

AGENT'S GUIDE TO EXPERT

Group Planning



GO
GROUPS

LET'S
Travel

TOGETHER





24/7

GOGO Vacations is available for you and your travelers around the clock, just in case.



GOGO Guarantee

If your clients find a lower rate, price-beat it with GOGO Vacations and still get commission.



GOGO REWARD\$

A program that recognizes loyalty and delivers lucrative bonuses, increased commissions, trips, airline tickets, cash, gift cards and more. GOGO REWARD\$ will unveil new perks and parameters each month.



My Time

My Time

Give your clients a VIP experience with exclusive amenities at no additional cost.



Only at your Travel Agent

GOGO Vacations has one customer...YOU, our travel agent partner!



Unrivaled Product Range

Product you can't get anywhere else! GOGO Vacations works with all suppliers so you can offer customers the widest range of vacation options available in the market.



Commission Direct

Let us pay you when you pay us; receive commission at the time of final payment.



BDM Sales Team

Best in class national BDM Team, supporting you with tools to help you grow your business.



One Stop Shop

We work together with our sister brands, Worldwide Traveler, GO Groups and GOGO Español to assist in booking long haul travel, offering dedicated group consultants, as well as Spanish speaking agents.



WHY BOOK WITH GO GROUPS?

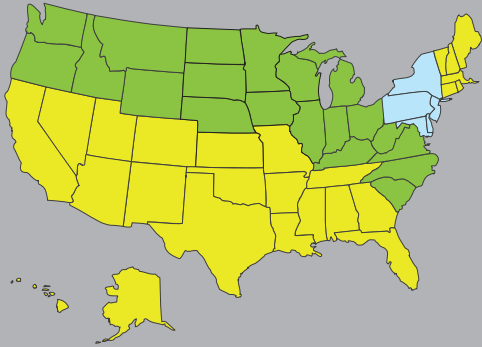
Personalized Service & Exclusive Offers

GO GROUPS provides expert group planning with teams of specialists located across the United States. With more than 150 years of combined leadership experience, our group planning teams are led by highly trained professionals who work closely with our hotel partners to provide customized group contracts for 10 passengers or more.

Your GO Groups specialist will help you with the following steps:

- booking flights, sightseeing, hotels or resorts stays
- special accommodations
- accounting or commission assistance
- final documentation

Rely upon GO Groups and our expert consultants to help you create any type of group getaway, including destination weddings, bachelor/bachelorette parties, family reunions, and business meetings.



YOUR DEDICATED **GROUPS TEAMS**

866.849.3063

877.889.8323

877.786.4094



YOUR STEP-BY-STEP GUIDE TO EXPERT GROUP PLANNING



**STEP
1**

QUALIFY YOUR GROUP

What type of group are you booking? Destination wedding, bachelor or bachelorette party? Multi-generational travel? Once you have the type of group, then begin to narrow the getaway by determining the budget and the destination or destinations the group is interested in visiting. Have all that? Great! Now it's time to contact GO Groups, who can help you pick the perfect hotel and make sure the group concessions will fit the needs of the group.

**STEP
2**

RELAX

At GOGO Vacations, we work directly with the hotelier to provide guaranteed room space, at the price quoted. We also work directly with the hotel to provide concessions/amenities that fit the needs of the group at no additional charge. So while we're securing those desired upgrades, complimentary cocktail parties, welcome receptions, and private check-in areas as part of the group contract, you get to relax.

**STEP
3**

CLOSE THE SALE

You've picked and secured the hotel. We've negotiated the concessions. The group is going to book. Yes! Once you've closed the sale, don't forget – it's the experience that brings groups back year after year. Help them create unforgettable memories with a sightseeing experience they will never forget. You also want to make sure to include trip protection. You can never predict medical problems, bad weather, and the like. So let your clients travel with peace of mind with personalized travel protection.



STEP 4

WORK WITH US

Now that you have signed your group contract – congratulations! – it’s imperative to make a schedule of when all payments, names for the rooming list, and any other confirmations are due to GO Groups. At this time, make sure that all parties understand the contract, so that there are no changes that may interfere with the contractual obligations. Don’t worry – your GO Groups consultant is here to help you through the process.

