



YTBU Flight Schedule Wednesday, August 15th

GATE

A1

9:00 AM

Flight 8461-1
Winning in YTB "The Law Of Oneness"
Leon & Delayna Elliott-Level 1 Directors

A2

Flight 305-1
Building Width & Depth in Your Travel Business
Jacques & Lynetta Johnson-Level 2 Directors

A3

Flight 150
Avoid Turbulence in Booking Cruises
Ann Sedgwick-Business Development Director,
Carnival Cruise Lines

B4

Flight 8524-1
YTB Comp 101
Alanna Moore-YTB Director Learning & Development

B5

Flight 822
Help! My Team is Growing Slow and I Need
Momentum Now
Ann Jones & Loranzo Ladson-Level 1 Directors

B6

Flight 1179-1
Mastering your Booking Engine
Kevin Fitzgerald-Level 1 Director

C7

Flight 889-1
How To Recruit the Right Way
TV Wilson & Steve Branch-Level 3 Directors

C8

Flight 675-1
Get Familiar with Your Booking Engine and
Travel Portal - Know Your Product
Jeanie Sharpless-Level 1 Director

D9

Flight 243-1
Becoming Unstoppable
Anissa Bishop-Level 1 Director

D10

Flight 7234-1
The YTB Success Activity Cycle
Kirk & Cathy Phinney-Level 1 Directors

E11

Flight 6596-1
The Director Factory
Melissa Boston-Level 2 Director
Chaurice Corbin-Level 1 Director
Larease Rivers-Level 2 Director
Shavett Daniel-Level 1 Director

10:30 AM

Flight 358-1
Building your Team through Travel Parties
Roland & Michelle Athouris-Level 2 Directors

Flight 6596-2
The Director Factory
Melissa Boston-Level 2 Director
Chaurice Corbin-Level 1 Director
Larease Rivers-Level 2 Director
Shavett Daniel-Level 1 Director

Flight 1398-1
Maximizando su Negocio de Viajes
Luis Salazar-Legal Compliance Specialist

Flight 7122-1
The Road 2 Success
Bass Grant-Level 1 Director

Flight 7889-1
What is Your Niche?
Shelly Coppersmith-
YTB TN, Vice President of Marketing

Flight 1179-1
Mastering your Booking Engine
Kevin Fitzgerald-Level 1 Director

Flight 986-1
Laws of Leadership...
Connection, Buy-In, Reproduction
Duane Vancil-YTB Chief Operating Officer

Flight 3301-1
Simplicity of the YTB Business
Ron & Judy Head-Level 6 Directors

Flight 927-1
How to Sell Escorted Tours:
Emphasis on Australia/New Zealand
Kevin M. Kramich-Executive VP, Collette Vacations

Flight 364-1
Comprehending the Greatest Pay Plan
Preston Blair-Level 2 Director

Flight 280-1
Build Your Business and Protect Your Future
Jane Blair-Level 2 Director

12:00 NOON

Flight 8196-1
What it Takes to Be a Director!
Anne & Bill Hoffmann-Level 4 Directors

Flight 385-1
Create your 90 Day Success Story
Joe Reid-Level 2 Director

Flight 576-1
Explotando sus Habilidades con YTB
Maria Almeida-YTB Translation Specialist

Flight 184-1
Become a Professional Inviter-
11 Principles for Contacting and Inviting
Lucretia Daniel-Level 1 Director

Flight 459-1
Empowering You to Prosper
James & Marcia Prewitt-Level 3 Directors

Flight 122-1
Attitude Is Latitude - Let's Prepare For Take Off
Monica Petty-Level 1 Director

Flight 6872-1
The Fundamentals Of Winning
Diane Chapman-Level 1 Director

Flight 645-1
Full Contact Networking:
Prospecting Anytime, Anywhere
Kent & Kim McLaughlin-Level 3 Directors

Flight 4551-1
Take Your YTB Business to the Next Level
with Marketing Tools
Glenn & Starla Green-Level 1 Directors

Flight 6821
The Five Steps to Become a Director
Gary & Diane Adams-Level 1 Directors

Flight 6311-1
The Art of Giving an Effective Presentation
Steve Branch & TV Wilson-Level 3 Directors

1:30 PM

Flight 937-1
How to Win with YTB...The Secret
Bill & Irma Frye-Level 1 Directors

Flight 1179-2
Mastering your Booking Engine
Kevin Fitzgerald-Level 1 Director

Flight 969-1
Ingredientes Necesarios para Nuestro Negocio
Victor Toyens-Level 2 Director

Flight 6872-2
The Fundamentals Of Winning
Diane Chapman-Level 1 Director

Flight 9174-1
YTB: Don't Miss This Perfect Storm!
Denson & Margaret Taylor-Level 2 Directors

Flight 4848-1
Teach Your Team to Fish
Arlyne Thompson-Level 2 Director

Flight 978-1
International Consolidator Airfares-
Passport to Profits
John Przywara-Owner and Founder,
International Vacations

Flight 5485-1
The "Eye Of The Tiger": Lessons from Rocky
to Build a Championship Team
The 3 CEOs: Spencer Iverson-Level 2 Director,
Donald Bradley-Level 2 Director,
Floyd Williams-Level 3 Director

Flight 826-1
High Altitude Earnings through Group Travel
Ann Sedgwick-Business Development Director,
Carnival Cruise Lines

Flight 549-1
Everything You Need to Know About
Recruiting, You Can Learn From Dr. Seuss
Mickey Rawls-Level 1 Director

Flight 9069-1
YTB Will be # 1-The Reasons Why
Dave & Marlis Funk-Level 4 Directors

3:00 PM

Flight 2297-1
Putting Passion in Your Biz
Mike Accurso-Level 2 Director

Flight 4377-1
Take your YTB Business from
Prospecting to the Closing Table
Tony Martinez-Level 1 Director

Flight 2164-1
Productivo vs Activo
Edison & Lorraine Denizard-Level 1 Directors

Flight 811
Getting Your People Started Right!
Malcolm Alexander-Level 2 Director

Flight 724-1
Get Out of the Way of Your Success
Antjuan Jack-Level 1 Director

Flight 4803
Tax Benefits of your YTB Home Based Business
Andy Magnus-CPA

Flight 8524-2
YTB Comp 101
Alanna Moore-YTB Director Learning & Development

Flight 459-2
Empowering You to Prosper
James & Marcia Prewitt-Level 3 Directors

Flight 675-2
Get Familiar with Your Booking Engine and
Travel Portal - Know Your Product
Jeanie Sharpless-Level 1 Director

Flight 388-1
Easy Sailing: Charting Successful Group Cruises
Barbara Braveboy-Locklear
& Horace Locklear-Level 1 Directors

Flight 7621-1
Things I Learned from My Downline!
Cameron Corr-Level 4 Director

4:30 PM

Flight 996-1
Learning How to Present and Sell
the Power Point Presentation
Tessa & Frank Graham-Level 1 Directors

Flight 606-1
Fast Start to Succes\$\$
Bill & Ro Charlton-Level 2 Directors

Flight 434-1
El Exito Depende de Ti
Delvy Santiago-Level 1 Director

Flight 867-1
How to GUARANTEE a Second Date
Jess & Carmen Medina-Level 1 Directors

Flight 8408
What's New with Apple Vacations and
our #1 Top Selling Destination Cancun
Angie Sievers-Sales Manager, Apple Vacations

Flight 6081-1
The 4 Ps to Financial Success
Nick Pagano-Level 1 Director

Flight 815-1
Groups: They Do a Business Good!
Tami Goad-YTB TN Director of Travel Marketing

Flight 4848-2
Teach Your Team to Fish
Arlyne Thompson-Level 2 Director

Flight 777-1
Protecting Our Integrity
Tim & Georgla Dominey-Level 2 Directors
Terry & Pamela Graham-Level 1 Directors
Glenn & Starla Green-Level 1 Directors

Flight 1758-1
Nothing is as it Appears
Kevin Adams-Level 1 Director

Flight 7686-1
What a Difference a Year Makes
Anne & Bill Hoffmann-Level 4 Directors
Von & Sara Nickelberry-Level 2 Directors



