

# BUYER PROFILE FORM

Must be submitted prior to registration approval. **Please attach your business card or provide a copy if faxing information.**

COMPANY/ORGANIZATION NAME: \_\_\_\_\_

TYPE OF COMPANY/ORGANIZATION: \_\_\_\_\_

Tour Operator \_\_\_\_\_ Motorcoach Owner/Operator \_\_\_\_\_ Wholesale Tour Operator \_\_\_\_\_  
 Independent Group Leader \_\_\_\_\_ Travel Agency \_\_\_\_\_

TRAVEL AGENTS MUST ANSWER THE FOLLOWING:

\_\_\_\_\_ Home based travel agency \_\_\_\_\_ Outside agent Agency's office hours \_\_\_\_\_  
 Number of agents in travel agency office \_\_\_\_\_ Date that travel agency was established \_\_\_\_\_  
 Commissionable Gross Sales registered delegate sells \_\_\_\_\_ Under \$75,000 per year \_\_\_\_\_ Over \$75,000 per year  
 No of travelers you send on vacations per year \_\_\_\_\_ Under 50 \_\_\_\_\_ Over 50

TRADE MEMBERSHIPS: ABA \_\_\_\_\_ ACTA \_\_\_\_\_ ARTA \_\_\_\_\_ NTA \_\_\_\_\_ OMCA \_\_\_\_\_ SYTA \_\_\_\_\_ TIA \_\_\_\_\_  
 TIAC \_\_\_\_\_ ASTA \_\_\_\_\_ UMA \_\_\_\_\_ USTOA \_\_\_\_\_ CLIA \_\_\_\_\_ IMG \_\_\_\_\_ ARC \_\_\_\_\_ NMN \_\_\_\_\_  
 OTHERS \_\_\_\_\_

Number of years operating tours \_\_\_\_\_ Primary Destinations \_\_\_\_\_  
 How do you prefer booking tours? \_\_\_\_\_ Directly \_\_\_\_\_ Receptive Operator Other \_\_\_\_\_



Month Tour Planning Decisions are Made \_\_\_\_\_

## TRAVEL PACKAGE BUSINESS

Scheduled \_\_\_\_\_%  
 Customized \_\_\_\_\_%  
 Independent Packages \_\_\_\_\_%

## MEALS OFFERED WITH PACKAGES

Some Meals \_\_\_\_\_  
 All Meals Included \_\_\_\_\_  
 Meals Not Included \_\_\_\_\_  
 Not Relevant \_\_\_\_\_

## CUSTOMER BASE

Students \_\_\_\_\_%  
 Young Adults \_\_\_\_\_%  
 Families \_\_\_\_\_%  
 Baby Boomers \_\_\_\_\_%  
 Future Seniors (ages 54-64) \_\_\_\_\_%  
 Senior Citizens (ages 65 +) \_\_\_\_\_%

## COMPANY OWNS

Number of Motorcoaches \_\_\_\_\_  
 Number of Mini Vans \_\_\_\_\_  
 Number of Passenger Vans \_\_\_\_\_

## SEASONAL PACKAGES

Winter (Dec - Feb) \_\_\_\_\_%  
 Spring (Mar - May) \_\_\_\_\_%  
 Summer (June - Aug) \_\_\_\_\_%  
 Fall (Sep - Nov) \_\_\_\_\_%

## PACKAGES OFFERED (Check all that apply)

Amusement Parks \_\_\_\_\_  
 Fall Foliage \_\_\_\_\_  
 Historical/Heritage \_\_\_\_\_  
 Reunion \_\_\_\_\_  
 Sports (water, golf, etc) \_\_\_\_\_  
 Wine Tasting \_\_\_\_\_  
 Dinner Theaters \_\_\_\_\_  
 Family \_\_\_\_\_  
 Holiday \_\_\_\_\_  
 Mystery \_\_\_\_\_  
 Shopping \_\_\_\_\_  
 Student \_\_\_\_\_  
 Events (festivals, parades) \_\_\_\_\_  
 Hard Adventure \_\_\_\_\_  
 Soft Adventure \_\_\_\_\_  
 Learning \_\_\_\_\_  
 Religious \_\_\_\_\_  
 Theaters (live, music) \_\_\_\_\_

## ACCOMMODATIONS USED

Standard/Economy \_\_\_\_\_  
 Moderate \_\_\_\_\_  
 Superior \_\_\_\_\_  
 Deluxe \_\_\_\_\_  
 Luxury \_\_\_\_\_  
 ACCOMMODATIONS PREFERENCES  
 Interior Corridor \_\_\_\_\_  
 Exterior Corridor \_\_\_\_\_  
 Either \_\_\_\_\_

