



# Contact Report

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

## Contact

Company	American National Bank	Address	
Contact	Donna Adams		
Title			Wichata Falls, TX 76308
Phone		Ext.	Country
Mobile Phone			E-mail
Salutation	Donna		Web Site

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	1:50 PM	Met with Donna at Select Traveler 2014 Hunstville. All of her travel is groups and she has never been to Montana. I told her that Texas is one of our top markets and that there is an interest from Texans. She works extensively with TRIPS and I told her they have a great Glacier Country itinerary and know our area well. She did not request any specific follow up at this time. I will contact TRIPS and let them know that she is interested in a Montana trip.	Debbie Picard



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

## Contact

Company	Wallace State Community College	Address	
Contact	LaDonna Allen		
Title			Hanceville, AL 35077
Phone		Ext.	
Mobile Phone		Country	
Salutation	LaDonna	E-mail	ladonna.allen@wallacestate.edu
		Web Site	

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	2:29 PM	Met with LaDonna at Select Traveler 2014 Hunstville. She didn't have any cards. She is definately putting a tour together to our neck of the woods. She wants to do a Seattle, Portland, Idaho, Montana. She says that Montana is at the top of her favorite places list (and Oregon too) She will call me when she is ready to put this together. She said it's a done deal, just needs the time to commit to it.	Debbie Picard



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140 North Higgins, Suite 204  
Missoula, MT 59802

## Contact

Company	Fifth Third Bank	Address	230 Public Square
Contact	Marcella Baker		
Title	Club 53 Director		Franklin, TN 37064
Phone	(615) 591-4963	Ext.	
Mobile Phone		Country	
Salutation	Marcella	E-mail	marcella.baker@53.com
		Web Site	www.53.com

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	12:51 PM	Met with Marcella at Select Traveler 2014 Hunstville. She has been to Red Lodge and Glacier Park Lodge. She said she was afraid the whole time that her guests were going to get eaten by bears. She would like something a little higher end for her clients. She said they expect NICE accommodations. She is looking for something in September and wants me to email her a suggested itinerary. We talked abou the guest ranches and she would like information on Paws Up along with photos. She is also looking for someone to put the trip together (refer to a tour operator) Follow up via email.	Debbie Picard



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## Contact

Company	Canadian Forces MWS	Address	4210 Labelle Street
Contact	Colin Bayne		
Title	Program Director		Ottawa, ON K1A 0K2
Phone	(613) 947-3897	Ext.	
Mobile Phone		Country	
Salutation	Colin	E-mail	bayne.colin@cfmws.com
		Web Site	www.cfappreciation.ca

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	1:36 PM	Met with Colin at Select Traveler 2014 Hunstville. This was more of a sell to me. He represents the military community in Canada of which there are 1.2 million. They do not do group travel, but rather look for discounts from our partners (2 for 1, 50% off) They will then send these discounts out to drive travel to our destination that want to attract the Canadian military and retired military. Their website gets 1 million views/month and they send out a newsletter too. Any partners interested in participating can learn more at their website.	Debbie Picard



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## Contact

Company	Alexandria/Monroe CoC	Address	125 N Wayne St
Contact	Jeff Bryan		
Title	Executive Director		Alexandria, IN 46001
Phone	(765) 724-3144	Ext.	
Mobile Phone		Country	
Salutation	Jeff	E-mail	alexmonroechamber@gmail.com
		Web Site	

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	3:52 PM	Met with Jeff at Select Traveler 2014 Huntsville. At this time they are only doing day trips but are gathering information for when they branch out into multi day trips. He loved the information I provided about Glacier Country and thinks that one of their first trips will be a YNP/GNP itinerary. They are not interested in overseas trips. No further follow up is needed at this time.	Debbie Picard



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## Contact

Company	Community & Southern Bank	Address	211 Piney Woods Dr.
Contact	Sam Burrell		
Title			Ellijay, GA 30536
Phone	(706) 635-7189	Ext.	
Country			
Mobile Phone		E-mail	samb@ellijay.com
Salutation	Sam	Web Site	www.preferredtravelinc.net

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	2:01 PM	Met with Sam at Select Traveler 2014 Huntsville. He uses TRIPS for his groups that go to Montana. The itinerary includes GNP-Red Bus, raft trip, WMR walk in the tree tops. He was wondering why TRIPS took out a stay at GPL. People loved that place. He does not need any follow up. He said to follow up with TRIPS for any new things to add.	Debbie Picard



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## Contact

Company	Southwest Bank	Address	PO Box 962020
Contact	Kim Carb		
Title			Fort Worth, TX 76107
Phone	(817) 840-1893	Ext.	
Mobile Phone		Country	
Salutation	Kim	E-mail	kim.carb@southwestbank.com
		Web Site	www.southwestbank.com

