

EMBARK
BEYOND

EMBARK
COLLECTIVE

Beyond Hosting.



collective.

[kə'lektiv] *noun*

A cooperative unit
or organization

WHY EMBARC COLLECTIVE?

- Culture & Reputation
- Collaborators Not Competitors
- Competitive Commission Splits & Increased Product Margins
- Marketing & Business Development Support
- Affiliations & Partnerships – Virtuoso & AMEX
- Tools, Resources & Ongoing Training
- Unique Partner Potential



COMMUNITY CULTURE

- Collaborative! Open, Supportive Environment
- Client Centric
- Innovative and Entrepreneurial
- Enthusiasm for continuous training and education
- Connected, not alone! Daily, optional morning Zoom meetings for sharing and connecting with your peers.



EMBARK's ILTM 2019 Team



COLLABORATORS NOT COMPETITORS

It is about the return, as much as the split.
We go BEYOND average hosting efforts.

We help scale your business with access to our trained pool of assistants and concierge without the need to pay for your own full-time person.

Your success, is our success. That is the COLLECTIVE Mentality.



EXCELLENT REPUTATION & RECOGNITION

A POWERFUL REPUTATION, WHILE BOUTIQUE AT HEART.



VOGUE

THE WALL STREET JOURNAL.

Condé Nast
Traveler

The New York Times

BAZAAR ^{Harpers}

TRAVEL WEEKLY

Forbes

CNN

DEPARTURES

TRAVEL+
LEISURE

AFAR

The Washington Post





COMPETITIVE COMMISSION SPLITS & INCREASED PRODUCT MARGINS

- Competitive Commission Split
- Earn More with Increased Margins:
 - Vertical integration with wholesale partners and tour operators upgrading your margins to an average of 18%
 - Wholesale air rates up to 70% off
- Passive Income Opportunities
 - Percentage of any new IC(s) you bring in, for their life as an IC
 - Referred business between other teams

MARKETING STRATEGY & BUSINESS DEVELOPMENT

- Beyond Stock Emails and Standard Campaigns
- Personal Annual Marketing Strategy and Business Plan
- Optional Monthly Check-In With Our In-House MBA Consultants
- Savvy Social Media Support
- Unique Client Engagement Opportunities
- Lifestyle Brand Partnerships for Luxury Positioning
- Mainstream Media Strategy and Placement Opportunities
- Options for Branding with EMBARK Beyond, or As Your Own Brand



VIRTUOSO
Innovation Award
Marketing
2020 FINALIST



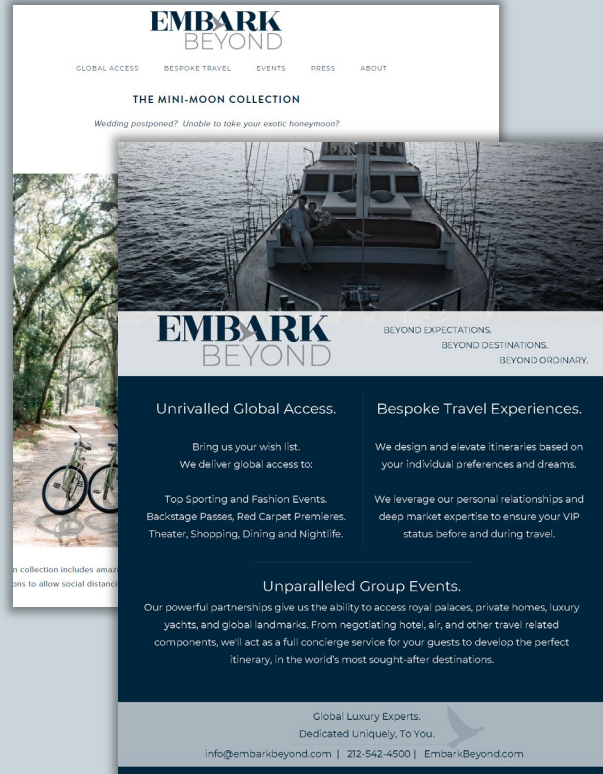
MARKETING SUPPORT & BUSINESS DEVELOPMENT

Options available to you if branding as EMBARK Beyond include:

