



Meeting Point North America

Penny McNamara
 5911 Turkey Lake Rd, Suite 302, Orlando, Florida 32819
 (407) 309-4566
 (407) 309-4566
 meetingpointnorthamerica.com

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)

Southeast (Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, Missouri, North Carolina, South Carolina, Tennessee)
 Northeast (Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont)

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.

NOTES: