



Educational Travel Consortium  
*At the crossroads of lifelong learning and travel*

## **CONNECTS Tips for Destination, Operators, Suppliers**

***CONNECTS does not operate within a commercial trade show format.***

- All delegates are offered the option of requesting, online before the conference, one-on-one CONNECTS meetings. However, individuals are **not** *required* to pre-schedule appointments.
- Requesting meetings with travel planners doesn't mean guaranteed confirmations, instant sales, or a future relationship. Some planner delegates are restricted from expanding the number of US Tour Operator and supplier partners currently working with them.
- Travel planners may be restricted from working with foreign operators directly.
- Other travel planners use CONNECTS to find new potential partners and connections whether US based or foreign.
- Check out the [supply chain](#) to best understand the constituent relationships within ETC.
- Be sure to study the organizational profiles of travel planners to best understand their program mission, insurance requirements and they type of programs they offer before requesting a meeting.



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