Meeting Point North America is a DMC owned by the FTI Group, offering a vast variety of products and services, including accommodation, activities, tickets, excursions, coach tours, fly-drive and city packages, groups of any size, transportation & concierge VIP services.

**How would you classify your business?**
DMC

**Type of Business:**
Customized, FIT, Group, Leisure, MICE

**Types of Travel:**
Leisure: Visiting Friends/Relatives
Leisure: Vacation/Holiday
Leisure: Special Events/Sports
Leisure: Other (Educational, Health Treatment, Religion)

**Average Size of Booking:**
FIT - 1 to 9 pax

**Percentage of business that is Business-to-Business:** 100%

**Annual Sales Revenue:** 54 M

**Percentage of business that is international inbound to the U.S.:** 100%

**Number of Annual USA Travelers Generated:**
6,000 pax & up

**Estimated Average Revenue per USA Traveler:**
USD $3,000 to $4,999

**Number of Years conducting international inbound travel to the USA:** +35

**Two Highest Performing Quarters:**
Q2 Apr to Jun, Q3 Jul to Sep

**Types of Products Purchased:**
- Accommodations
- Airfare
- Entrance Tickets
- Transportation
- One-Day Tours
- Shopping
- Dining
- Other

**How are you working with hotels/suppliers?**
Ideally both static and dynamic.

**Types of Packages Offered:**
- Cruise Holidays
- Cultural/Historical Tours
- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Entertainment/Special Events
- Medical/Wellness Travel
- Religious Travel
- Study/Language Immersion Tours
- Adventure/Outdoor Tours

**USA Destinations Served:**
- Entire United States
- Pacific (Alaska, California, Hawaii, Oregon, Washington)
- West (Colorado, Idaho, Montana, Nevada, North Dakota, South Dakota, Utah, Wyoming)
- Southwest (Arizona, New Mexico, Oklahoma, Texas)
- Midwest (Illinois, Indiana, Kansas, Michigan, Minnesota, Nebraska, Ohio, Wisconsin)

**Top 5 Markets Served:**
Germany, UK, Austria, France, Switzerland, Netherlands, LATAM

**Languages Offered:**
German, English, Spanish

**What is Trending in 2020?**
Dynamic pricing continues to grow.

**What are you looking for at the 2020 Summit?**
Networking, meeting new partners, and strengthening partnership with existing.