



Contact Report

Debbie Picard, Glacier Country Regional Tourism
140 North Higgins, Suite 204
Missoula, MT 59802

Contact

Company	Gwins Travel	Address	7309 Pontiac Drive
Contact	Sherrye Campbell		
Title			North Little Rock, AR 72116
Phone	(501) 517-4626	Ext.	
Mobile Phone		Country	
Salutation	Sherrye	E-mail	scampbell@gwins.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/19/2016	12:23 PM	Met with Sherrye at STC 2016 Little Rock. She works with churches, affinity groups, seniors mostly but want to focus on generational family travel as well. She is very familiar with GNP and so we talked about all the new things happening around the region and activities around WMR. She stated it's good we are getting new hotels because the ones she stayed in were dated???? No follow up needed.	Debbie Picard



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Contact

Company	Athens State University	Address	300 N Beaty Street
Contact	Wanda Campbell		
Title			Athens, AL 35611
Phone	(256) 233-8261	Ext.	
Mobile Phone		Country	
Salutation	Wanda	E-mail	wanda.campbell@athens.edu
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2016	12:36 PM	Met with Wanda at STC 2016 Little Rock. They are not really an alumni association, more of a continuing education forum. She would rather put the tour together herself and make it custom rather than use a tour operator with a pre-packaged tour already done. She has never been to MT except for a girl scout camp many many years ago. They design a curriculum and add academic travel. I will follow up with her for tour operators that can be utilized for her kind of tour. No additional follow up is needed.	Debbie Picard



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Contact

Company	Signature Explorations LLC	Address	1600 Lake Air Drive
Contact	Iris Clark		
Title			Waco, TX 76710
Phone	(254) 749-2097	Ext.	
Mobile Phone		Country	
Salutation	Iris	E-mail	iclarkabss@yahoo.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2016	12:45 PM	Met with Iris at STC 2016 Little Rock. Met with her business partner too (didn't get her name and they forgot their cards) 2 gals who are ex-bankers and started this company for the bank membership. They usually have 15 to 25 seniors on their tours. They have been to GNP in the past and loved it. They have used TRIPS in the past for their Rose Bowl tour and love Brian. They would use them for a MT tour if they were to do it. No further follow up is needed at this time. Connect with TRIPS and let them know interested.	Debbie Picard



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Contact

Company	City of Fort Collins Recreation	Address	1200 Raintree Drive
Contact	Cate Eckenrode		
Title			Fort Collins, CO 80524
Phone	(970) 224-6136	Ext.	
Mobile Phone		Country	
Salutation	Cate	E-mail	ceckenrode@fcgov.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/19/2016	12:12 PM	Met with Cate at STC 2016 Little Rock. She says that Greg has moved on to his own thing in Fort Collins. She always wanted his job, so grabbed it at the first opportunity. She says that they are mostly focused on day trips and the larger trips are overseas. She loves all the information about international travel at STC. BOOO! I don't see much coming from this appointment.	Debbie Picard



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Contact

Company	Bank of Urbana	Address	PO Box
Contact	Brenda Garrison		
Title			Urbana, MO
Phone	(417) 993-4242	Ext.	
Mobile Phone		Country	
Salutation	Brenda	E-mail	bgarr248ison@bankofurbana.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/19/2016	11:04 AM	Met with Brenda at SCT 2016 Little Rock. Their travel program is 5 years old and they have just been doing day trips until last year when they did an overnight trip to San Francisco and everyone loved it. This year they are going to Nashville. She is familiar with Montana and has been to GNP. I recommended TRIPS if she is looking for a great several day trip. She thinks they will be adding more extended trips and will definitely keep Montana in mind. No particular follow up is necessary at this time.	Debbie Picard



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Contact

Company	First National Banking Company	Address	PO Box 8
Contact	Amanda Hall		
Title			Ash Flats, AR 72513
Phone	(870) 425-2265	Ext.	
Mobile Phone		Country	
Salutation	Amanda	E-mail	achall@fnbc.us
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/19/2016	11:44 AM	Met with Amanda at STC 2016 Little Rock. She is concentrating on building up the travel club membership. They have a trip planned to Costa Rica this year. She is looking for travel ideas for 2018 and is very interested in GNP and a YNP itinerary. She said she would talk to TRIPS to see if they could do a custom trip for them. I gave her our usb to ideas as to what I think she should see in our region. She said they would have to charter up, because so many of her boomers do not want to fly. No follow up is needed from GC partners.	Debbie Picard