YTBU Flight Schedule Thursday, August 16th

GATE	9:00 AM	10:30 AM	12:00 NOON	1:30 PM	3:00 PM	4:30 PM
A1	Flight 606-2 Fast Start to Succe\$\$ Bill & Ro Charlton–Level 2 Directors	Flight 385-2 Create your 90 Day Success Story Joe Reid–Level 2 Director	Flight 8461-2 Winning in YTB “The Law Of Oneness” Leon & DeLayna Elliott–Level 1 Directors	Flight 8196-2 What it Takes to Be a Director! Anne & Bill Hoffmann–Level 4 Directors	Flight 388-2 Easy Sailing: Charting Successful Group Cruises Barbara Braveboy-Locklear & Horace Locklear–Level 1 Directors	Flight 1758-2 Nothing is as it Appears Kevin Adams–Level 1 Director
A2	Flight 9174-2 YTB: Don't Miss This Perfect Storm! Denson & Margaret Taylor–Level 2 Directors	Flight 7234-2 The YTB Success Activity Cycle Kirk & Cathy Phinney–Level 1 Directors	Flight 809 Getting Started Training Steve Wojchowski–Level 1 Director	Flight 363 Character Building and Self Esteem Growth With YTB James “Bonecrusher” Smith–Level 1 Director	Flight 549-2 Everything You Need to Know About Recruiting, You Can Learn From Dr. Seuss Mickey Rawls–Level 1 Director	Flight 855-2 How to Fire Your Boss and Become a Director While Only Working Part Time Malcolm Alexander & Keith Hipp–Level 2 Directors
A3	Flight 576-2 Explotando sus Habilidades con YTB Maria Almeida–YTB Translation Specialist	Flight 4377-2 Lleva tu Negocio de YTB desde Buscar Prospectos hasta Cerrar el Trato Tony Martinez –Level 1 Director	Flight 1398-2 Maximizando su Negocio de Viajes Luis Salazar–Legal Compliance Specialist	Flight 434-2 El Exito Depende de Ti Delvy Santiago–Level 1 Director	Flight 969-2 Ingredientes Necesarios para Nuestro Negocio Victor Toyens –Level 2 Director	Flight 2164-2 Productivo vs Activo Edison & Lorraine Denizard–Level 1 Director
B4	Flight 826-2 High Altitude Earnings through Group Travel Ann Sedgwick–Business Development Director, Carnival Cruise Lines	Flight 184-2 Become a Professional Inviter–11 Principles for Contacting and Inviting Lucretia Daniel–Level 1 Director	Flight 2297-2 Putting Passion in Your Biz Mike Accurso–Level 2 Director	Flight 6081-2 The 4 Ps to Financial Success Nick Pagano–Level 1 Director	Flight 2805 Running It Like a Business Andy Magnus–CPA	Flight 745 Getting Started Right Keith Hipp–Level 2 Director
B5	Flight 855-1 How to Fire Your Boss and Become a Director While Only Working Part Time Malcolm Alexander & Keith Hipp–Level 2 Directors	Flight 8524-3 YTB Comp 101 Alanna Moore–YTB Director Learning & Development	Flight 2638 Right Vehicle, Wrong Drivers Ann Jones & Loranzo Ladson–Level 1 Directors	Flight 122-2 Attitude is Latitude–Let's Prepare for Take Off Monica Petty–Level 1 Director	Flight 305-3 Building Width & Depth in Your Travel Business Jacques & Lynetta Johnson–Level 2 Directors	Flight 7122-2 The Road 2 Success Bass Grant–Level 1 Director
B6	Flight 5485-2 The “Eye Of The Tiger”: Lessons from Rocky to Build a Championship Team The 3 CEOs: Spencer Iverson–Level 2 Director, Donald Bradley–Level 2 Director, Floyd Williams–Level 3 Director	Flight 1692 Millionaire Mentality Gary & Diane Adams–Level 1 Director	Flight 606-3 Fast Start to Succe\$\$ Bill & Ro Charlton–Level 2 Directors	Flight 6311-2 The Art of Giving an Effective Presentation Steve Branch & TV Wilson–Level 3 Directors	Flight 243-2 Becoming Unstoppable Anissa Bishop–Level 1 Director	Flight 645-3 Full Contact Networking: Prospecting Anytime, Anywhere Kent & Kim McLaughlin–Level 3 Directors
C7	Flight 358-2 Building Your Team through Travel Parties Roland & Michelle Athouris–Level 2 Directors	Flight 986-2 Laws of Leadership... Connection, Buy-In, Reproduction Duane Vancil–YTB Chief Operating Officer	Flight 364-2 Comprehending the Greatest Pay Plan Preston Blair–Level 2 Director	Flight 978-2 International Consolidator Airfares –Passport to Profits John Przywara–Owner and Founder, International Vacations	Flight 8524-4 YTB Comp 101 Alanna Moore–YTB Director Learning & Development	Flight 815-2 Groups: They Do a Business Good! Tami Goad–YTB Director of Travel Marketing
C8	Flight 889-2 How to Recruit the Right Way TV Wilson & Steve Branch–Level 3 Directors	Flight 7686-2 What a Difference a Year Makes Anne & Bill Hoffmann–Level 4 Directors Von & Sara Nickelberry–Level 2 Directors	Flight 6596-3 The Director Factory Melissa Boston–Level 2 Director Chaurice Corbin–Level 1 Director Larease Rivers–Level 2 Director Shavett Daniel–Level 1 Director	Flight 7621-2 Things I Learned from My Downline! Cameron Corr–Level 4 Director	Flight 280-2 Build Your Business and Protect Your Future Jane Blair–Level 2 Director	Flight 9069-2 YTB Will be # 1–The Reasons Why Dave & Marlis Funk–Level 4 Directors
D9	Flight 3301-2 Simplicity of the YTB Business Ron & Judy Head–Level 6 Directors	Flight 927-2 How to Sell Escorted Tours: Emphasis on Australia/New Zealand Kevin M. Kramich–Executive VP, Collette Vacations	Flight 4551-2 Take Your YTB Business to the Next Level with Marketing Tools Glenn & Starla Green–Level 1 Directors	Flight 4188 Smooth Landing and Smooth Sales Ann Sedgwick–Business Development Director, Carnival Cruise Lines	Flight 675-3 Get Familiar with Your Booking Engine and Travel Portal - Know Your Product Jeanie Sharpless–Level 1 Director	Flight 777-2 Protecting Our Integrity Tim & Georgia Dorney–Level 2 Directors Terry & Pamela Graham–Level 1 Directors Glenn & Starla Green–Level 1 Directors
D10	Flight 996-2 Learning How to Present and Sell the Power Point Presentation Tessa & Frank Graham–Level 1 Directors	Flight 724-2 Get Out of the Way of Your Success Antjuan Jack–Level 1 Director	Flight 1875 Overcoming Objections and How to Make a Contact Amy Ottaviano & Bob Campbell–Level 1 Directors	Flight 867-2 How to GUARANTEE a Second Date Jess & Carmen Medina–Level 1 Directors	Flight 7889-2 What is Your Niche? Shelly Coppersmith–YTB Director, Vice President of Marketing	Flight 937-2 How to Win with YTB...The Secret Bill & Irma Frye–Level 1 Directors
E11	Flight 645-2 Full Contact Networking: Prospecting Anytime, Anywhere Kent & Kim McLaughlin–Level 3 Directors	Flight 4848-3 Teach Your Team to Fish Arlyne Thompson–Level 2 Director	Flight 305-2 Building Width & Depth in Your Travel Business Jacques & Lynetta Johnson–Level 2 Directors	Flight 459-3 Empowering You to Prosper James & Marcia Prewitt–Level 3 Directors	Flight 3301-3 Simplicity of the YTB Business Ron & Judy Head–Level 6 Directors	Flight 5485-3 The “Eye Of The Tiger”: Lessons from Rocky to Build a Championship Team The 3 CEOs: Spencer Iverson–Level 2 Director, Donald Bradley–Level 2 Director, Floyd Williams–Level 3 Director



YTB Flight Descriptions

Flight 122

Attitude Is Latitude"—
Let's Prepare For Take Off

Learn the key principles to develop a winning attitude for building a Fast Growing Team! This class will discuss prospecting in both a warm and cold market. Learn the tools to educate, motivate, and duplicate. Learn to use closing techniques and other effective tips.

Instructor: Monica Petty—Level 1 Director

Flight 150

Avoid Turbulence
in Booking Cruises

How to make a cruise reservation from start to finish! This seminar will make your life easier! Hidden secrets to make the process a smooth sale for you! This seminar does not contain any information regarding the YTB booking engine. It is designed for those RTAs that will have a more hands on approach with their customers.

Instructor: Ann Sedgwick—Business Development Director, Carnival Cruise Lines

Flight 184

Become a Professional Inviter—
11 Principles for Contacting
and Inviting

It is a proven fact that he who gets the most prospects in seats, on the calls, and tools in hands WINS! In this class you will learn: how to master contacting and inviting; what to do to get prepared to "work the phones"; the basics of working the phones; and how to tell "the story" using 3rd party. This class will give you the what, who, and how of contacting and inviting!