STEP 5

PAY IN FULL

You’ve secured that group booking of at least 10 passengers, made sure all contractual obligations were met, confirmed names and rooming lists, and relayed all information to your groups consultant at GOGO Vacations. Now it’s time to get paid, and we want to deliver your money – fast! Once you’ve paid your group booking in full, you will receive your commission! GOGO Vacations pays commission twice a month to our travel agent partners upon final payment.

STEP 6

REPEAT GROUPS

We hope your experience with GO Groups has been a pleasant one, and we look forward to working with you on more group bookings. More importantly, we hope your group realizes that they enjoyed an unforgettable getaway because they booked through a travel agent. By working with a wholesaler who only works with the travel agent community, you can be guaranteed that if your clients are looking for a similar experience, they will want to book it through you.



TIPS for Growing your groups

How to increase repeats: _____

Sometimes, it is as simple as asking for the group. Consumers use travel agents because of the experience. If you have booked this group before, offered sightseeing and travel protection, and ensured their on-site experience was the best possible, you are very likely going to get that group back again next year. Service is key, and GO Groups is here to help provide you whatever it is you need to close the sale year after year.

Building new groups: _____

Business to business partnerships in town can be key in growing your group business. VFVs, schools, churches, Little Leagues, PTO/PTA, local companies, etc. are amazing avenues of success for groups. Introduce yourself and leave some information on what you can provide. There are many niche marketing opportunities available through local business to business partnerships that will help you grow your groups.

business with GOGO Vacations

Fundraisers:

Through your local business to business partnerships, there are many opportunities to raise money through securing group space. If the organization you are working with does an annual getaway, allow us to price it for you, and both you and the organization can mark it up however you would like. Once GO Groups is paid the net price, and you are paid the agreed upon markup, everything left is pure profit for the organization.

Filling your group:


If you have secured group space without a specific client in mind, and are looking to fill the space, this is a great opportunity to utilize your partners in the community to help you promote it. Through cooperative marketing funds, GOGO can help you promote your group. Speak with your GO Group Consultant or your Local Business Development Manager about promotional materials and options available to you.





My Time

An Elevated Vacation Experience



Provide exclusive perks and special amenities at **no additional cost** with My Time, available through GOGO Vacations. My Time has **no blackout dates**, is **combinable with all existing rates and promotions**, and is **applicable to group bookings** at select resorts. Make your clients' vacation experience even more memorable on select cruise ships and at over 135 resorts in over 25 countries with My Time, available through GOGO Vacations.

STANDARD MY TIME INCLUSIONS:

All Destinations

Expedited or private check-in and check-out · Guaranteed access to room by the resort's standard check in time: if the resort is unable to grant access by this time, a resort credit will be allocated to room · Early check-in and late check-out · Room upgrade

Caribbean & Mexico

Food & beverage, resort or spa credit or discount regardless of room type and length of stay

USA, including Hawaii

Food & beverage, resort or spa credit or Gift courtesy of the hotel

Europe

Breakfast on arrival day or welcome food & beverage voucher *(depending on check-in time)*





One Happy Island Offers Happy Group Getaways

Boasting nearly perfect, year-round weather and glittering turquoise beaches, the Caribbean island of Aruba is one of the most revisited vacation destinations in the world.

Perfect for **destination weddings**, help clients celebrate their love with ceremonies at the following locales:

- Eagle Beach or Palm Beach with Aruba's world-famous fofoti tree
- A luxury resort with lavish gardens and sparkling waterscapes
- The Civil Town House, a historical landmark with stunning architecture

Stay for your honeymoon and return year after year for your anniversary or a family reunion with an impressive array of activities, including –

- The Butterfly Farm (*wear bright colors to attract the butterflies!*)
- Arikok National Park with popular beaches and caves to explore
- Amazing water sports, including snorkeling, tubing, power sailing, and more.