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	2:10 PM	Met with Kim at Select Traveler 2014 Huntsville. She brought a group to Montana 2 years ago. They had a great time, but quite the haul out of TX. She said she would look at another trip to GNP in 2015 possibly. Gave her our jump drive for itinerary suggestions. She said she didn't need any follow up at this time.	Debbie Picard



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## Contact

Company	Community First Bank	Address	714 1st St.
Contact	Deb Connor		PO Box 130
Title	Premier Club Director		Keosauqua, IA 52565
Phone	(319) 293-3794	Ext.	
Mobile Phone		Country	
Salutation	Deb	E-mail	debc@cfirst.com
		Web Site	

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	3:01 PM	Met with Deb at Select Traveler 2014 Huntsville. She has never been to Montana and would love to put something together. This year she has 25-30 people going to National Parks in the SW (Zion/Bryce/GCanyon) for 2014. She says people really like to visit the NPs. She thinks that she could put a YNP/GNP trip together in 2016 or a 2 nation vacation that includes the Canadian Rockies. No specific follow up at this time, but will be in touch after this 2014 trip.	Debbie Picard





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## Contact

Company	West Plains Bank and Trust	Address	PO Box 378
Contact	Cheryl Finley		
Title			West Plains, MO 65775
Phone	(417) 256-2147	Ext.	
Country			
Mobile Phone		E-mail	cheryl.finley@westplainsbank.com
Salutation	Cheryl	Web Site	www.westplainsbank.com

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	2:25 PM	Met with Cheryl at Select Traveler 2014 Hunstville. She wanted to meet with me because as she looks at her map of the US, she doesn't have a tour to our part of the world and she thinks that needs to change. She thinks an YNP or Canadian Rockies as a combo is a great idea. I will email over to her our suggested itineraries and see if she needs further follow up after that.	Debbie Picard



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## Contact

Company	Teachers Credit Union	Address	110 South Main Street
Contact	Teri Gordon		
Title	Travel consultant		South Bend, IN 46601
Phone	(574) 232-3389	Ext.	
Mobile Phone		Country	
Salutation	Teri	E-mail	tgordon@tcunet.com
		Web Site	www.tcunet.com

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	1:21 PM	Met with Teri at Select Traveler 2014 Hunstville. She works with more individualized travelers. We talked about the train option from Chicago and stays at GPL or Izaak Walton Inn as well as Guest Ranch options just outside of Whitefish (must pick up from train) She wants me to give her more "to do's" once they've seen GNP. I will follow up with ideas. GC partners can contact via email.	Debbie Picard



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## Contact

Company	The Watertown Area Chamber of Commerce	Address	PO Box 1113
Contact	Megan Gruman		
Title			Watertown, SD 57201
Phone	(605) 886-5814	Ext.	
Mobile Phone		Country	
Salutation	Megan	E-mail	megan@watertownsd.com
		Web Site	www.watertownsd.com

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	3:43 PM	Met with Megan at Select Traveler 2014 Huntsville. They have only been doing group travel for the last 3 years. They have a trip to Austria/Germany planned for 2014. It looks like they are mostly interested in international travel. She didn't want any follow up at this time.	Debbie Picard



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## Contact

Company	Central Bank	Address	500 Madison
Contact	Chris Harris		
Title	Classic Manager		Jefferson City, MO 65101
Phone	(573) 634-1110	Ext.	
Mobile Phone		Country	
Salutation	Chris	E-mail	chris_harris@centralbank.net
		Web Site	

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	1:44 PM	Met with Chris at Select Traveler 2014 Hunstville. He has been to Glacier Country when he did a Canadian Rockies tour with East Coast Touring. He he looking at an itinerary or suggestions to do after a cruise out of Seattle. He thinks a trip to Spokane and GNP and back to Seattle would be a great itinerary. We also taked about a rail trip out of Chicago too. Emailing him itinerary suggestions as follow up.	Debbie Picard



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## Contact

Company	Midwest One Bank	Address	124 South First Street
Contact	Burdell Hensley		
Title	Connections Club Coordinator		Oskaloosa, IA 52577
Phone	(641) 673-1511 Ext.	Country	
Mobile Phone		E-mail	bhensley@midwestone.com
Salutation	Burdell	Web Site	www.midwestone.com

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	12:58 PM	Met with Burdell at Select Traveler 2014 Huntsville. Two years ago the did a Glacier National Park trip in late June and the GTTS Road was not open yet. Very disappointed, but thinks that means he has to put another trip together before he needs a seeing eye dog. He said that the highlight of the trip was visiting a Hutterite Colony, Birch Creek in Valier MT. Said they were the most genuine people and everyone loved learning about their traditions and way of life. I will follow up with itinerary suggestions and timing for his next trip via email.	Debbie Picard