Instructor: Lucretia Daniel—Level 1 Director

Flight 243

Becoming Unstoppable

Learn about the four C's that will make you unstoppable! Come learn how commitment, consistency, confidence and cooperation are your four keys to success!

Instructor: Anissa Bishop—Level 1 Director

Flight 280

Build Your Business and
Protect Your Future

Now that you have a YTB Business, what can you do to build it and protect it? We've all heard the stories about companies hurting their reps. We can't afford to have Reps hurting YTB. Learn the do's and don'ts of YTB marketing and recruiting. Be a competitive marketer in the largest industry while remaining compliant with YTB's Policies and Procedures.

Instructor: Jane Blair—Level 2 Director

Flight 305

Building Width & Depth in
Your Travel Business

In order for us to reach maximization of the YTB Business Opportunity, its imperative for us to understand the dynamics of what makes so many people financially free in YTB, and that is understanding the "Power of Width and Depth" in this business. If you want to be legendary and financially free, then you need to understand why this business focuses heavily on these two key principles. Our training is designed to help you understand the importance of both and at the same time teach you the necessary balance.

Instructors: Jacques & Lynetta Johnson—Level 2 Directors

Flight 358

Building your Team
through Travel Parties

Learn how sacrifice is necessary to reach your goals, discover the birth of the PowerTeam, take a look at the PowerTeam calendar and make sure you're "up-to-date" and learn how travel parties are your number one key to success with your team!

Instructors: Roland & Michelle Athouris—Level 2 Directors

Flight 363

Character Building and
Self Esteem Growth with YTB

Learn that doing the right thing is important, even when no one else is around or watching you. This class will break down the characteristics of RESPECT and show you how to use these to prosper!

Instructor: James "Bonecrusher" Smith—Level 1 Director

Flight 364

Comprehending the Greatest Pay Plan

Does the YTB pay plan confuse you? Come master the plan and learn the intricate details. Only then can you plan to make your fortune. Learn how to explain "the plan" and excite your prospects. Learn how to maximize your income. Titles are great—but the income is greater! Go home with a 4-page simplified pay plan training tool.

Instructor: Preston Blair—Level 2 Director

Flight 385

Create Your 90-Day
Success Story

This class is all about being in "the know". Know why you are here, know your sponsor and support team, know how to use your tools, know your prospects, know your approach, know your presentation, know your options, and know your 90-Day Strategy with new Reps.

Instructor: Joe Reid—Level 2 Director

Flight 388

Easy \$ailing: Charting Successful
Group Cruises

This class will help you answer the five "W" questions: who, what, when, where, and why. We'll also discuss how to protect your sale, luring your group passengers in and keeping them anchored to the group by choosing to play by the rules. And finally, you'll learn how to get your passengers to the pier and cast your lures to hook future "catches".

Instructors: Barbara Braveboy-Locklear & Horace Locklear—Level 1 Directors

Flight 434

El Exito Depende de Ti

En esta clase aprenderá todas las cosas que tienes que hacer, como aplicar la ley de los promedios para construir su equipo y las actitudes que debes tener para alcanzar el éxito tan deseado.

Instructor: Delvy Santiago—Level 1 Director (en español)

Flight 459

Empowering You to Prosper

"Empowering You to Prosper" will teach you about the recruiting process and how to make it work for you. We will also learn about the power of three way calling and edification. Finally we will touch on Millionaire Mindset Training, which will show you how having the mindset of a millionaire will help you to become a millionaire!

Instructors: James & Marcia Prewitt—Level 3 Directors

Flight 549

Everything You Need to Know About
Recruiting, You Can Learn From Dr. Seuss

This class will show you how really simple it is to recruit, if you just understand and then master two things... Prospecting and Presenting. You will learn how to get out of your U-Zone into new zone, how to find people, what to say to the people you find, and the many ways to tell the "Company Story."

Instructors: Mickey Rawls—Level 1 Director

Flight 576

Explotando sus Habilidades con YTB

Incluye información general de todas las posibilidades que su negocio de YTB ofrece al REP/RTA; pasos importantes que no pueden saltarse a fin de obtener su Certificación y Credenciales; Genealogía, Comisiones y Bonos y finalmente, una guía básica de procedimientos Eticos Profesionales en concordancia con los Documentos actualizados de Términos y Condiciones del REP/RTA.

Instructor: Maria Almeida—YTB Translation Specialist (en español)

Flight 606

Fast Start to Sucee\$\$

This class is a must attend for new RTAs or RTAs that never really got started. We'll discuss the true simplicity of this business—how to kick-start your business, get a return on your investment and get to your PowerTeam. We'll also teach you how to lead your team to do the same.

Instructors: Bill & Ro Charlton—Level 2 Directors

Flight 645

Full Contact Networking:
Prospecting Anytime, Anywhere

Learn how to prospect anytime, anywhere. Because the one you are looking for could be standing in line with you or eating at the same restaurant. Learn how to attract your prospects and not chase them away!

Instructors: Kent & Kim McLaughlin—Level 3 Directors

Flight 675

Get Familiar with Your Booking Engine and
Travel Portal—Know Your Product

Your booking engine is convenience at its best with one-stop reservations for so much more than airlines and hotels. Learn how everything needed for travel is right at our finger tips. Learn how to become an efficient, independent RTA by using your tool box and training areas. And probably the most asked question... WHEN do we get paid? Bring your pen and paper to this session! You won't want to miss a note.

Instructor: Jeanie Sharpless—Level 1 Director

Flight 724

Get Out of the Way of Your Success

Grow your mind—grow your business. Learn how to handle all objections. Why the "Law of the Jungle" will bring success to your business. Personal development—grow as fast as your organization does. Learn the power of thinking "3". The "Kiss Principle" a lost art form.

Instructor: Antjuan Jack—Level 1 Director

Flight 745

Getting Started Right

Come and learn about getting started with YTB. We'll discuss setting goals for yourself and your business and establishing your "WHY". You will also learn the power of three-way calling and how it can take you to new heights.

Instructor: Keith Hipp—Level 2 Director

Flight 777

Protecting Our Integrity

Come join our discussion about protecting the integrity of YTB. We'll be teaching about the company, the owners, the Travel Network and YourTravelBiz.com. You don't want to miss this great opportunity to take a look at the integrity of YTB and how we can choose to continue working in that integrity as individual RTAs.

Instructors: Tim & Georgia Dominey—Level 2 Directors Terry & Pamela Graham—Level 1 Directors Glenn & Starla Green—Level 1 Directors

Flight 809

Getting Started Training

You just sold somebody a travel agency... now what? The first 48 hours are crucial to getting a new rep started in the right direction. This class will help you get your new rep going immediately. If you have ever signed somebody up and never heard from them again, this class will help overcome that. Even if you're an old pro in the business, you can come and see a different perspective on how to get them started.

Instructor: Steve Wojchowski—Level 1 Director

Flight 811

Getting Your People Started Right!

Learn how to get your people started right so they will not quit. How to get rid of needers quickly and develop leaders in the first three days of your business. Show your people you care and they will work. If you really want to understand this industry and psychology to make you successful then you have to be in this class.

Instructor: Malcolm Alexander—Level 2 Director

Flight 815

Groups: They Do a Business Good!

10 out of 10 travel agents recommend groups to enhance your business. Side effects should include building a network of people for repeat business; not only for groups, but for individual travel as well. Of course we all like to earn MONEY for our efforts, but did I mention FUN? Fun is a side effect too!

Instructor: Tami Goad—YTB Director of Travel Marketing

Flight 822

Help! My team is Growing Slow and I Need
Momentum Now

Learn proven success strategies and steps to help your team grow. From this session you will learn how to maximize the first 90-days to get started; learn specific steps to build momentum; how to expose and pique interest; how to lead and motivate your team to excellence; and how to manage team growth.

Instructors: Ann Jones & Loranzo Ladson—Level 1 Directors

Flight 826

High Altitude Earnings through Group Travel

What you need to know! It will include how to find groups, the most successful types of groups, finding the best price, offering group amenities and tips to getting your groups to repeat! Grow your business through groups!

Instructor: Ann Sedgwick—Business Development Director, Carnival Cruise Lines

Flight 855

How to Fire Your Boss and Become a
Director While Only Working Part Time

Learn how to work part time on your fortune while at the same time working full time at a job. How to deal with your job, balance life, a family, and be a single parent without letting your YTB business suffer. Find out why mentorship is so important. If you really want to know what it takes to work part time at YTB, but still make it to Director, then you need to be in this class.