A convenient destination from more than 10 major U.S. cities, the One Happy Island of Aruba continues to attract groups and planners year after year.





BlueDiamond
Resorts

A Resort for Every Occasion

Treat your group to tropical charms, modern amenities, and superior service at the most innovative resorts in the Caribbean. From luxurious adults-only havens to energetic family-friendly retreats, Blue Diamond Resorts caters to every type of event with hotels in top locales, such as Mexico, Jamaica, the Dominican Republic, Antigua, and St. Lucia.

Group Concessions:

- Welcome drink upon arrival
- Private check-in
- Complimentary room upgrade to Diamond Club for a select VIP
- Rooms assigned in close proximity to each other
- Complimentary semi-private dinner or 1-hour cocktail party for up to 30 guests

Group Deals: Every 11th guest stays free with 10 guests booked and fully-paid. Maximum 8 free stays per group event.





Dominican Republic
Has it all

Plan a Group Getaway on the Island That Has it All.

With picture-perfect beaches, a vibrant culture, and astounding natural beauty, the Dominican Republic is one of the most visited islands in the world for good reason.

From destination weddings to corporate retreats, the Dominican Republic has the perfect locale for every celebration. Help your clients find the right setting for their group with exciting locations like:

- World-renowned Punta Cana with its famous beaches and nearly-endless all-inclusive resorts to choose from.
- Santo Domingo, the island's colorful capital rich in history, culture, and mesmerizing architecture.
- The island's southern paradise La Romana, boasting championship golfing, top scuba diving sites, beautiful beaches, and miles of stunning sugar cane fields.

All stay and no play make group getaways a dull affair. Suggest some of these unique Dominican Republic activities to your clients for some fun group bonding experiences.

- **Samana Day Tour** – Discover an area filled with natural wonders like waterfalls and whale-watching (Jan - March).
- **Santo Domingo City Tour** – Experience the history and culture of the oldest capital in the New World on this scenic walking tour with notable stops like Columbus Palace and Malecon Avenue.
- **Speedboat & Snorkeling Tour** – Speed through the crystal clear waters of the Caribbean Sea and discover multiple underwater paradises.





World-Class Luxury Meets Caribbean Tropical Ambiance

EXCELLENCE GROUP
Luxury Hotels & Resorts



EXCELLENCE
Resorts

finest
RESORTS

Beloved
Hotels

Excellence Resorts in the Dominican Republic, Jamaica, Riviera Maya and Cancun crafts all-inclusive, luxury experiences for adults only. Beloved Hotel Playa Mujeres By Excellence Group is the highest category by Excellence providing an adults-only boutique experience. Finest Playa Mujeres by Excellence Group offers modern luxury for guests of all ages but also offers an elevated, adults-only experience.

Group Concessions:

- Private check-in upon request
- Welcome drink and towel upon arrival
- 10% discount on spa treatments for entire group
- On-site group coordinator
- Complimentary high-speed internet access in guest rooms and meeting rooms
- Complimentary use of Meeting Facilities, based on availability

My Time Concessions for Groups:

- 40% discount on professional cigar tasting event or romantic dinner on the beach
- Gift courtesy of the resort
- 15% Spa discount applicable for Spa/Pool View categories
- \$50 Spa Credit (*per person, per stay, 5-night minimum stay required*) for Excellence Club categories

Group Deals: Complimentary room or passengers, one-hour cocktail reception with open bar and house hors d'oeuvres, and upgrades are available depending on number of rooms booked. If the wedding party stays more than seven nights, the couple may be eligible for a complimentary wedding package.





MAJESTIC
Resorts

Groups the Majestic Way

For destination weddings, group getaways, and family reunions, consider Majestic Colonial, Majestic Elegance, and Majestic Mirage Punta Cana. For adult getaways, consider the adults-only sections of Colonial Club, Elegance Club, and Majestic Club with VIP lounges, butler service, and private pool and beach areas. Majestic welcomes large groups with a convention center able to accommodate up to 600 guests, as well as lovely ballrooms at both Majestic Elegance and Majestic Mirage.