## PACKAGE LENGTH

One day \_\_\_\_\_% Multiple \_\_\_\_\_%

## BRANSON TOUR INFORMATION

No. of Branson Tours a Year \_\_\_\_\_  
 What Month \_\_\_\_\_  
 Average Number of Passengers \_\_\_\_\_  
 Number of Days in Branson \_\_\_\_\_  
 Number of Shows Booked \_\_\_\_\_  
 Number of Independent Tour Packages \_\_\_\_\_

## BOOKED TO BRANSON

Mostly by Car \_\_\_\_\_  
 Mostly by Air \_\_\_\_\_  
 MARKETING AIDS YOU PREFER  
 Sales Promotion Materials \_\_\_\_\_  
 Volume Discounts \_\_\_\_\_  
 FAM Tours \_\_\_\_\_  
 Co-Op Advertising \_\_\_\_\_  
 CD ROMS \_\_\_\_\_  
 Visual Aids (photos, slides, video) \_\_\_\_\_  
 Guide Tour Planner \_\_\_\_\_  
 Special Group Reservations \_\_\_\_\_  
 Escort Notes \_\_\_\_\_  
 Clip Art \_\_\_\_\_

## STEP ON GUIDE SERVICES

In Area Guides \_\_\_\_\_  
 In State/Providence Guide \_\_\_\_\_  
 Other State/Providence Guide \_\_\_\_\_

# Buyers Registration - PRINT RESPONSES

Deadline for Registration For Appointments - April 30, 2012

Company Name: \_\_\_\_\_

Delegate #1 (Primary Contact) : \_\_\_\_\_

Owner  Manager  Tour Planner  Group Leader  Escort.  
Special dietary needs \_\_\_\_\_

Room mate: \_\_\_\_\_

Delegate #2 \_\_\_\_\_

Owner  Manager  Tour Planner  Group Leader  Escort  
Special dietary needs \_\_\_\_\_

\_\_Taking appointments with Delegate # \_\_\_\_

\_\_Taking separate appointments

\_\_Non appointment delegate

Roommate Delegate # \_\_\_\_

\_\_Taking appointments with Delegate # \_\_\_\_

\_\_Taking separate appointments

\_\_Non appointment delegate

Roommate Delegate # \_\_\_\_

Delegate #3 \_\_\_\_\_

Owner  Manager  Tour Planner  Group Leader  Escort  
Special dietary needs \_\_\_\_\_

Delegate #4 \_\_\_\_\_

Owner  Manager  Tour Planner  Group Leader  Escort  
Special dietary needs \_\_\_\_\_

\_\_Taking appointments with Delegate # \_\_\_\_

\_\_Taking separate appointments

\_\_Non appointment delegate \_\_\_\_\_

Roommate Delegate # \_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_

Cell Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_

FAX: \_\_\_\_\_

Emergency Contact: \_\_\_\_\_ Phone # \_\_\_\_\_ Relationship \_\_\_\_\_

## TRAVEL PLANS

"Do not complete any airline arrangements until a Conference Confirmation is Issued."

To assist Destined For Branson staff in estimating transportation needs

\_\_ Anticipate driving on own to Branson

Anticipate flying into: \_\_ Springfield, MO

\_\_ Branson, MO (\$25.00 Round-Trip Airport Shuttle Fee Added)

**REGISTRATION FEE** (includes meals, entertainment, local transportation, and lodging :)

# First Delegate 1 @ \$345.00 \$ 345.00

# of Additional Delegate(s) \_\_\_\_\_ @ \$250.00 ea. \$ \_\_\_\_\_

# of Non-appointment taking delegates \_\_\_\_\_ @ \$345.00 ea. \$ \_\_\_\_\_

TOTAL Registration Fees \$ \_\_\_\_\_

**NOTE: If registration is received by March 1st, 2012 a \$50 discount will be applied.**

**Terms and Conditions:** Terms and Conditions: The Destined for Branson event is arranged by Destined for Branson, Inc., which acts as an agent in matters pertaining to hotel accommodations, transportation, and the event activities, and reserves the right to alter or cancel events if necessary. Registration forms received without payment and/or the profile forms for each delegate will not be processed. \$50.00 cancellation fee per registration prior to May 10, 2012. No refunds after May 10, 2012. Delegate #1 certifies that all participants are at least 18 years of age, have worked with the registered company for at least one year, and agree to attend all scheduled activities including marketplace appointments. NOTE: Operators with Group Leaders have additional forms to submit for Registration.

Delegate Signature \_\_\_\_\_

Date \_\_\_\_\_

\_\_\_\_\_ Payment enclosed

Return to: DESTINED FOR BRANSON, P O Box 1753, Branson, MO 65615 • Phone 1-800-993-3244 • Fax 417-332-1014

www.destinedforbranson.com