

Why I Work By Referral



Relationships Are More Important Than Transactions

You may have noticed that many business professionals take a transactional approach to sales--identifying clients, closing the deal and then moving on to the next one. I choose not to work that way because I believe you deserve more from the people you decide to work with. That's why I work by referral. Since my primary source of new business is referrals from individuals who know and trust me, I don't have to spend time prospecting and promoting myself. Instead, I can dedicate myself fully to the activities that benefit you most as well as always deliver truly exceptional service.



My Service to You Continues After the Event

I devote myself to serving the needs of my clients before, during and after each individual consultation or trip. Instead of disappearing after our immediate business is done, you can expect me to keep in touch. I will send valuable information to you each month, and will also call from time to time just to check in and see if you need anything.



You Control My Business



I know that I must earn your future referrals, so I aim to exceed your expectations. I have a vested interest in making sure that you are completely satisfied at the end of your trip. I want you to be so "fired-up" that you can't wait to tell your friends and family about me and the fantastic service you received! When you come across an opportunity, I'd appreciate it if you referred me to great people like yourself, who would benefit from the excellent service and personal attention that I provide.

Working by referral is all about trust. When seeking out a service, you want a person who comes highly recommended - someone already on your side.



Kathie Snyders
Your Trusted Travel Advisor