Concessions for bookings of 10 rooms or more receive:

- One upgrade for every 10 rooms sold, subject to availability at check-in
- One-hour cocktail party
- Welcome banner

Group concessions are not combinable with the wedding package.

My Time Group Concessions:

- Spa credit per room, valid on treatments only
- Exclusive use of water ritual facilities at the spa
(per person, per stay, based on double occupancy)
- Gift courtesy of the resort
- Private weekly cocktail party
- Free rounds of golf *(conditions apply)*
- 15% discount on premium wine and spirits in all restaurants

Group Deals: Groups will receive the 16th or 21st passenger free depending upon travel period. Couples celebrate their destination wedding with a complimentary package when the party books at least 15 rooms for seven nights or a total of 105 room nights.



#BACHP

Get Social at World Famous All-Inclusive Beach Resorts

Your gatherings will never be the same, thanks to RIU Hotels & Resorts. Riu Class Hotels cater to families, couples, and groups of friends looking for comfortable accommodations and all-inclusive convenience. Riu Palace Hotels offer an added touch of sophistication and relaxation with adults-only accommodations.

Take advantage of three brand-new packages created exclusively for your group celebrations – Anniversary Celebration Package, Birthday Bash Package, and #BachParty Package. These packages are available for traditional groups and individual bookings.

Some inclusions of the social packages are as follows:

- Group Coordinator
- Private check-in (*20 passengers min.*)
- Semi-private dinner at one of the specialty restaurants
- Sparkling wine for the main toast (*20 passengers*)
- Special decoration for the semi-private dinner
- Special decoration for the VIP room
- Door banner for the couple room
- Photoshoot for the group (*20 minutes*)
- USB drive with 20 pictures*

Group Deal: Every 6th or 11th guest is complimentary, plus groups receive a complimentary room upgrade for every 10th room booked.

A low-angle, upward-looking photograph of a palm tree. The trunk of the tree is on the left side, showing its characteristic segmented texture. Several fronds extend from the top of the trunk, filling most of the frame. The fronds are a vibrant green, with some showing signs of aging or damage. The background is a clear, bright blue sky. Overlaid in the center of the image is the word "CARIBBEAN" in a large, bold, white, sans-serif font. The letters are slightly transparent, allowing the green of the palm fronds to be seen through them.

CARIBBEAN



Fantastic Resorts and Endless Sunshine

Sun, brilliant white sands, aquamarine seas – sound like the destination of your dreams? You'll find an oasis like this on all twenty-seven islands of the Caribbean, from the most picturesque beaches to pampering resorts. The only choice you have to make is which island's world-class spas, dining, beaches, and tropical charms you'd like to experience.

DESTINATION AT A GLANCE:

Jamaica

Prime Time to Visit:

December – July

Approximate Flight Times:

NY / Newark – 3.5 hours

Philadelphia – 4 hours

Boston – 4.5 hours

Chicago – 4 hours

Miami – 2 hours

Los Angeles – 5.5 hours

Entry Requirements:

A valid U.S. passport

Aruba

Prime Time to Visit:

April – August

Approximate Flight Times:

NY / Newark – 5 hours

Philadelphia – 4.5 hours

Boston – 4.5 hours

Chicago – 5 hours

Miami – 2.5 hours

Los Angeles – 7.5 hours

Entry Requirements:

A valid U.S. passport and
an Embarkation &
Disembarkation card

Punta Cana

Prime Time to Visit:

December – April

Approximate Flight Times:

NY / Newark – 4 hours

Philadelphia – 4 hours

Boston – 4 hours

Chicago – 4½ hours

Miami – 2 hours

Los Angeles – 7½ hours

Entry Requirements:

A valid U.S. passport and
a DR tourist card

A close-up photograph of a traditional Mexican serape blanket. The blanket features a complex pattern of diagonal stripes in various colors including yellow, green, red, blue, and pink, separated by thin white lines. The fringed edges are made of white threads. The word "MEXICO" is overlaid in the center in a large, white, sans-serif font.