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Missoula, MT 59802

## Contact

Company	The RH Factor	Address	PO Box 41
Contact	Melinda Hughey		
Title			Pulaski, TN 38478
Phone	(800) 863-3109	Ext.	
Mobile Phone		Country	
Salutation	Melinda	E-mail	mhughey@aol.com
		Web Site	www.therhfactor.com

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	2:20 PM	Met with Melinda at Select Traveler 2014 Hunstville. She has her own company and is very versed in bank travel and what the bank directors want. She has a group looking at YNP for next year and thinks an add on to GNP would be great. We also talked about what a great trip after a cruise out of Seattle it is. She also wrote down AMTRAK, so might be several avenues for her to work a trip into Glacier Country Montana. Gave her our jump drive for itinerary suggestions. No specific follow up is needed at this time.	Debbie Picard



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Missoula, MT 59802

## Contact

Company	Damascus Community Bank	Address	26500 Ridge Road
Contact	Ruthie Johnson		
Title			Damascus, MD 20872
Phone	(301) 368-9155	Ext.	
Mobile Phone		Country	
Salutation	Ruthie	E-mail	rjohnson@yourdcb.com
		Web Site	

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	4:07 PM	Met with Ruthie at Select Traveler 2014 Hunstville. This is the 7th year that they have been doing group travel. Every other year they plan an international trip. They did a domestic last year, so will be going overseas this year. She didn't sound to enthusiastic about Montana, but gave her the information and she did not want any follow up.	Debbie Picard



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Missoula, MT 59802

## Contact

Company	Amegy Bank of Texas	Address	13430 Northwest Freeway
Contact	Joyce Kappe		
Title	Vice President		Houston, TX 77040
Phone	(713) 235-8861	Ext.	
Mobile Phone		Country	
Salutation	Joyce	E-mail	joyce.kappe@amegybank.com
		Web Site	www.amegybank.com

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	12:46 PM	Met with Joyce at Select Traveler Conference 2014 Huntsville. Their club did a trip a couple of years ago to GNP. They went on a Red Bus Tour. They incorporated Calgary too, but felt that it was too long of a trip from Texas. If they did it again they would fly into Kalispell or Bozemand and do a YNP to GNP trip, No follow up at this time, has my card and will call when itineraries are needed.	Debbie Picard





# Contact Report

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140 North Higgins, Suite 204  
Missoula, MT 59802

## Contact

Company	Wilson Bank & Trust	Address	1300 Main Street N.
Contact	Janie Kirby		
Title			Carthage, TN 37030
Phone	(615) 735-3990	Ext.	
Mobile Phone		Country	
Salutation	Janie	E-mail	jkirby@communitybankofsmithcounty.com
		Web Site	

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	2:34 PM	Met with Janie at Select Traveler 2014 Hunstville. She is not very familiar with Montana so wanted to meet and discuss options in the area. She was in Livingston about 3 years ago. We chatted about the great options a tour to Glacier Country would be. She wants itineraries emailed to her. She is basically just fact finding at this point, but good to know what we have to offer her groups.	Debbie Picard



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Missoula, MT 59802

## 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: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	4:01 PM	Met with Mary Beth at Select Traveler 2014 Hunstville. She said she has been talking with TRIPS about a trip to GNP since it has been 7 years since they have been to Montana. She is traveling up to see it in September. I will follow up with her when she comes to give her itinerary suggestions when she is here. I will contact TRIPS and let them know that she is considering them.	Debbie Picard



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## Contact

Company	Oak Brook Park District	Address	
Contact	Lynn Larson		
Title	Recreation Supervisor		Oak Brook, IL 60523
Phone	(630) 645-9516	Ext.	
Mobile Phone		Country	
Salutation	Lynn	E-mail	llarson@obparks.org
		Web Site	www.obparks.org

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	2:06 PM	Met with Lynn at Select Traveler 2014 Huntsville. She is just doing day trip at this point but gathering information for when they venture into multi-day trips. Gave her all the details on Glacier Country and she will call if she needs help putting a future itinerary together. No follow up needed at this time.	Debbie Picard



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140 North Higgins, Suite 204  
Missoula, MT 59802

## Contact

Company	Glenwood State Bank	Address	32 North Walnut, Box 431
Contact	Sandra McComb		
Title	Heritage Club Director		Glenwood, IA 51534
Phone	(712) 527-3157	Ext.	
Mobile Phone		Country	
Salutation	Sandra	E-mail	smccomb@glenwoodstatebank.com
		Web Site	www.glenwoodstatebank.com

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	1:06 PM	Met with Sandra at Select Traveler 2014 Hunstville. This was an excellent appointment. She had never been to Montana and was excited to see me on the schedule. She would like information on Glacier Park Lodges, Red Bus Tours, Lake Cruises. She is thinking a 2 nation vacation and including Alberta, or making it a YNP/GNP itinerary. I will follow up with ideas and links for information.	Debbie Picard