Instructors: Malcolm Alexander & Keith Hipp—Level 2 Directors

Flight 867

How to GUARANTEE a Second Date

This class will teach effective opening lines and introductions to peak a prospect's interest, whereby a Rep could expose the prospect to all of YTB's tools. Without creating this interest, a prospect might not want to take an HONEST look at YTB and if that happens, you might never get a guaranteed second date!

Instructors: Jess & Carmen Medina—Level 1 Directors

Flight 889

How To Recruit the Right Way

Are you ready for your team to grow? Come learn the four steps to properly recruit. We'll tell you about the secret of recruiting different personalities and we'll even share the magic word that will unlock the door to successful recruiting for you!

Instructors: TV Wilson & Steve Branch—Level 3 Directors

Flight 927

How to Sell Escorted Tours:
Emphasis on Australia/New Zealand

Learn how to sell escorted tours with Collette Vacations. We'll discuss all escorted tours in general and have more specific information on Australian and New Zealand tours.

Instructor: Kevin M. Kramich—Executive VP, Collette Vacations

Flight 937

How to Win with YTB...The Secret

This class will teach you important things you need to know to succeed with YTB. We'll discuss using company training aids and not re-inventing the wheel, participating in company generated conference calls and guarantees, and choosing to be a winner to yourself!

Instructor: Bill & Irma Frye—Level 1 Directors

Flight 969

Ingredientes Necesarios para Nuestro
Negocio

Una hora completa y emocionante que incluye paso a paso todo lo que usted debe saber para poder preparar la Receta del Exito. Como todo un Chef profesional conozca lo que debe hacer para diferenciar aquello que usted ya tiene, de aquello que necesita investigar y el lugar adecuado donde encontrar los ingredientes que le hacen falta. Además consejos utiles y sustanciosos que lo llevarán a dar el paso final: El Directorio.

Instructor: Victor Toyens—Level 2 Director (en español)

Flight 978

International Consolidator Airfares—
Passport to Profits

Come find out how air consolidation really works. We'll be discussing the truths and myths. How to use the YTB consolidator booking engine. We'll also learn about Discount International Business airfare and First Class airfare.

Instructor: John Przywara—Owner and Founder, International Vacations

Flight 986

Laws of Leadership... Connection, Buy-In,
Reproduction

Do you want to be a Leader in YTB? This is the class for you! This class will discuss the Laws of Leadership: Connection, Buy-in, and Reproduction. Learn how to make these rules a part of your strategy and see how you can truly flourish in your business and your life.

Instructor: Duane Vancil—YTB Chief Operating Officer



YTB Flight Descriptions

Flight 996

Learning How to Present and Sell the PowerPoint Presentation

This class will teach RTAs how to create value, integrity, credibility, and urgency thru the PowerPoint Presentation. All objections and fears of network marketing will be overcome. The PowerPoint presentation is the prospect's first impression of YTB; you will learn how to use it to sell our business opportunity.

Instructors: Tessa & Frank Graham—Level 1 Directors

Flight 1179

Mastering your Booking Engine

Still trying to figure out your online booking engine? Learn from Level One Director and 23 year travel industry veteran, Kevin Fitzgerald, how to quickly master the ins and outs of your virtual travel agency.

Instructor: Kevin Fitzgerald—Level 1 Director

Flight 1398

Maximizando su Negocio de Viajes

Incluye una revisión de los derechos y obligaciones que se tiene como Agente de Viajes, se conocerán a los principales proveedores de la industria de los viajes así como las ventajas de usar los consolidadores para beneficio de su agencia de viajes y de su bolsillo; Organización de su página de internet y sugerencias para desarrollar su negocio al máximo. Hablaremos sobre las ventajas de usar los E-tickets y su YTB Paycard.

Instructor: Luis Salazar—Legal Compliance Specialist (en español)

Flight 1692

Millionaire Mentality

Your path to financial success is through your mind. Use a millionaire mentality to learn, understand, believe and apply these simple and effective principles of learned behavior that can set you free financially. Get everything you need to develop your own millionaire mentality.

Instructors: Gary & Diane Adams—Level 1 Director

Flight 1758

Nothing is as it Appears

The Seven Simple Secrets for Success! Establish the art of draw vs. sell; gain the belief and confidence to build in the areas of contacting, presenting, and posturing. This can save you time and aggravation while you grow.

Instructor: Kevin Adams—Level 1 Director

Flight 1875

Overcoming Objections and How to Make a Contact

This class is about making contacts and overcoming objections. We will discuss getting out of your comfort zone; how to make a contact anywhere and build your business while you go about your life; and finally, how to overcome the most common objections, like "I just don't have the time."

Instructors: Amy Ottaviano & Bob Campbell—Level 1 Directors

Flight 2164

Productivo vs Activo

Aprende a ser más productivo. Haz que tu negocio funcione. Todo lo que necesitas hacer para obtener resultados que te den libertad financiera y descubre los seis pasos hacia la Productividad.

Instructores: Edison y Lorraine Denizard—Level 1 Directors (en español)

Flight 2297

Putting Passion in Your Biz

This class will explain how your "why" is not good enough. Ignite passion in your life and your business and to turn those "whys" into "have tos" every morning of every day to discover the success you have been seeking.

Instructor: Mike Accurso—Level 2 Director

Flight 2638

Right Vehicle, Wrong Drivers

With the right vehicle and a good driver, there is nothing that can stop you! Come to this class to learn how to drive your people and numbers to success!

Instructors: Ann Jones & Loranzo Ladson—Level 1 Directors

Flight 2805

Running It Like a Business

The difference between running your YTB organization like a hobby or like a business determines whether the IRS will allow your deductions or not. This class becomes an essential weapon in your tax planning arsenal. You will learn what the IRS is looking for and what you can do to run a better business for both tax and income purposes. Tips, tools and examples will reinforce your armor against an IRS attack. This class will give you a whole new appreciation for your YTB business.

Instructor: Andy Magnus—CPA

Flight 3301

Simplicity of the YTB Business

This class is all about keeping it simple! YTB is the hardest, easiest thing you've ever done. We're going to tell you how to keep things easy by taking one step at a time and recognizing that YTB is about plugging in, being honest with the people around you, and keeping it simple! You'll leave this class feeling energized and ready to share your YTB business with the world... one person at a time!

Instructors: Ron & Judy Head—Level 6 Directors

Flight 4188

Smooth Landing and Smooth Sales

Find out the various programs that Carnival offers to make your sales easier whether it be for non-profits, corporations or family & friends! After a brief introduction to the travel business, this seminar information is going to be all about the tools for RTAs!

Instructor: Ann Sedgwick—Business Development Director, Carnival Cruise Lines

Flight 4377-1

Take your YTB Business from Prospecting to the Closing table: All You Need to Know in Your First Week

Learn how to work your warm market and generate leads. We'll talk about how to invite a prospect to an opportunity meeting or to a one-on-one discussion. You'll also learn how to increase your odds of having guests attend your meetings and how to close the deal once they show up!

Instructor: Tony Martinez—Level 1 Director

Flight 4377-2

Lleva tu Negocio de YTB desde Buscar Prospectos hasta Cerrar el Trato: Todo Lo Que Necesitas Saber en tu Primera Semana.

Aprende como trabajar tu mercado tibio y generar contactos. Hablaremos acerca de como invitar a los prospectos a asistir a una reunión de oportunidad o a un diálogo uno-a-uno. También aprenderás como aumentar las posibilidades de que los invitados asistan a tus reuniones y como lograr "cerrar con broche de oro" el negocio ¡una vez que los tienes cerca!

Instructor: Tony Martinez—Level 1 Director

Flight 4551

Take Your YTB Business to the Next Level with Marketing Tools

Learn the keys to unlock the door to a cold market. We'll be discussing your marketing tools and how using them can take you to the next level of success with your YTB Business.

Instructors: Glenn & Starla Green—Level 1 Directors

Flight 4803

Tax Benefits of your YTB Home Based Business

You will discover how to have fun playing the tax game and learn some answers to your burning questions: "What can I deduct?" "What should I call it on my tax return?" and "What records should I keep?". Examples and tools will enhance your learning experience. Time will be available at the end for questions. You will leave this class overflowing with laughter and new ideas.

Instructors: Andy Magnus—CPA

Flight 4848

Teach Your Team to Fish

Nothing in the World Happens Without a Team! How to build a million dollar team in YTB and increase retention through team-building! The team building training will prepare you to excite, ground, transform and release your team to perform at a higher level than you or they ever dreamed possible. Master the fundamentals of relationship and team-building and YOU WILL SUCCEED!