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Contact

Company	NighMark Travels	Address	806 Copeland Circle
Contact	Brenda Hall		
Title			Red Bay, AL 35582
Phone	(256) 810-2535	Ext.	
Mobile Phone		Country	
Salutation	Brenda	E-mail	hall7722@bellsouth.net
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2016	12:40 PM	Met with Brenda at STC 2016 Little Rock. She worked for a bank as the travel director for many years. The bank closed the division down in 2006 so she went out on her own. She doesn't work with any one tour operator. Her main business is seniors in AL. She will set the tour up and coordinate it and then sell it to groups. Sh has been to MT before and to GNP so is familiar on the type of tour it would be. She doesn't have any plans to come to MT, but will look over usb and see if she can put it into the plans for 2017 or 2018. No follow up is needed at this time.	Debbie Picard



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Contact

Company	Blessed Byways Tours	Address	1302 North E Street
Contact	Burdell Hensley		
Title			Oskaloosa, IA 52577
Phone	(641) 672-2428	Ext.	
Mobile Phone		Country	
Salutation	Burdell	E-mail	hensley@mahaska.org
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/19/2016	12:14 PM	Met with Burdell at Select Traveler 2016 Little Rock. Burdell was with a bank for years (met with him last year at STC with a bank) he and his wife are now on their own. Starting their own company at 75 years old. Working with banks but other preformed groups too. He has 16 years experience in the travel industry and didn't want to stop. Two years ago the did a Glacier National Park trip in late June and the GTTS Road was not open yet. He said that the highlight of the trip was visiting a Hutterite Colony, Birch Creek in Valier MT and said he would definitely do that again. He said they were the most genuine people and everyone loved learning about their traditions and way of life. He will call if they need help in MT. No follow up is needed at this time.	Debbie Picard



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Contact

Company	Truity Credit Union	Address	PO Box 1358
Contact	Leslie Jerden		
Title			Bartlesville, OK 74005
Phone	(918) 337-7732	Ext.	
Mobile Phone		Country	
Salutation	Leslie	E-mail	leslie.jerden@truitycu.org
		Web Site	www.truitycu.org

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/19/2016	11:07 AM	Met with Leslie at STC 2016 Little Rock. She has been with the bank for 2 years now and loves her job. She has doubled the clubs membership since she started with 1100 people. She said her predecessor focused on international travel, but she thinks her clients want to see the US and that most didn't go international. She would like to put together a tour to Glacier. She wants her trip prices to be \$1500 - \$2000 pp. I gave her the names of TRIPS and Western Leisure as tour operators that offer a great tour through Glacier Country. No follow up is needed from partners at this time.	Debbie Picard



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Contact

Company	Classic Travels	Address	3370 Eastridge Dr.
Contact	Jill Kirkpatrick		
Title			Bettendorf, IA 52722
Phone	(563) 332-0014	Ext.	
Mobile Phone		Country	
Salutation	Jill	E-mail	jill@classictravelsllc.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/19/2016	11:10 AM	Met with Jill at STC 2016 Little Rock. She is not sure why we were matched for an appointment. They do 1 international trip per year and then only within 500 miles of their bank in Iowa. Since we had 6 minutes I told her all about Western Montana and she said that I have really piqued her interest. She might just have to come see our area for her own personal vacation. No follow up needed	Debbie Picard



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Contact

Company	Busey Bank	Address	100 W. University Ave
Contact	Mary Beth Kurasek		
Title			Champaign, IL 61824
Phone	(217) 351-6541	Ext.	
Mobile Phone		Country	
Salutation	Mary	E-mail	marybeth.kurasek@busey.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/19/2016	12:26 PM	Whoop Whoop! Met with Beth again at STC 2016 Little Rock. They have a trip planned for July 31-August 6 2016 with TRIPS. After meeting with Beth for three year, they are doing it. So far they have 21 people signed up. She said she is concerned about the park being overcrowded at this time. I told her is busy no matter what and that the reds will have no trouble on the road. No further follow up is needed.	Debbie Picard



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Contact

Company	Unity National Bank	Address	215 N. Wayne St.
Contact	Melissa Leingang		
Title			Piqua, OH 45356
Phone	(937) 615-1029	Ext.	
Mobile Phone		Country	
Salutation	Melissa	E-mail	mleingang@unitynationalbk.com
		Web Site	www.UnityNationalBk.com

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/19/2016	12:00 PM	Met with Melissa at STC 2016 Little Rock. They did a GNP trip two years in a row since it was so popular back in 2012 and 2013 along with a Canadian Rockies tour. They stayed at Glacier Park Lodge then went north. She didn't think they would look at Montana again until 2018. I will follow up and see if they need a tour operator to put this together for them. No additional follow up is needed at this time.	Debbie Picard