Email Campaigns



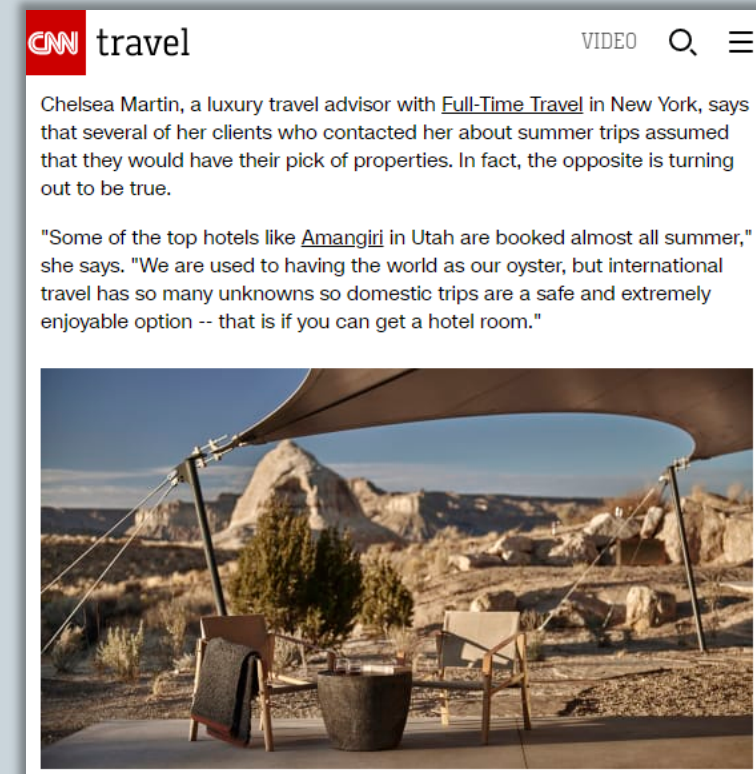
Selling Materials for You



Social Media Material & Special Features



Press Opportunities



MARKETING SUPPORT & BUSINESS DEVELOPMENT

Additional Support Available to You for Your Separate Brand:

- Help Organizing your Client Database
- Integrated CRM Tool
- Assistance Customizing Embark Campaigns
- Email Templates to Sync to your Mail System
- Creation of Your Optional Webpage, with Booking Engine

PROUD AFFILIATE OF
EMBARK
BEYOND

AFFILIATIONS

– VIRTUOSO & AMEX

- o Virtuoso Member Agency
- o Access to AMEX Pay with Points Program through our Partner Brickell Travel Management
- o Recognized in all major vendor affiliation programs, including:



STRATEGIC PARTNERSHIPS



Leader in Business, Incentive and Entertainment Travel.

CORE:

Private Membership Club for World's Top One-Percent.



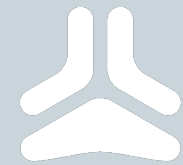
Elite Concierge for Premium VIP World Event Access.



World Authority in Luxury and Mega-Yachts.



Italian World Leader in Luxury Linens Since 1860.



JETLINX

Leading Private Jet Travel Membership Company.

TOOLS & RESOURCES

- Air Program, Air Desk and Rate Desk
- Axis
- Graphical Web-based Air And Hotel Booking Engine
- Cornerstone
- CRM For Client Reservation And Profile Management
- Robust Intranet With Detailed Destination Resources
- Concur
- Risk Management
- Online Access To Reporting And Commissions

INTRANET SYSTEM: *EMBARC INSIDER*

- Central Hub for All EMBARK Members
- Destination Resources
- Proposal Templates
- Loyalty Program Information and Links
- Travel Impacting News Headlines
- Much More!



EMBARC
BEYOND



Welcome to
EMBARC's Intranet

Search



Quick Navigation

Destination Guides

Vendor Information

Company Contacts

ONGOING TRAINING

EMBARK ACADEMY TRAINING & DEVELOPMENT

HARD TRAINING

Travel education in all areas of the business

- o Destination deep-dive seminars
- o Learn-To-Sell classes for villas, jets, yachts, etc.
- o Ticketing and Booking in GDS

SOFT TRAINING

Education in non-travel skills

- o Hospitality
- o Advanced Sales Techniques
- o Critical Thinking
- o Anticipating Needs
- o Workshops by Master Connection Associates
 - o Creators of Ritz-Carlton, Four Seasons and AMAN Service Programs
- o Immersion in Embark's Core Values and Client Promise

BECOME A PARTNER

- Significant Share in Company Profits
- Influence Over Company Direction
- Attract and Retain Talent
- Synergies between Different Specialties
- Attract Key Partners Who Add Value both Inside & Outside the Travel Space



THANK YOU!

WE HOPE YOU WILL CONSIDER JOINING US.