Instructors: Arlyne Thompson—Level 2 Director

Flight 5485

The "Eye Of The Tiger": Lessons from Rocky to Build a Championship Team

The 3 CEOs will "work you out" taking video clips and themes from Rocky to teach RTAs how to build an award-winning, championship team. You will receive a hard-core, intense training on topics such as developing a game plan, maintaining personal and team focus, building with intensity, cultivating leaders, developing drive and not accepting defeat. Applied correctly, these lessons are sure to take your organization from ordinary to extraordinary. Disclaimer: This is an interactive presentation and is not for everybody. This is an advanced course for serious RTAs who truly intend on becoming YTB Directors.

Instructors: The 3 CEOs: Spencer Iverson—Level 2 Director, Donald Bradley—Level 2 Director, Floyd Williams—Level 3 Director

Flight 6081

The 4 Ps to Financial Success

Come and learn about the four Ps that will lead you to Financial Freedom. We'll be looking at the "Morality of Money" and teaching you how principle, what you know; perception, how you think; practice, what you do; and people, who you know; can change your finances!

Instructor: Nick Pagano—Level 1 Director

Flight 6311

The Art of Giving an Effective Presentation

Discover the simple techniques of effectively presenting the YTB opportunity. Learn ways to make your follow-up more effective and give you more impact when "closing the sale."

Instructors: Steve Branch & TV Wilson—Level 3 Directors

Flight 6596

The Director Factory

This session by the Ladies of Team Vision will give you the "blueprint" on how to become a director. You will learn how to prospect, invite and recruit. You'll also learn the art of Travel Parties/Grand Openings. This blueprint will give you a daily method of operation that will create an explosion in your organization.

Instructors: Melissa Boston—Level 2 Director Chaurice Corbin—Level 1 Director Larease Rivers—Level 2 Director Shavett Daniel—Level 1 Director

Flight 6821

The Five Steps to Become a Director

Here's everything you'll want to know about becoming a YTB Director. Let Gary and Diane assist you in becoming a YTB Director: Learn to: Plan a strategy that fits your Specific Situation; Develop a System for Recruiting and Training; Teach Duplication; System for Retention; Develop Leadership in Others.

Instructors: Gary & Diane Adams—Level 1 Directors

Flight 6872

The Fundamentals Of Winning

Learn the steps a person will need to take to prepare themselves for winning in their YTB Business. We will talk about the price, commitment, determination, desire and the passion needed to win.

Instructors: Diane Chapman—Level 1 Director

Flight 7122

The Road 2 Success

The Road 2 Success is not always going to be straight. Learn how to maneuver through the obstacles and objections of "The Emotional Roller Coaster" that is Network Marketing and your business; such as "I have no time", "I don't have the money", "I'm too busy", "Is this a pyramid?" and others. You will learn all of these techniques and answers in a captivating and powerful YTB rendition of the "Wizard of Oz!"

Instructor: Bass Grant—Level 1 Director

Flight 7234

The YTB Success Activity Cycle

Whether new to YTB or a veteran Rep, this class will help you visualize the process of building your business. You will really see what you need to be doing to grow a strong Rep team! You'll learn how to use a Proven Plan of Action to systematically develop your business. You'll leave this exciting class with your personal Game Plan in hand.

Instructors: Kirk & Cathy Phinney—Level 1 Directors

Flight 7621

Things I Learned from My Downline!

Come and hear how your team can be the best teacher out there! We'll learn how to be efficient and effective in our YTB business with twelve lessons I learned from my downline!

Instructor: Camaron Corr—Level 4 Director

Flight 7686

What a Difference a Year Makes

"What a Difference a Year Makes" is designed to emphasize the importance of building the business for one full year. It will draw upon comparisons from the sports world and explain how a little discipline, when doing the things you don't like doing, will increase overall productivity in YTB.

Instructors: Anne & Bill Hoffmann—Level 4 Directors Von & Sara Nickelberry—Level 2 Directors

Flight 7889

What is Your Niche?

Come and learn to find your niche in the travel market. Find out how you can take advantage of this specialty market and how you can make money selling niche travel. We'll talk about your most important resources... time, talent, and technology!

Instructors: Shelly Coppersmith—YTB TN, Vice President of Marketing

Flight 8196

What it Takes to Be a Director!

So, you want to be a YTB Director? This class breaks it down into three steps that will give you all the tools needed and the steps to take to become a Director within six months from National Convention, even if this is your first day with YTB!

Instructors: Anne & Bill Hoffmann—Level 4 Directors

Flight 8408

What's New with Apple Vacations and our #1 Top Selling Destination—Cancun

"What is new with Apple Vacations?" This class will give you the answer! It will also inform you about the "new Cancun"—it's bigger and better than ever! We'll discuss new hotels, updates on mall/retail areas, beaches, restaurants, nightlife, and more! In addition, we'll discuss the Riviera Maya and all it has to offer!

Instructor: Angie Sievers—Sales Manager, Apple Vacations

Flight 8461

Winning in YTB "The Law Of Oneness"

The Vision of YTB is to become the largest travel agency on the planet. When we align ourselves with this vision through the "Law of Oneness" we cannot help but become large in our YTB Business. This class will teach couples, partners and singles how to come into oneness in their YTB businesses and experience exponential growth beyond their imagination, with hidden principles used by millionaires for centuries.

Instructors: Leon & DeLayna Elliott—Level 1 Directors

Flight 8524

YTB Comp 101

The class will include a general overview of the YTB Marketing Compensation Plan & Genealogy. We will discuss the basics of marketing commissions, the First Team vs. the PowerTeam and genealogy structure. This class will help you develop a clear approach to understanding these basic YTB elements.

Instructor: Alanna Moore—YTB Director Learning & Development

Flight 9069

YTB Will be # 1—The Reasons Why

This class covers it all! Come hear about YTB's product, learn about our Founders and management, study the compensation plan and finish up with a discussion on timing and how it can affect your business.

Instructors: Dave & Marlis Funk—Level 4 Directors

Flight 9174

YTB: Don't Miss This Perfect Storm!

You'll learn about the YTB Compensation plan, from how to complete your First Team to who will be in your PowerTeam. We'll also talk about the money you can earn when you recruit and build your team. This is an essential class for the Marketing Representative wanting to build a strong team.

Instructors: Denson & Margaret Taylor—Level 2 Directors



YTB Flight Instructors

Mike Accurso *YTB Director*

Las Vegas, Nevada. YTB Director, \$50,000 Director Bonus Award, \$10,000 Bonus Achiever, CRTA "RTA Certification" Instructor, a Top 5 Earner in four different network marketing companies, featured on numerous talk and radio shows, Speaker for Pat James Seminar Group, YTB University Instructor 2007.

Gary and Diane Adams *YTB Directors*

Sarasota, Florida. YTB Director, \$10,000 Bonus Achiever, CRTA "RTA Certification" Instructor, Keynote Speaker Atlanta, Dallas, Tampa, and Richmond Regional Meetings, Select Keynote Speaker YTB 2005 National Convention, YTB University Instructor 2006 & 2007.

Kevin Adams *YTB Director*

Sarasota, Florida. YTB Director, \$10,000 Bonus Achiever, 2004 Coach's Birthday Bash, 2004 Retention Award, Founder's Club Member, 2004 Circle Of Champions, Eagle Team, 2006 Coach's Birthday Bash, 2006, Coach's Corner, CRTA "RTA Certification" Instructor, First Son of a Director to become a Director, YTB University Instructor 2007.

Malcolm Alexander *YTB Director*

Washington, DC. YTB Director, \$50,000 YTB Director Bonus Award, \$10,000 Bonus Achiever, President's Club Sapphire Ring, Select Keynote Speakers YTB 2006 Richmond Regional Meetings, CRTA "RTA Certification" Instructors, YTB 2005, 2006, & 2007 Birthday Bash Winner. YTB University Instructor 2006 & 2007.

Maria Almeida *YTB Translation Specialist*

Edwardsville, Illinois. Spanish Division at YTB, and YTB Translation Team Member. Trained in "Above and Beyond Customer Service" and completed the Requirements of YTB Travel Support Seminar. Experienced in translations from English to Spanish and teaching foreign languages abroad, YTB University Instructor 2007.

Anissa Bishop *YTB Director*

Virginia Beach, Virginia. YTB Director, \$10,000 Bonus Achiever, CRTA "RTA Certification" Instructor, Speaker, Richmond, VA Regional/Meeting, YTB University Instructor 2007.

Preston and Jane Blair *YTB Directors*

Escondido, California. YTB Directors, \$50,000 Director Bonus Award, \$10,000 Bonus Achiever, Presidents Club Sapphire Ring, Top Power Team Top 20 2006, Top Power Team Top 5 2006, Top 20 Travel Award 2006, "Heavy Hitter" Award 2006, Keynote Speaker Los Angeles & San Diego Regional Meetings, CRTA "RTA Certification" Instructors, Members of Coach's Corner, Coach's Birthday Bash 2006, 2007, YTB University Instructor 2007.

