

VIRTUOSO.COM

Leveraging Technology for Greater Human Connection

VIRTUOSO.COM Access to the network intranet site as well as the consumer website.

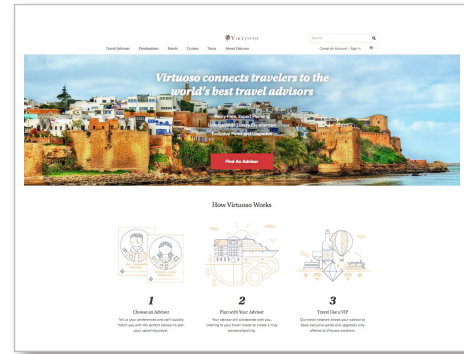
VIRTUOSO.COM AGENCY & ADVISOR PROFILES

Highly indexed by Google, profiles are searchable in the advisor and agency catalogs to attract current and prospective clients.

VIRTUOSO.COM DASHBOARD See the information and quick links that are most relevant to you and your business.

PRIVATE LABEL VIRTUOSO.COM

Your customized version of virtuoso.com. Available for agencies and advisors.



VIRTUOSO COMMUNICATIONS

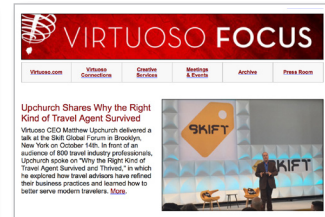
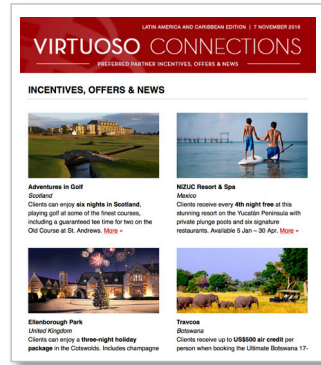
Knowledge is Power

VIRTUOSO FOCUS

Network eNewsletter that centralizes all Virtuoso news.

VIRTUOSO CONNECTIONS

Weekly email about Virtuoso preferred partners that includes advisor incentives, consumer offers, and news.



BECOME A VIRTUOSO

If you are interested in joining Virtuoso, here's what you need to know about becoming a part of the most influential network in luxury travel.

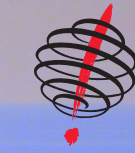
ELIGIBILITY Membership is for travel agencies that meet established sales criteria among Virtuoso preferred supplier partners.

COST Annual agency membership fees vary by region.

HOW TO GET STARTED Complete the online *Expression of Interest* form at becomeavirtuoso.com.

For complete details, email membership@virtuoso.com or call 817.334.8637.

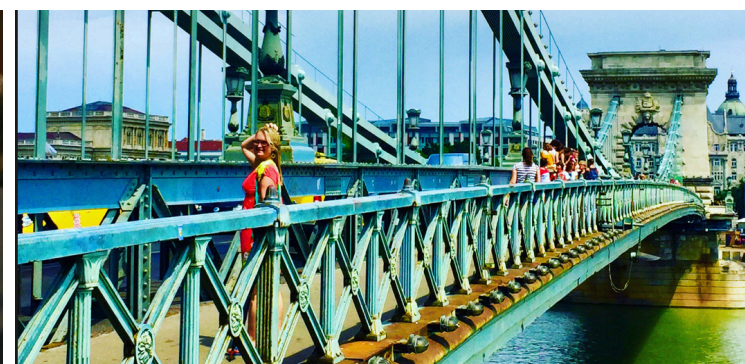
BECOMEAVIRTUOSO.COM



VIRTUOSO

KEY MEMBERSHIP BENEFITS

A Guide for Luxury Travel Agencies



Hello. We'd love to meet you.

That's because luxury travel agencies and advisors are our passion. In fact, **Virtuoso's mission is to increase the fulfillment and compensation of the frontline advisor.** Agencies like yours are busy managing client relationships, building your agency brand, and running your business. We get it, so we design Virtuoso products, programs, and services, alongside our members, to serve you better.