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Contact

Company	First-Knox National Bank	Address	PO Box 1270
Contact	Matia Mathews		
Title			Mt Vernon, OH 43050
Phone	(740) 399-5132	Ext.	
Mobile Phone		Country	
Salutation	Matia	E-mail	mmathews@FirstKnox.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2016	12:55 PM	Met with Matia at STC 2016 Little Rock. They do about 10 trips per year. Mainly domestic with a couple international. She has been to our region. She did an Amtrak tour from Chicago. Hated the Chicago to eastern MT part but loved the GNP part of the trip. Stopped in east glacier, went up to Banff, Lake Louise. May look at it again for 2018 since 2016 and 2017 are done. No specific follow up is needed at this time.	Debbie Picard



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Contact

Company	Nodaway Valley Bank	Address	PO Box 7315
Contact	Sheri McCoy		
Title			Saint Joseph, MO 64507
Phone	(816) 364-7711	Ext.	
Mobile Phone		Country	
Salutation	Sheri	E-mail	smccoy@nvb.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/19/2016	12:02 PM	Met with Sheri at STC 2016 Little Rock. She did use TRIPS for a tour to Montana back in 2007. She want to do another one but will plan it on her own instead of using them or another operator. Thinks she can just get a charter and put it together on her own. She loved the usb, and says it will definitely help when researching what she wants to include on the tour. I will follow up with her and see if she needs further help putting it together. No partner follow up is needed at this time.	Debbie Picard



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Contact

Company	Down Home Bank	Address	PO Box 188
Contact	Chasity Norville		
Title			Newbern, TN 38059
Phone	(731) 288-7386	Ext.	
Mobile Phone		Country	
Salutation	Chasity	E-mail	cnorville@downhomebank.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2016	1:02 PM	Met with Chasity at STC 2016 Little Rock. She is new to the tour departments this year so just learning the ropes. They do 1 international trip each year and several domestic. They've used Diamond tours in the past. I suggested TRIPS for a MT tour and other directors have raved about the results. Send TRIPS her name as a director that is very interested in MT. No follow up is needed.	Debbie Picard



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Contact

Company	Spring Lake Park Recreation	Address	1301 Eighty First Ave NE
Contact	Kay Okey		
Title			Spring Lake Park, MN 55432
Phone	(763) 792-7232	Ext.	
Mobile Phone		Country	
Salutation	Kay	E-mail	kokey@slpmn.org
		Web Site	www.slprec.org

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/19/2016	12:21 PM	Met with Kay at STC 2016 Little Rock. I met with Kay last year as well. She is familiar with both GNP and YNP and thinks this would be a good trip. Her travelers are senior groups that travel mostly by bus. She was interested in Whitefish and thought it would be a good additon to a GNP trip. She does all her own trips from planning to charter services so the usb was very much appreciated. She said she would call me when she is ready to plan. No follow up is needed at this time.	Debbie Picard



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Missoula, MT 59802

Contact

Company	Park National Bank	Address	50 North Third Street
Contact	Karen Rice		
Title			Newark, OH 43058
Phone	(740) 349-3739	Ext.	
Mobile Phone		Country	
Salutation	Karen	E-mail	krice@parknationalbank.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/19/2016	12:18 PM	Met with Karen at STC 2016 Little Rock. They came to GNP in 2014. World of Travel is the tour operator that does their tours. They took Amtrak and she said it was a horrible experience. If they came again they would not use the train. GNP was wonderful. We talked about Missoula and the area attractions. Her husband is a marathon runner and he is interested in running in the Missoula Marathon this year. I told her if she came up to give me a call and I would show her around the town. She took my thumb drive for more information about other parts of Glacier Country. GC partners can follow up with Karen at krice@parknationalbank.com	Debbie Picard



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Contact

Company	First Community National Bank	Address	402 W Main Street
Contact	Becky Simpson		
Title			Steelville, MO 65565
Phone	(573) 775-5131	Ext.	
Mobile Phone		Country	
Salutation	Becky	E-mail	bsimpson
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/19/2016	11:50 AM	Met with Becky at STC 2016 Little Rock. She has been with the bank as the club director since 1988. They do 2 larger trips each year with 15 to 20 people usually. She is not familiar with Montana so we spent our time discussing GNP and the Flathead. I recommended that they talk to TRIPS about their Montana trip itinerary and she was grateful for the information. No follow up is needed.	Debbie Picard



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Missoula, MT 59802

Contact

Company	Springfield Travelers	Address	351 Sun Valley Drive
Contact	Jeanne Sleeth		
Title			Ozark, MO 65721
Phone	(417) 693-2352	Ext.	
Mobile Phone		Country	
Salutation	Jeanne	E-mail	djsleeth@gmail.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/19/2016	11:52 AM	Met with Jeanne at STC 2016 Little Rock. She was with a bank for years but retired and decided to go out on her own. She focuses on hospital and parks/rec departments. She is not familiar with Montana so we discussed GNP with photos and map. She wrote down TRIPS and Western Leisure for tour operators that could help plan her next trip and was appreciative of the USB drive. No additional follow up needed from GC partners.	Debbie Picard