Melissa Boston *YTB Director*

Smyrna, Georgia. YTB Director, \$50,000 YTB Director Bonus Award, \$10,000 Bonus Achiever, President's Club Sapphire Ring, CRTA "RTA Certification" Instructor, Keynote Speaker Atlanta Team Vision Convention, YTB University Instructor 2007.

Donald Bradley *YTB Director*

Snellville, Georgia. YTB Director, \$50,000 Director Bonus Award, \$10,000 Bonus Achiever President's Club Sapphire Ring, CRTA "RTA Certification" Instructor, Keynote Speaker Atlanta Regional Meeting, Top Power Team Top 20 YTB 2005 National Convention, Select Keynote Speaker YTB 2005 National Convention, YTB University Instructor 2006 & 2007.

Steve Branch *YTB Director*

Richmond, Virginia. YTB Director, President's Club Sapphire Ring, President's Club Ruby Ring, CRTA "RTA Certification" Instructor, Association Certified Instructor, \$10,000 Bonus Achiever, \$50,000 Director Bonus Award, \$100,000 Director Bonus Award, 2004 "Rookie of the Year Award," 2004 Top 20 Power Team Award, 2005 Top 20 Power Team Award, Winners 2004, 2005, and 2006 Coach's Birthday Bash, Select Keynote Speaker YTB 2004, 2005, and 2006 National Conventions, Keynote Speaker at Regional Meetings in Tampa, Orange County/Costa Mesa, Atlanta, Richmond and Dallas, YTB University Instructor 2006 & 2007.

Diane Chapman *YTB Director*

Florence, South Carolina. YTB Director, \$10,000 Bonus Achiever, President's Club Sapphire Ring, CRTA "RTA Certification" Instructor, Winner Coach's Bash 2007.

Bill and Ro Charlton *YTB Directors*

Manchester, Tennessee. YTB Directors, CRTA "RTA Certification" Instructors, President's Club Ring. Dream Bonus earners. Bill worked blue-collar jobs for 40 years—steel mills, concrete construction and 26 years as a truck driver. Ro had a diverse thirty+ year work history from cashier to haridresser to medical professional and is a retired corporate vice president. They have five grown children and twelve grandchildren. YTB University Instructors 2006 & 2007.

Shelly Coppersmith *YTB Director, Vice President of Marketing*

Edwardsville, Illinois. Vice President of Marketing for YTB Travel Network, Shelly Coppersmith joined YTB in 2001, creating administration and customer service departments for both marketing and travel. She has trained on various travel distribution systems, such as Amadeus and WorldSpan, in addition to current booking engine affiliate partnerships and preferred vendors, such as Priceline.com, Carnival Cruise Lines, Holland America Cruise Lines, Vacation Access, and more. YTB University Instructor 2006 & 2007.

Chaurice Corbin *YTB Director*

Washington, DC. YTB Director, \$10,000 Bonus Achiever, President's Club Sapphire Ring, CRTA "RTA Certification" Instructor, Keynote Speaker Atlanta Team Vision Convention, YTB University Instructor

2007.Cameron Corr *YTB Director*

Edwardsville, Illinois. YTB Director, \$50,000 YTB Director Bonus Award, \$100,000 YTB Directors Bonus Award, \$250,000 YTB Directors Bonus Award, \$10,000 Bonus Achiever, CRTA "RTA Certification" Instructor, President's Club Ruby Ring, Keynote Speaker Atlanta Duluth and Tampa Regional Meetings, 2005 "Travel MVP" Award, Select Keynote Speaker YTB 2005 National Convention, YTB Instructor 2006 & 2007.

Lucretia Daniel *YTB Director*

Atlanta, Georgia. YTB Director, \$10,000 Bonus Achiever, Top 20 Leader by Power Team Sales February 2007, January 2007 Coaches Birthday Bash Earner #29, CRTA "RTA Certification" Instructor, YTB University Instructor 2007.

Shavett Daniel *YTB Director*

Grayson, Georgia. YTB Director, \$10,000 Bonus Achiever, CRTA "RTA Certification" Instructor, Keynote Speaker Atlanta Team Vision Convention, YTB University Instructor 2007.

Edison and Lorraine Denizard *YTB Directors*

Orlando, Florida. YTB Directors, \$10,000 Bonus Achievers, CRTA "RTA Certification" Instructors, YTB's Youngest Directors, YTB University Instructors 2007.

Tim and Georgia Dominey *YTB Directors*

Hoschton, Georgia. YTB Directors, \$10,000 Bonus Achievers, \$50,000 Director Bonus Award, President's Club Sapphire Ring, Keynote Speakers 2004 & 2005 National Conventions, CRTA "RTA Certification" Instructors, YTB University Instructors 2007.

Leon and DeLayna Elliott *YTB Directors*

Fayetteville, NC/Seattle WA. YTB Directors, \$10,000 Bonus Achievers, Northwest Host of Rick and Brenda Ricketts, Speakers for Rick and Brenda Ricketts' Tampa All-star Roundup, Certified RTA and Association Certified RTA, Featured in Leadership Bulletin July, 2007, YTB University Instructor 2007.

Kevin Fitzgerald *YTB Director*

Murrieta, California. YTB Director, \$10,000 Bonus Achiever, 23 year Travel Industry Veteran, Number one producer in sales for Collette Tours (1989-1990), Travel agency owner from 1991 to 2003 generating 8 million in sales annually, Weekly Webinar trainer, Marketing degree from the University of Rhode Island, CRTA "RTA Certification" Instructor, YTB University Instructor 2007.

Bill and Irma Frye *YTB Directors*

Oak Island, North Carolina. YTB Director, \$10,000 Bonus Achiever, President's Club Sapphire Ring, Keynote Speakers at YTB National Conventions in 2003, 2004, 2005 & 2006, Keynote Speaker Tampa and Richmond Regional Meetings, CRTA "RTA Certification" Instructors, Circle of Champions, Coach's Corner, RiverHouse Experience since 2002, Kim's Cruise Contest, YTB University Instructor 2006 & 2007.

Dave and Marlis Funk *YTB Director*

The Colony, Texas. YTB Directors, \$100,000 YTB Director Bonus Award, \$50,000 YTB Director Bonus Award, \$10,000 Bonus Achiever, President's Club Sapphire Ring, Select Keynote Speaker YTB 2005 National Convention, MVP of the 2005 National Convention Award, YTB Travel Award 2005, CRTA "RTA Certification" Instructor, Select Keynote Speaker YTB 2005 National Convention, Keynote Speaker Dallas Regional Meeting 2006, YTB University Instructor 2006 & 2007.

Tami Goad *YTB Director of Travel Marketing*

Mt. Olive, Illinois. Director of Travel Management, Tami joined YTB Travel Network in July, 2005 with an extensive 10-year background in professional travel booking and customer service. Tami has recruited and hired a team of agents for YTB, each with 10 or more years of travel experience. Graduated from ITA Travel Academy, ARC Specialist Certification, CAS Qualifier ARC, World Span Specialty Training, Club Med Specialist, Worry Free Vacations Training, Puerto Vallarta Specialist, NCL Specialist, CARE Conferences, CLIA 360, Fred Pryor Customer Service Training International Customer Management Institute Sandals Certificate of Knowledge, Fun Shine Travel Trade Show Instructor St. Louis and Orlando 2006, San Diego 2007, YTB University Instructor 2006 & 2007.

Terry and Pamela Graham *YTB Directors*

Fayetteville, Georgia. YTB Directors, \$10,000 Bonus Achievers, Top 20 Power Team Leader 2005 National Convention, Keynote Speakers 2005 National Convention, CRTA "RTA Certification" Instructors, YTB University Instructors 2007.

Tessa and Frank Graham *YTB Directors*

Centennial, Colorado. YTB Directors, Achieved YTB Directorship after only seven months, \$10,000 Bonus Achievers, 1st place Winner of Scott's contest, Fastest Growing Power Team Award 1st quarter 2006, President's Club Sapphire Ring, CRTA "RTA Certification" Instructors, YTB University Instructors 2007.

Bass Grant *YTB Director*

Tampa, Florida. YTB Director, Youngest President's Club Member—Sapphire Ring, Multiple \$10,000 Dream Bonus Earner, CRTA "RTA Certification" Instructor, Top 200 Power Team Leader, "Batting Average Award" 2006 National Convention, YTB University Instructor 2007.

