

SELLER PROFILE

Name: Kelly Defebo

Company Name: Visit Sarasota County

Address: 301 N. Cattlemen Rd., Suite 203

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What are you selling (product description)?

Sarasota County on Florida's Gulf Coast. Includes Sarasota, Lido Key, Longboat Key, Siesta Key, Casey Key, Englewood, Manasota Key, Osprey, Nokomis and North Port. Home to 35 miles of stunning beachfront; a professional Orchestra, Opera & Ballet; two spring training stadiums (Atlanta Braves & Baltimore Orioles), the State Art Museum of Florida; a flourishing airport servicing all of the major domestic carriers with 55 non-stop destinations and conveniently located 8 miles from the city center; accommodations ranging from airport limited service to full service downtown hotels and beachfront resorts, as well as condos and single-family homes.

What markets/visitor types can you accommodate:

- Group
 FIT
 Leisure
 MICE
 Students

Services offered:

- | | |
|--|---|
| <input checked="" type="radio"/> Accommodations | <input type="radio"/> Child Care/Programs |
| <input checked="" type="radio"/> Convention/Meeting Venues | <input checked="" type="radio"/> Destination Management |
| <input type="radio"/> Financial Service/Foreign Currency Exchange | <input checked="" type="radio"/> Food Service |
| <input type="radio"/> Multilingual Staff/Guides | <input checked="" type="radio"/> Package Tours |
| <input checked="" type="radio"/> Sightseeing | <input type="radio"/> Ticketing Services |
| <input checked="" type="radio"/> Transportation/Transfers/Chauffeured Limousines | <input checked="" type="radio"/> VIP/Special Services |
| <input type="radio"/> Travel Insurance and Claims Service | <input type="radio"/> Other: _____ |
| <input type="radio"/> Worldwide Reservation System | |

Marketing aids offered:

- | | |
|---|--|
| <input checked="" type="radio"/> Advertising Aids | <input type="radio"/> Automated Reservation System |
| <input type="radio"/> Consumer Brochures in Foreign Languages | <input checked="" type="radio"/> Familiarization Trips |
| <input type="radio"/> Full Customized Itinerary Planning | <input checked="" type="radio"/> International Sales Offices |
| <input type="radio"/> Internet Communication Capabilities | <input type="radio"/> Multiple U.S. Based Offices |
| <input type="radio"/> Reference Manuals | <input type="radio"/> Special Trade Materials |
| <input type="radio"/> USA/Group Discounts | <input type="radio"/> Visual Aids - Video/Slides/Photos |

How do you contract with Inbound Operators:

- Group Rates
 Static Rates
 Connectivity
 Other: _____

Destinations in which services are offered:

- | | | | |
|--|--|--------------------------------------|--------------------------------------|
| <input type="radio"/> Alabama | <input type="radio"/> Idaho | <input type="radio"/> Missouri | <input type="radio"/> Puerto Rico |
| <input type="radio"/> Alaska | <input type="radio"/> Illinois | <input type="radio"/> Montana | <input type="radio"/> Rhode Island |
| <input type="radio"/> American Samoa | <input type="radio"/> Indiana | <input type="radio"/> Nebraska | <input type="radio"/> South Carolina |
| <input type="radio"/> Arkansas | <input type="radio"/> Iowa | <input type="radio"/> Nevada | <input type="radio"/> South Dakota |
| <input type="radio"/> Arizona | <input type="radio"/> Kansas | <input type="radio"/> New Hampshire | <input type="radio"/> Tennessee |
| <input type="radio"/> California | <input type="radio"/> Kentucky | <input type="radio"/> New Jersey | <input type="radio"/> Texas |
| <input type="radio"/> Colorado | <input type="radio"/> Louisiana | <input type="radio"/> New Mexico | <input type="radio"/> Utah |
| <input type="radio"/> Connecticut | <input type="radio"/> Maine | <input type="radio"/> New York | <input type="radio"/> Vermont |
| <input type="radio"/> Delaware | <input type="radio"/> Marianas Islands | <input type="radio"/> North Carolina | <input type="radio"/> Virgin Islands |
| <input type="radio"/> District of Columbia | <input type="radio"/> Maryland | <input type="radio"/> North Dakota | <input type="radio"/> Virginia |
| <input checked="" type="radio"/> Florida | <input type="radio"/> Massachusetts | <input type="radio"/> Ohio | <input type="radio"/> Washington |
| <input type="radio"/> Georgia | <input type="radio"/> Michigan | <input type="radio"/> Oklahoma | <input type="radio"/> West Virginia |
| <input type="radio"/> Guam | <input type="radio"/> Minnesota | <input type="radio"/> Oregon | <input type="radio"/> Wisconsin |
| <input type="radio"/> Hawaii | <input type="radio"/> Mississippi | <input type="radio"/> Pennsylvania | <input type="radio"/> Wyoming |