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140 North Higgins, Suite 204  
Missoula, MT 59802

## Contact

Company	Salem Area Chamber of Commerce	Address	713 East State St.
Contact	Audrey Null		
Title	Executive Director		Salem, OH 44460
Phone	(330) 337-3473	Ext.	
Mobile Phone		Country	
Salutation	Audrey	E-mail	acnull@salemohiochamber.org
		Web Site	www.salemohiochamber.org

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	1:32 PM	Met with Audrey at Select Traveler 2014 Hunstville. She was at STC gathering information. They haven't done group travel before but know that other Chambers are. They will start with domestic trips. We talked about GNP, which she has never been as a great beginning! Talked about Whitefish and Missoula areas too. She didn't what itineraries at this point will contact me if she wants more information.	Debbie Picard



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## Contact

Company	Heritage Bank	Address	201 West Clark St
Contact	Donna Olson		
Title	Heritage Gold Club Coordinator		Spencer, WI 54479
Phone	(715) 659-2430	Country	
Mobile Phone	Ext.	E-mail	donnao@heritagebankwi.com
Salutation	Donna	Web Site	www.heritagebankwi.com

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	2:15 PM	Met with Donna at Select Traveler 2014 Hunstville. Her sister used to live in Glasglow. They usually coordinate 18 trips per year and has never scheduled a trip to GNP only YNP. They are headed to Colorado next year. Spoke to her about all the possibilities in Glacier Country and gave her our thumb drive for itinerary suggestions. She does not want any follow up at this time.	Debbie Picard



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## Contact

Company	Citizens National Bank	Address	PO Box 1009
Contact	Sue Plummer		
Title			Henderson, TX 75653
Phone	(903) 657-8521	Ext.	
Mobile Phone		Country	
Salutation	Sue	E-mail	splummer@cnbtexas.com
		Web Site	

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	3:35 PM	Met with Sue at Select Traveler 2014 Huntsville. We talked about Texas as being one of our top markets. She said they have talked to TRIPS about doing their itinerary and I told her I would highly recommend it and that from what I've heard clients really have a great time. She said that she will talk to them and that I just helped her make her mind up and they will be heading to Montana. No specific follow up with her, but I will follow up with TRIPS and let them know who is requesting Glacier Country Montana.	Debbie Picard



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## Contact

Company	East Texas Baptist University	Address	One Tiger Dr.
Contact	Paul Tapp		
Title	Director of Alumni Development		Marshall, TX 75670
Phone	(903) 923-2042 Ext.	Country	
Mobile Phone		E-mail	ptapp@etbu.edu
Salutation	Paul	Web Site	www.etbu.edu

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	2:38 PM	Met with Paul at Select Traveler 2014 Huntsville. Paul runs their alumni program and travel is just a fraction of what they do. They've been running tours for about 10 years now. Overseas seems easier to sell but he wants to do domestic. He has done an Alaska/Canadian Rockies but didnt do GNP. Next up is Europe/Kenya. He is looking at 8 days or less and thinks a YNP/GNP would do very well. Will email him an intinerary for this along with receptive services to put it together.	Debbie Picard





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## Contact

Company	Farmers & Merchants Bank	Address	3015 2nd Ave
Contact	Terree Warren		
Title			Kearney, NE 68847
Phone	(308) 698-5245	Ext.	
Mobile Phone		Country	
Salutation	Terree	E-mail	
		Web Site	www.bankfmb.com

## Notes

Date Range: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	1:16 PM	Met with Terree at Select Traveler 2014 Hunsville. She did a drop down to do GTTS Road when she did a Canadian Rockies tour once. She has coached to Yellowstone and says that is a LONG way to drive. She thought this was a good area for Boomers or her Farmers but from a different perspective to see dude or guest ranches. She talked about flying into Seattle or Spokane and asked if we had a receptive in the area. Flathead travel can follow up here. I gave here our itineraries on a thumb drive. She doesn't have an email for follow up so either phone call or snail mail.	Debbie Picard



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Missoula, MT 59802

## 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: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	1:54 PM	Met with Cindy at Select Travler 2014 Huntsville. She has never been to Montana and she said it seems cold. When I told her we had over 45 days in the 90's she seemed shocked. She could see combining a trip to Banff with GNP or a trip out of Seattle/Spokane. She also took note about the Empire Builder Seattle to Chicago. She said it would be a couple years down the road, but that this was definately on her radar now. Will follow up with any requests.	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: 5/1/2014 - 6/19/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
5/27/2014	2:56 PM	Met with Larry at Select Traveler 2014 Hunstville. My notes are vague, so that usually means I spoke the entire time with little feedback. I do have a note that he wants a receptive in the area. Follow up via email.	Debbie Picard