MEXICO



A Sublime Setting South of the Border

Mexico is vibrant, colorful, and unique with cactus-studded deserts, white-sand beaches, tropical rainforests, snow-capped volcano peaks, and charming cities. The country's world-class, all-inclusive resorts feature pampering spas, gourmet delights, and elegant accommodations, creating unforgettable getaways. Mexico has a destination perfect for everyone.

DESTINATION AT A GLANCE:

Cancun & Riviera Maya

Prime Time to Visit:

December – April

Approximate Flight Times:

NY / Newark – 4.5 hours

Philadelphia – 4 hours

Boston – 5 hours

Chicago – 4 hours

Miami – 2 hours

Los Angeles – 4.5 hours

(some flights may require connections)

Entry Requirements:

A valid U.S. passport

Los Cabos

Prime Time to Visit: May –
June; October – November

Approximate Flight Times:

NY / Newark – 6.5 hours

Philadelphia – 7.5 hours

Boston – 8.5 hours

Chicago – 4.5 hours

Miami – 7.5 hours

Los Angeles – 2.5 hours

(some flights may require connections)

Entry Requirements:

A valid U.S. passport

Puerto Vallarta & Riviera Nayarit

Prime Time to Visit:

April – June

Approximate Flight Times:

NY / Newark – 6 hours

Philadelphia – 7.5 hours

Boston – 8 hours

Chicago – 4.5 hours

Miami – 7 hours

Los Angeles – 3.5 hours

(some flights may require connections)

Entry Requirements:

A valid U.S. passport



THE **amresorts** COLLECTION



Treat Guests to a New Level of Luxury[®]

For intimate weddings and gatherings, Zoëtry Wellness & Spa Resorts welcomes small groups with unrivaled luxury and Endless Privileges[®]. For adults-only weddings and getaways, consider the tranquility and elegance of Secrets Resorts & Spas or the excitement and modern appeal of Breathless Resorts & Spas, perfect for a bachelor/bachelorette party. For weddings with young guests, choose Dreams Resorts & Spas with the pampering of Unlimited-Luxury[®] and the sophistication of a luxury resort. For family reunions and multi-generational gatherings, book the family-friendly Now Resorts & Spas and Sunscape Resorts & Spas with select resorts offering accommodations up to five guests, connecting rooms, and waterparks.

Concessions:

- Complimentary greens fees
- Private check-in
- Complimentary VIP upgrade for every 10 nights paid
- \$200 in resort coupons per room for use toward fine wines, spa treatments, and private dining

My Time Concessions for Groups *(available at select Zoëtry Wellness Spa & Resorts):*

- Up to \$100 Resort Credit per room per stay
- Two, 25-minute spa treatments
- Gift courtesy of the resort

Groups Deals: When groups book five rooms, they receive the sixth room free! Each resort offers a complimentary honeymoon and wedding package. Plus, free first-year anniversary nights are included with every wedding package, so guests can return to celebrate the momentous occasion where it all began.





IBEROSTAR
HOTELS & RESORTS

Making Every Part of Your Event Extraordinary

Iberostar Hotels & Resorts has everything a group of any size could want.

Choose Grand Iberostar for adults-only getaways complete with luxurious amenities and services. These properties are great for destination weddings, meetings and events, and guys and girls getaways. Choose family-friendly Iberostar Hotels & Resorts for family reunions, multi-generational travel, and meetings and events. For large gatherings, consider Iberostar Cancún or Iberostar Paraíso Maya, which offer on-site conference centers.

Concessions:

- Upgrade for leader to next room category
- Special appreciation dinner
- Private check-in and welcome drink

Group Deal: Book 20 passengers, and the 21st passenger is free (*restrictions apply*).

Destination Wedding Deal: Couples can begin their life together in style with complimentary breakfast in bed the day after the wedding at select Iberostar Hotels & Resorts.