Glenn and Starla Green *YTB Directors*

The Woodlands, Texas. YTB Directors, \$10,000 Bonus Achievers, President's Club Sapphire Ring, Coach's Corner Members, CRTA "RTA Certification" Instructors, YTB University Instructors 2006 & 2007.

Ted Harris *YTB Director*

Columbus, Ohio. YTB Director, President's Club Sapphire Ring, CRTA "RTA Certification" Instructor, YTB University Instructor 2007.

Ron and Judy Head *YTB Directors*

Benton, Illinois. YTB Director, President's Ring "Diamond", \$1,000,000 YTB Director Bonus Award, \$250,000 YTB Director Bonus Award, \$100,000 YTB Director Bonus Award, \$50,000 YTB Director Bonus Award, \$10,000 Bonus Achiever, CRTA "RTA Certification" Instructor, Keynote Speaker Atlanta, Dallas, Los Angeles, Richmond, and Tampa Regional Meetings, Select Keynote Speaker YTB 2005 National Convention. YTB University Instructor 2006 & 2007.

Keith Hipp *YTB Director*

Accokeek, Maryland. YTB Director, \$50,000 Director Bonus Award, President's Club Sapphire Ring, CRTA "RTA Certification" Instructor, \$10,000 Bonus Achiever, Top 10 Winners Scott's Contest Jan-March 2006, Keynote Speaker Richmond Regional Meeting, 2007, Ball Buster Award Winners 2006, YTB University Instructor 2006 & 2007.

Anne and Bill Hoffmann *YTB Directors*

Maumee, Ohio. YTB Directors, \$50,000 YTB Director Bonus Award, \$100,000 YTB Directors Bonus Award, \$250,000 YTB Directors Bonus Award, \$10,000 Bonus Achiever, President's Club Sapphire Ring, President's Club Ruby Ring, President's Club Diamond Ring, CRTA "RTA Certification" Instructor, Select Keynote Speaker YTB 2005 National Convention, Keynote Speaker Atlanta, Dallas, and Tampa Regional Meetings, Top 10 Winners Kim's Cruise Contest Jan-March 2006. Keynote Speaker 2004, 2005 and 2006 National YTB Convention, Ball Buster Award 2006, YTB University Instructor 2006 & 2007.

Spencer Iverson *YTB Director*

Lawrenceville, Georgia. YTB Director, \$50,000 Director Bonus Award, \$10,000 Bonus Achiever, President's Club Sapphire Ring, CRTA "RTA Certification" Instructor, Keynote Speaker Atlanta and Dallas Regional Meetings, Top 10 Winners Kim's Cruise Contest Jan-March 2006, YTB University Instructor 2006 & 2007.

Antjuan Jack *YTB Director*

Pickerington, Ohio. YTB Director, 10,000 Bonus Achiever, CRTA "RTA Certification" Instructor, Batting Average Award Winner 2006, YTB University Instructor 2006 & 2007.

Jacques and Lynetta Johnson *YTB Directors*

Colorado Springs, Colorado. YTB Directors, Jacques made a career in the commercial and residential lending industry for the last ten years until a recent decision to retire in June 2006 to work their YTB business full time, Lynetta's background includes ten years in the Air Force and extensive studies in Finance with a BSBA in Business Management, 2006 President Club Members of YTB, \$10,000 Bonus Achievers, CRTA "RTA Certification" Instructors, YTB University Instructors 2007.

Ann Jones *YTB Director*

Bowie, Maryland. YTB Director, \$10,000 Bonus Achiever, CRTA "RTA Certification" Instructor, Villa Award Recipient, YTB University Instructor 2006 & 2007.



YTB Flight Instructors

Kevin M. Kramich *Executive Vice President, Collette Vacations*

Pawtucket, Rhode Island. Executive Vice President of Global Sales, Collette Vacations, Kramich oversees Collette's global sales force of over 70 outside sales personnel and 50 inside. He is responsible for defining the sales strategy for the company, as well as training and development. Frequently asked to conduct sales training seminars within the travel industry, Kramich has appeared at such conferences as AAA, AARP, and major industry gatherings. Among his many accomplishments at Collette, Kramich was instrumental in establishing Collette's first international office in Toronto, Canada, and since 2002 he has served on the Executive Committee of Collette Vacations. As Regional Sales Manager in the Midwest, Kramich and his team won most growth and most revenue for several consecutive years. A 1985 graduate of Worcester State College, Kramich has 22 years experience in the travel industry. YTB University Instructor 2007.

Loranzo Ladson *YTB Director*

New Carrollton, Maryland. YTB Director, \$10,000 Bonus Achiever, CRTA "RTA Certification" Instructor, Birthday Bash Winner of 2006 # 22, YTB University Instructor 2007.

Barbara Braveboy-Locklear and Horace Locklear *YTB Directors*

Angier, North Carolina. YTB Director, \$10,000 Bonus Achiever, President's Club Sapphire Ring, CRTA "RTA Certification" Instructor, President's Circle, Tomer RiverHouse Experience 2003, YTB Power Team Builder Award National Convention 2004, Retention Award National Convention 2004, #1 YTB Award National Convention 2004, Coach's Birthday Bash 2004, 2005, 2007, Select Keynote Speaker YTB National Convention 2005, YTB Travel Award National Convention 2005, YTB University Instructor 2006 & 2007.

Andy Magnus *CPA, CRTA*

Mansfield, Texas. CPA since 1974 working with small business; Five years experience as IRS Agent and Trainer; Contributor to YTB Travelbiz Toolbox; Interviewed by Coach Tomer on YTB training cassette; Frequent speaker at Dallas YTB trainings; YTB Power Team Leader; Attended RiverHouse training; Developer of easy-to-use recordkeeping system; Stand-up Accountant, YTB University Instructor 2006 & 2007.

Tony Martinez *YTB Director*

Kissimmee, Florida. YTB Director, President's Club Sapphire Ring, \$10,000 Bonus Achiever, Appeared in Success from Home DVD, CRTA "RTA Certification" Instructor Spanish and English, YTB University Instructor 2007.

Kent and Kim McLaughlin *YTB Directors*

Kansas City, Missouri. YTB Directors, \$100,000 Director Bonus Award, \$50,000 Director Bonus Award, \$10,000 Bonus Achievers, Million dollar earners, President's Club Diamond Ring and Pendant, Top 10 Money Earners, Select Keynote Speakers YTB 2005 & 2006 National Conventions, Keynote Speakers LA Regional Meeting March 2006, Keynote Speakers Dallas Regional Convention June 2006, CRTA "RTA Certification" Instructors, YTB University Instructors 2006 & 2007.

Jess and Carmen Medina *YTB Directors*

Sublette, Kansas. YTB Directors, CRTA "RTA Certification" Instructors, \$10,000 Bonus Achievers, Coach's Birthday Bash Winner 2005, YTB University Instructors 2007.

Alanna Moore *YTB Director of Learning and Development*

Edwardsville, Illinois. Alanna joined YTB in March of 2006 as an RTA Support Representative. She quickly found her "passion" here at YTB in the new team member training program. Alanna assisted with training in the autumn of 2006 and was then promoted to YTB Training Manager in December of 2006. She now manages all new team member training within the Operations Department (including RTA Support, Travel Support, Online Support, Special Operations and Office Administration) at the YTB home office. Furthermore, Alanna and her team continue to educate YTB's corporate staff by providing continuing education programs focusing on improving service and efficiency, YTB University Instructor 2007.

Von and Sara Nickelberry *YTB Directors*

Detroit, Michigan. YTB Directors, Coaches Corner Members, \$10,000 Bonus Achievers, \$50,000 Director Bonus Award, Coaches Birthday Bash Participants 2006 & 2007, CRTA "RTA Certification" Instructors, President's Club Sapphire Ring, YTB University Instructors 2007.

Amy Ottaviano and Bob Campbell *YTB Director*

Clearwater, Florida. YTB Directors, \$10,000 Bonus Achievers, CRTA "RTA Certification" Instructors, Keynote Speakers Tampa Regional Meeting, Select Keynote Speakers YTB 2005 National Convention, Top Power Team "Top 20" YTB 2005 National Convention, YTB Travel Award YTB 2005 National Convention, Top Ten Winners Kim's Cruise Contest Jan-Mar 2006, Coach's Birthday Bash 2006, YTB University Instructor 2006 & 2007.

Nick Pagano *YTB Director*

Novi, Michigan. YTB Director, \$10,000 Bonus Achiever, President's Club Sapphire Ring, Monthly Top Power Team Sales, CRTA "RTA Certification" Instructor, YTB University Instructor 2007.

