



Educational Travel Consortium
At the crossroads of lifelong learning and travel

CONNECTS Tips for Travel Planners

- Look at the International Bazaar as a venue to expand your knowledge of destinations, extraordinary itineraries, and identifying new ways to serve your constituents.
- Take advantage of one-stop-shopping and meet with established partners and at least five new people you don't know!
- Having a conversation with someone you don't know creates "a shimmer of connection" and can add one idea to your tool box which could transform your program in a small or large way.
- Be open to new ideas and way of engaging with all channels of the distribution system as well as your travelers – repeat and yet unknown.
- Scheduling a CONNECTS meeting with someone new is not necessarily to purchase anything but rather to engage in conversation with the intent of listening and connecting on a knowledge sharing basis.
- Check out the [supply chain](#) to best understand the constituent relationships within ETC.
- Destination representatives do not sell trips; they are a great resource to expand your travel expertise as they serve source special interest information about their countries.
- Be sure to study the organizational profiles of travel purveyors to best understand their mission and resources offered before requesting a meeting.
- Be courteous in prompting confirming, declining or asking for a different meet time when receiving CONNECTS requests on your dashboard.



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