

ODENZA AND DISTRIBUTOR CRUISE TO SUCCESS

Trustworthy Relationship Continuously Producing Volume Sales

Profile

A major vacation distributor in the United States purchases tens of thousands of promotional incentive travel products from Odenza to re-sell to major corporate clients. The firm is one of Odenza's most valuable distributors after just three years.

History with Odenza

The president of the vacation distributorship met Odenza consultant Bob Bullock after looking over our promotional travel products at a premium show in 2003. Experienced and highly successful in the travel incentive business, he knew what he was looking for. He liked the range of Odenza's promotional travel products.

"Bob Bullock is a great guy to deal with. It's a very good fit," says the distributor, "a terrific working relationship."

Big Sales Volume and Growing

This distributor buys huge bundles of travel certificates from Bob Bullock -- 10,000 at a time -- which he in turn markets to his enormous client base. He buys more Odenza product every year.

"It's a good product and the Odenza service is excellent," he says of the partnership. "There's been the odd problem with certificate users -- there always is -- and Odenza has always been able to resolve those issues."

Distributor's Overall Satisfaction 10/10

"It's excellent. Everything works. Odenza products. Odenza Service. Business is good for both of us."

All Quotes: President, Major Distribution Company September 2006



Odenza®

When relationships ^{really} matter.

ODENZA IS A FULL SERVICE, AWARD-WINNING TRAVEL INCENTIVE AGENCY DEDICATED TO PROVIDING PROMOTIONS THAT DELIVER MEASURABLE BENEFITS TO YOUR COMPANY

Quick Consultations! 1-877-451-7245 WWW.ODENZA.COM