Monica Petty *YTB Director*

Greenbelt, Maryland. YTB Director, \$10,000 Bonus Achiever, YTB University Instructor 2007.

Kirk and Cathy Phinney *YTB Directors*

Blanch, North Carolina. YTB Directors, \$10,000 Bonus Achievers, CRTA "RTA Certification" Instructors, President's Club Sapphire Ring, Keynote Speakers Atlanta, Tampa and Richmond Regional Meetings. YTB University Instructor 2006 & 2007.

James and Marcia Prewitt *YTB Directors*

Dallas, Texas. YTB Directors, \$100,000 & \$50,000 YTB Director Bonus Award, \$10,000 Bonus Achiever, President's Club Diamond Ring, Select Keynote Speakers YTB 2006, 2005, and 2004 National Conventions, CRTA "RTA Certification" Instructors, Top Power Team Top 20 YTB 2006 & 2005 National Convention, YTB Travel Award 2006 & 2005 National Convention, YTB University Instructor 2006 & 2007.

John Przywara *Owner and Founder, International Vacations*

Dallas, Texas. Owner and Founder of International Vacations, 29 years of Travel Industry experience, John joined with four other companies in 1997 to form Travel Services International, Inc. and created one of the largest single-source leisure travel companies in the US and in April 2000 sold TSI for \$360,000,000. Former President of D-FW Tours, John left D-FW Tours in 2004 to further expand in the wholesale and consolidation industry with his purchase of International Vacations.com. He is bringing with him his reputation and expertise in the travel industry to expand International Vacations, Inc. to offer wholesale and consolidator airfares on major airlines to destinations worldwide, YTB University Instructor 2007.

Mickey Rawls *YTB Director*

Ft. Worth, Texas. YTB Director, Presidents Club Sapphire Ring, \$10,000 Dream Bonus Achiever, CRTA "RTA Certification" Instructor, Select Keynote Speaker 2003 & 2005 Convention, Circle of Champions, Founders Team, Keynote Speaker Dallas Regional Meetings, RiverHouse Experience, Top PowerTeam Builder 2003, YTB Travel Award 2005 & 2006, YTB University Instructor 2006 & 2007.

Joe Reid *YTB Director*

Elmont, New York. YTB Director, \$50,000 Director Bonus Award, \$10,000 Bonus Achiever, Presidents Club Sapphire Ring, Select Keynote Speaker Richmond Regional Meeting, CRTA "RTA Certification" Instructor, YTB University Instructor 2006 & 2007.

Larease Rivers *YTB Director*

Tucker, Georgia. YTB Director, \$50,000 YTB Director Bonus Award, \$10,000 Bonus Achiever, President's Club Sapphire Ring, CRTA "RTA Certification" Instructor, Keynote Speaker Atlanta Team Vision Convention, YTB University Instructor 2007.

Luis Salazar *Legal Compliance Specialist*

Collinsville, Illinois. Spanish Division at YTB, Legal Services Team Member. Trained in "Above and Beyond Customer Service" and completed the Requirements of YTB Travel Support Seminar. Experienced in translations from English to Spanish and teaching foreign languages abroad, YTB University Instructor 2007.

Delvy Santiago *YTB Director*

Vega Alta, Puerto Rico. YTB Director, CRTA "RTA Certification" Instructor, Select Keynote Speaker YTB 2005 National Convention, YTB Travel Award 2005, Coach Birthday Bash 2006 & 2007, \$10,000 Bonus Winner, YTB University Instructor 2006 & 2007.

Ann Sedgwick *Business Development Director, Carnival Cruise Lines*

St. Louis, Missouri. Ann graduated from the University of Denver with a BSBA in Marketing. Has worked for agencies such as Canterbury Travels and Altair Travel & Cruise before joining Carnival Cruise Lines 20 years ago. 2004 Regional Sales Person of the Year, Carnival; 2005 Carnival Sales Person of the Year and 2006 Regional Sales Person of the Year. Leads "Carnival Connections" monthly training program. YTB University Instructor 2006 & 2007.

Jeanie Sharpless *YTB Director*

Midlothian, Virginia. YTB Director, \$10,000 Bonus Achiever, Host of YTB's Monday Night "Start Up Training Call", Proud Member of Coach's Corner, Selected Member of YTB Travel Network's "YTB President's Circle", City Host for Travel Training with travel vendors, Select Keynote Speaker YTB 2005 National Convention, Team Player Award 2005 National Convention, Top \$10K Winner Kim's Cruise Contest Jan-March 2006, YTB Travel Award YTB 2005 National Convention, Host of Wednesday "Ladies Only" Conference Call, Signed up the First Non-Profit Organization for the Association Division, Featured RTA in January, 2007 issue of Success From Home Magazine, Travel All-Star Award 2006, President's Award 2006, MVP Travel Award 2006, Ball Buster Award 2006, YTB University Instructor 2007.

Angie Sievers *Sales Manager, Apple Vacations*

St. Louis, Missouri. Angie has been in the travel industry for 10 years holding sales positions all focused in the vacation package business. Apple Vacations, America's Favorite Vacation Company is her "final destination" for sales. Current sales territories consist of travel agencies in the St. Louis and Southern/Central Illinois area. Main focus is sales but other specialties include education, marketing, proposals, presentations, training, service, reports, planning & development. Graduate of Webster University in St. Louis. YTB University Instructor 2007.

James "Bonecrusher" Smith *YTB Director*

Lillington, North Carolina. YTB Director, \$10,000 Bonus, CRTA "RTA Certification" Instructor, , Keynote Speaker in Atlanta and Richmond Regional Meetings, Keynote Speaker 2004, 2005 National Conventions, Preached Sunday Morning Service 2006, YTB University Instructor 2006 & 2007.

Denson and Margaret Taylor *YTB Directors*

Collierville, Tennessee. YTB Directors, \$50,000 Director Bonus Award, \$10,000 Bonus Achievers, President's Club Sapphire Ring, CRTA "RTA Certification" Instructors, Ball Buster Award 2006, Top 5 Money Earners in three other major network marketing companies, YTB University Instructors 2007.

Arlyne Thompson *YTB Director*

Riverside, California. YTB Director, \$50,000 Bonus Achiever, \$10,000 Bonus Achiever, President's Club Sapphire Ring, CRTA "RTA Certification" Instructor, Select Keynote Speaker Orange County Regional Meeting, Top 10 Winner Coach's Birthday Bash 2006, YTB 2006 Convention "Clutch Performer Award" (Hit Every Month), 2006 Team Travel Award Earner, YTB University Instructor 2006 & 2007.

Victor Toyens *YTB Director*

San Juan, Puerto Rico. YTB Director, President's Club Sapphire Ring, Select Keynote Speaker YTB 2005 National Convention, CRTA "RTA Certification" Instructor. YTB University Instructor 2006 & 2007.

Duane Vancil *YTB Chief Operating Officer*

Moro, Illinois. Duane joined YTB in November 2005 as Director of Operations, now serving as VP of Operations, creating a culture of Support with genuine buy in, has implemented Support University for staff training and continued education, developing and empowering over 20 managers and supervisors to reach their full potential, 2006 Ball Buster Award, previous to joining YTB—SE Regional Manager for packaging firm, sales increased by 300%, YTB University Instructor 2007.

Floyd Williams *YTB Director*

Atlanta, Georgia. YTB Director, \$50,000 YTB Director Bonus Award, \$10,000 Bonus Achiever, President's Club Sapphire Ring, CRTA "RTA Certification" Instructor, Select Keynote Speaker YTB 2005 National Convention, Keynote Speaker Atlanta, Dallas, and Tampa Regional Meetings, Top 10 Winners Kim's Cruise Contest Jan-March 2006, YTB University Instructor 2006 & 2007.

TV Wilson *YTB Director*

Richmond, Virginia. YTB Director, President's Club Sapphire Ring, President's Club Ruby Ring, CRTA "RTA Certification" Instructor, Association Certified Instructor, \$10,000 Bonus Achiever, \$50,000 Director Bonus Award, \$100,000 Director Bonus Award, 2004 "Rookie of the Year Award," 2004 Top 20 Power Team Award, 2005 Top 20 Power Team Award, Winners 2004, 2005, and 2006 Coach's Birthday Bash, Select Keynote Speaker YTB 2004, 2005, and 2006 National Conventions, Keynote Speaker at Regional Meetings in Tampa, Orange County/Costa Mesa, Atlanta, Richmond and Dallas, YTB University Instructor 2006 & 2007.

Steve Wojchowski *YTB Director*

Spring Hill, Florida. YTB Director, President's Club Sapphire Ring, CRTA "RTA Certification" Instructor, YTB University Instructor 2007.