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Contact

Company	Arkansas Tech University	Address	1313 North Arkansas Ave
Contact	Alison Taylor		
Title			Russellville, AR 72801
Phone	(479) 968-0436	Ext.	
Mobile Phone		Country	
Salutation	Alison	E-mail	ataylor40@atu.edu
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/19/2016	12:01 PM	Alison had to leave STC 2016 in Little Rock early so we didn't get to meet for our appointment. I will send her our information and follow up.	Debbie Picard



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Contact

Company	A Trip Around the World	Address	659 Pyrtle Drive
Contact	Samantha Taylor		
Title			Salem, VA 24153
Phone	(540) 384-1583	Ext.	
Mobile Phone		Country	
Salutation	Samantha	E-mail	info@atriparoundtheworld.com
		Web Site	www.atriparoundtheworld.com

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2016	12:51 PM	Met with Sam at STC 2016 Little Rock. There are no bank travel clubs in Virginia so she is looking and working with seniors travelers. She has been in business for 4 years and wanted to be at STC to learn about the different destinations around the US for her business. She recently hooked up with a football club that wants to travel together. She appreciated the thumb drive to give her a sense about Glacier Country since she had never been to MT. She says she is too ambitious with her itineraries and they are a bit too long. She asked about including Amtrak in for her groups. We also had lunch together on the last day. She has 3 small children too. All GC partners can follow up with Sam at info@atriparoundtheworld.com	Debbie Picard



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Contact

Company	Relyance Bank	Address	912 S. Poplar
Contact	Cindy Whitwell		PO Box 7878
Title	Crown Club Director		Pine Bluff, AR 71611
Phone	(870) 879-5555	Ext.	
Mobile Phone		Country	
Salutation	Cindy	E-mail	whitewellc@relybank.com
		Web Site	www.relybank.com

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/19/2016	11:13 AM	Met with Cindy at STC 2016 Little Rock. She was seriously considering a 2016 tour with TRIPS in September but wasn't able to put it together but wants to do it for 2017. She had never been to Montana and all the buzz about the National Park Service Centennial. She doesn't want to use TRIPS for some reason. Gave her Western Leisure and told her they are a TAP member (TAP partners were at the show) I will follow up with any needs she might have. No additional follow up from GC partners is necessary at this time.	Debbie Picard



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Contact

Company	Averett University	Address	
Contact	Larry Willborn		
Title			Danville, VA 24541
Phone		Ext.	
Mobile Phone		Country	
Salutation	Larry	E-mail	lwilburn@averett.edu
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/19/2016	12:06 PM	Met with Larry at STC 2016 Little Rock. He told me a story about how his sister-in-law took a vacation and went to Montana and he says she hasn't stopped talking about how amazing it was and how she talks about it constantly. Ever since then he has been looking closer at MT for his groups. He thinks he will bring his wife who is editor of the arts magazine out to see it for himself before bringing a group out. I told him to call me when he wants to come and I would show him around and help with their itinerary.	Debbie Picard



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Contact

Company	Humboldt Travelers	Address	PO Box 8012
Contact	Kathi Wingo		
Title			Eureka, CA 95502
Phone	(707) 733-5277	Ext.	
Mobile Phone		Country	
Salutation	Kathi	E-mail	humboldtTravelers@yahoo.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2016	12:30 PM	Met with Kathi Wingo at STC 2016 Little Rock. She has a brother in Missoula. They do 12 to 15 tours each year. 7 in the US and 7 international. The group is mainly seniors, retired, educators. She has had requests for GNP so possibly an option for 2018. (2016 and 2017 are booked already) They do have a trip planned for YNP in 2016. They use Mayflower for it and also use Collette too. She liked the usb to see what kind of things could be done in the region. She will let me know if she needs further info. No specific follow up is necessary.	Debbie Picard



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Contact

Company	Farmers State Bank	Address	124 East 3rd St
Contact	Margie Zieber		
Title			Tameron, MO 64429
Phone	(816) 632-6641	Ext.	
Mobile Phone		Country	
Salutation	Margie	E-mail	mzieber@fscbank.com
		Web Site	

Notes

Date Range: 2/1/2016 - 2/29/2016

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
2/15/2016	12:14 PM	Met with Margie at STC 2016 Little Rock. This is the 2nd year of their loyalty program. She is at STC to gather information from destination and will be keeping their travels domestic for now. She had never been to MT so was unfamiliar with our part of the US. She has had requests for GNP. I recommended TRIPS as the operator to show them a great trip, but book now because they will fill up. No additional GC parnter follow up needed at this time.	Debbie Picard