Amount

Incomplete submissions will not be considered.

**To qualify, ALL bookings must be posted in AgentMate and cannot be NET.**