Oasis Loves Groups

Weddings, meetings, reunions, conventions: every event is better with Oasis Hotels & Resorts. The stunning all-inclusive beachfront resorts offer some of the largest swimming pools, top-rated international dining choices and amazing entertainment. The ample facilities and personalized attention for groups make Oasis perfect for gatherings from 25 to 2,500.

Included Concessions:

- Groups of 10-20 rooms receive the high-level services of an on-site coordinator, plus the option to choose 3 additional perks
- Groups of 21-44 rooms additionally receive customized T-shirts and group photo in personalized frame, as well as a choice of 6 extra perks
- Groups of 45+ rooms also receive a 2-hour cocktail reception with hors d'oeuvres and all the additional group perks

Additional Group Perks:

- Private check-in based on common arrival times
- Welcome cocktail at check-in
- One free upgrade to next room category for every 10 paid rooms
- Complimentary welcome or farewell cocktail reception
- Two complimentary massage treatments of 45 minutes each
- Up to 20% discount on select spa services

Group Deals: Free guest offer valid year-round. Number of complimentary guests subject to travel dates.





Successful Events from Start to Finish

With a dedicated team of professionals, Olympus Tours has provided groups of any size with full DMC services for more than 20 years in Mexico, the Dominican Republic, and Costa Rica.

Concessions:

- Meet & Greet with customized welcome sign upon arrival
- Upgrade to private, round-trip transfers for 15 or more guests arriving and departing on the same flight
- One complimentary passenger for every 15 paying customers on transfers
- One complimentary passenger for every 20 paying customers on a shared excursion
- Bus transfers with 10% discount for more than 40 guests arriving and departing at the same time.
(Not valid for Cozumel Airport)

My Time Group Concessions:

- Bottled water, wet towel, and mints on arrival
- One Olympus Tours beach bag
- Exclusive in destination help desk for My Time customers

Destination Wedding Deal: Wedding couples also receive a complimentary bottle of sparkling wine upon arrival and an upgrade to a private transfer with bottled water and towels when 15 guests or more are booked.



A Group's Every Wish Indulged

For a luxurious wedding or a pampering adults-only getaway, consider the award winning Le Blanc Spa Resort Cancun. For an opulent destination wedding or an exciting family reunion, book The Grand at Moon Palace Cancun. Large groups can enjoy room to celebrate with a variety of breathtaking locations including the Moon Palace Arena, which is able to accommodate up to 10,000 guests.

Concessions:

- \$1,500 Resort Credit per room booked for 5-8 nights, for spa services, tours, golf and more *(terms and conditions apply)*
- Complimentary calls to the Continental U.S.
- Unlimited gourmet dining at any of our restaurants, top-shelf drinks and 24-hour room service
- Food and common area amenities at neighboring Palace Resorts at no additional cost *(transportation not included)*
- Free Wi-Fi
- Round-trip transportation to and from the airport

My Time Group Concessions:

- \$100 resort credit per room per stay
- My Time cocktail party once per week
- Gift courtesy of the resort
- 1 Wine tasting session *(reservations required)*

Destination Wedding Deal: The couple can earn unlimited complimentary rooms and upgrades for their wedding, starting with as few as 10 rooms.





It Pays to Travel Together

Group getaways and sublime weddings exceed expectations at Playa Resorts in Mexico and the Caribbean. For luxurious adults-only getaways and destination weddings, choose Hyatt Zilara or The Royal Playa del Carmen. For destination weddings, family reunions, and multi-generational vacations, choose Hyatt Ziva or Panama Jack Resorts.

Group bookings start with five rooms staying at least 3 common nights with a maximum of 30 rooms.

Plus enjoy these special group amenities:

- Signature welcome drink
- Welcome amenity for one designated room
- One complimentary upgrade to next highest room category (excluding all specialty and president rooms & suites)
- Private group check-in for common arrivals

Groups Deal: Book 5 rooms and get the 6th room free!

Destination Wedding Deals: Complimentary weddings for couples start with six-night stays while weddings up to 10 guests are complimentary with 15 nights booked.



GO Groups is proudly a division of **GOGO**
VACATIONS