Hope to meet you soon. In the meantime, **here's a look at the key benefits Virtuoso offers member agencies.**

VIRTUOSO EVENTS

Ultimate Networking & Learning

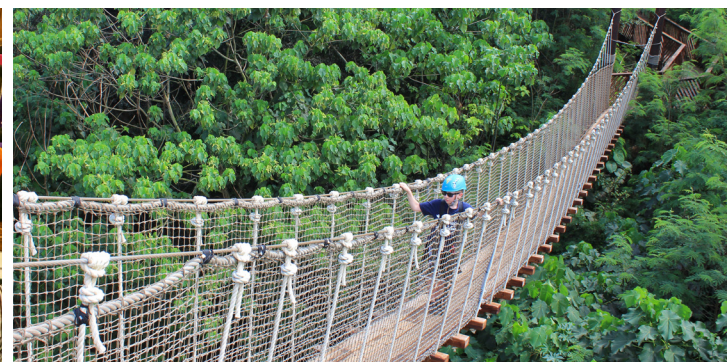
VIRTUOSO TRAVEL WEEK Held annually in Las Vegas, Virtuoso Travel Week is the largest event in luxury travel. Attendees learn the latest offerings in luxury experiences by meeting with thousands of preferred travel partners.

VIRTUOSO TRAVEL WEEK ON TOUR Smaller, one- to two-day regional versions of Virtuoso Travel Week, held in cities around the globe.

VIRTUOSO FORUMS With several date and location options, agency owners and managers gather to discuss important issues facing their businesses, engage in peer-to-peer learning, and enjoy valuable networking time.

VIRTUOSO SYMPOSIUM Designed for agency owners and managers, this event features executive-level discussion on travel trends, challenges, opportunities, and the future of travel in general.

VIRTUOSO CHAIRMAN'S EVENT An unforgettable customer appreciation trip, held annually, which recognizes and rewards Virtuoso's top producing member agencies across several categories.



PREFERRED PARTNER PORTFOLIO

Your Selling Edge

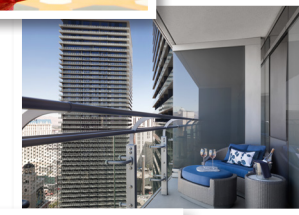
HOTELS & RESORTS Enhance your clients' travels when you book their stay at one of the over 1,200 artfully curated Virtuoso hotels and resorts worldwide. Virtuoso-exclusive perks include up to \$450 in value-added amenities, preferred rates, complimentary room upgrades, and unique experiences.

DESTINATIONS & EXPERIENCES Virtuoso's global connections offer clients VIP treatment and recognition, custom-tailored experiences and itineraries, and exclusive, private access.

CRUISE Virtuoso's partnerships with the world's leading luxury cruise lines enables advisors to offer travelers complimentary extras such as shipboard credits, exclusive shore excursions, welcome aboard receptions, dedicated onboard hosts, private car and driver, specialty dining, and pre-paid gratuities.

AIR, AUTO & INSURANCE Through partnerships with the world's top commercial and private air carriers, car rental programs, and travel insurance providers, Virtuoso travelers enjoy benefits like advantageous pricing and upgrades on fares, special car rental and travel insurance rates, and perks.

** Preferred partner offerings vary by region. Contact Virtuoso for specific details.*



VIRTUOSO COMMUNITIES

Smaller Groups Help You Earn Big

Virtuoso Communities offer engaging opportunities for advisors and preferred supplier partners, with shared travel passions, to collaborate deeply to learn, share, and, ultimately, grow sales in niche areas.

Virtuoso communities are always evolving and growing around common traveler interests like these:

**ADVENTURE TRAVEL · VIRTUOSO VOYAGES
FAMILY TRAVEL · WELLNESS TRAVEL**



MARKETING

Agency Branded & Advisor Personalized

Always agency branded, Virtuoso marketing provides a powerful way for you to engage with your clients and prospects, and improve your agency's overall performance. Offerings vary by region, but include digital, email, print, social media, and marketing technology.

**Marketing benefits vary by region. Please contact Virtuoso for specific details.*



PROFESSIONAL DEVELOPMENT

Never Stop Learning

THE VIRTUOSO TRAVEL ACADEMY Online Learning Management System with over 1,000 active courses focused on career development.

CORE VIRTUOSO TRAINING Knowledge and tools to sell preferred luxury products and exclusives.

VIRTUOSO CERTIFIED TRAVEL ADVISOR (VCTA) Helps new advisors establish a solid luxury travel career path.

DESTINATION & EXPERIENCE TRAINING Grow knowledge of destinations and learn how to increase sales.

STUDY TOURS Exclusive opportunities to experience preferred destinations and partners' product first-hand.

VIRTUOSO TRAINING eNEWSLETTER Weekly highlights of upcoming training and study tours.

