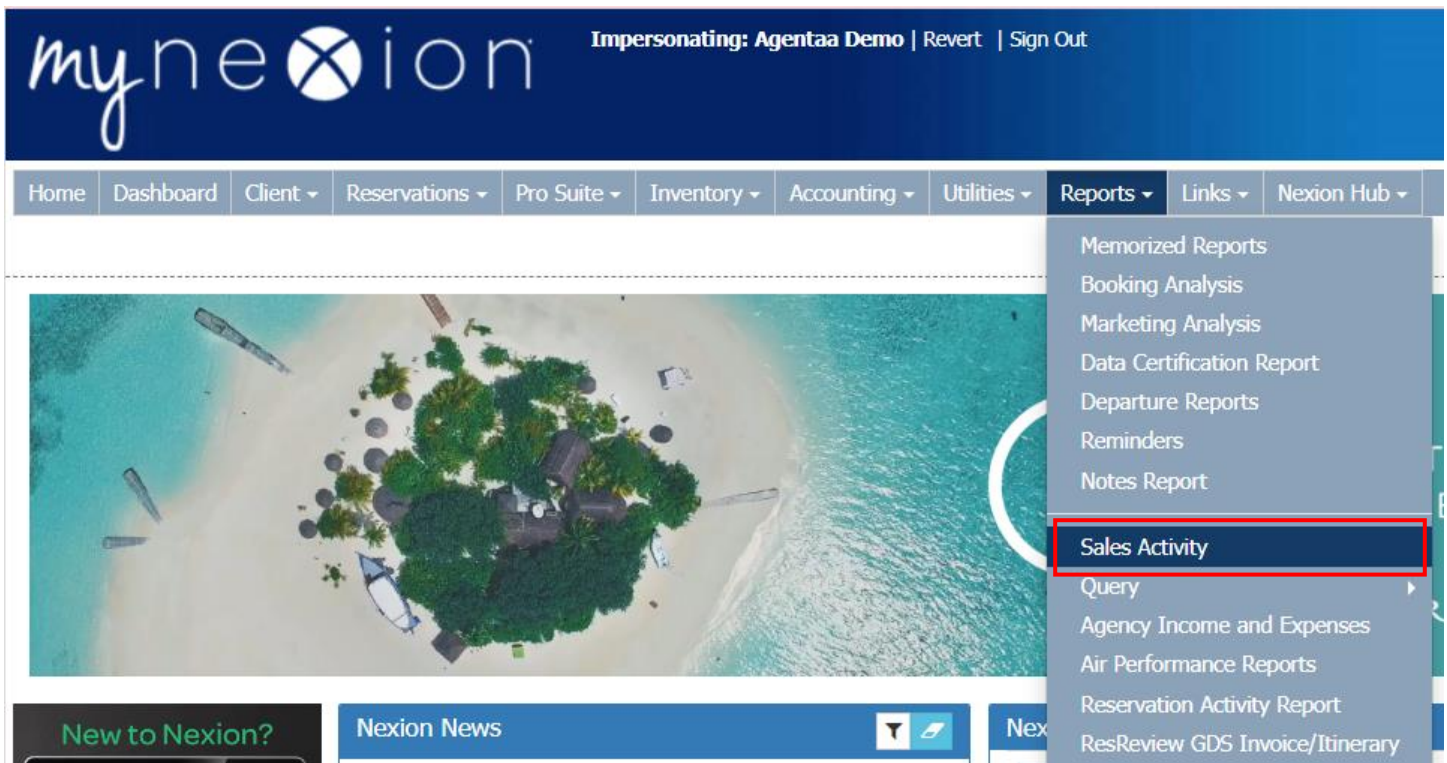


2024 Luxury Sales Summit

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. At the top, the logo "mynexion" is visible on the left, and "Impersonating: Agentaa Demo | Revert | Sign Out" is on the right. Below the logo is a navigation bar with tabs for Home, Dashboard, Client, Reservations, Pro Suite, Inventory, Accounting, Utilities, Reports, Links, and Nexion Hub. The Reports tab is selected, and a dropdown menu is open, listing various report options. The "Sales Activity" option is highlighted with a red border. Below the navigation bar, there is a large image of a tropical island. At the bottom of the interface, there are buttons for "New to Nexion?", "Nexion News", and "Nex".

mynexion Impersonating: Agentaa Demo | Revert | Sign Out

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

Memorized Reports
Booking Analysis
Marketing Analysis
Data Certification Report
Departure Reports
Reminders
Notes Report
Sales Activity
Query
Agency Income and Expenses
Air Performance Reports
Reservation Activity Report
ResReview GDS Invoice/Itinerary

New to Nexion? Nexion News 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 >

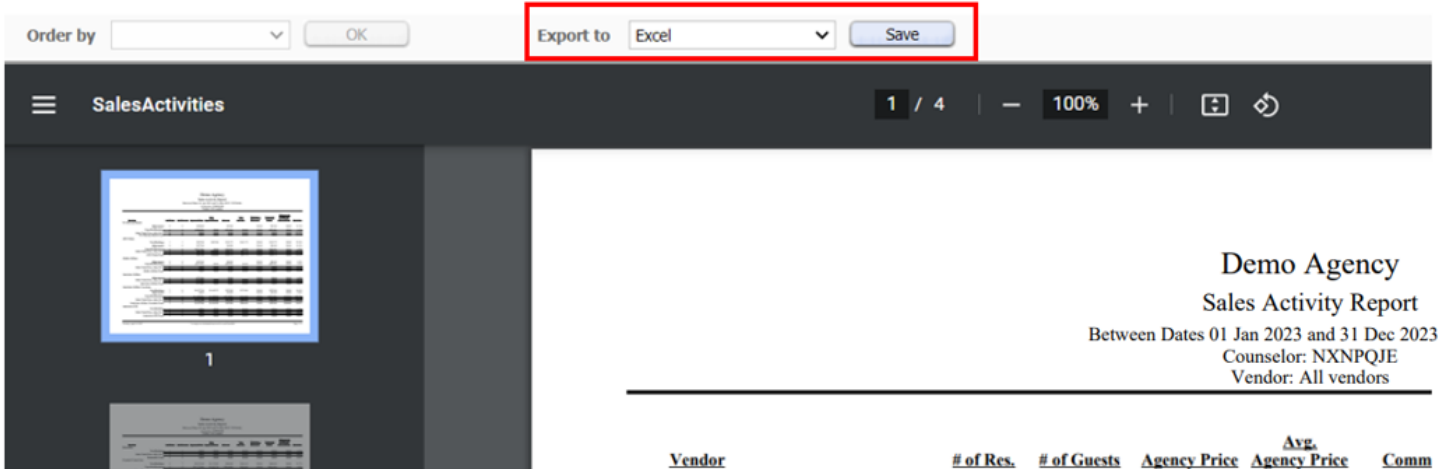
7 Currency

US Dollar

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 %	
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%	