**2021 The GRA Group – Trip Proposal Grid**

**Client Information**

|  |  |
| --- | --- |
| Name: | DSG |
| Key Contact(s): | Mike Mieresonne, Kaitlin Awe (phone #, email) |
| Location: | Aberdeen, SD |

**Past Programs**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Year** | **Location / Property** | **Dates** | **TIER** | **Nights** | **Cost/Cp** | **PAX** | **Comments** | **Property Type** |
| 2020 | Puerto Vallarta, MexicoSecrets Vallarta Bay |  |  |  |  |  |  | Adult onlyAll inclusive |
| 2019 | Punta Cana, Dominican RepulblicRoyalton Bavaro Resort & Spa |  |  |  |  |  |  | Family FriendlyAll inclusive |
| 2018 | Cancun, MexicoDreams Playa Mujeres Golf & Spa Resort |  |  |  |  |  |  | Family FriendlyAll inclusive |
| 2017 | Punta Cana, Dominican RepublicDreams Palm Beach |  |  |  |  |  |  | Family FriendlyAll inclusive |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |

**Lift locations – From last trip (locations and numbers)**

|  |  |  |
| --- | --- | --- |
| **Number of Program Nights:** | 4, 5 | **Important Dates** |
| **Dates Requested:** | MLK Day | January 18, 2021 |
|  | Super Bowl (Tampa, FL) | February 7, 2021 |
|  | President’s Day | February 15, 2021 |
|  | Easter | April 4, 2021 |

**Program preferences and importance**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | All-inclusive resort |  | Golf |  | Thrill seeker activities |
|  | Adult-only resort |  | Spa |  | Off-resort nightlife |
|  | Deep sea fishing |  | Local shopping |  |  |

**Important Activities**

|  |  |  |
| --- | --- | --- |
| * Swim with dolphins
* Ziplining
* Horseback riding
* Golfing
 | * 4 wheeling
* Kayaking
* Catamaran
* Snorkeling
 | * Scuba diving
* Local shopping
* Pool/Beach Bar
 |

**Lift issues / concerns**

**Is your competition offering a travel program? If so, where are they going?**

**If you have done travel programs in the past, what were some issues/problems you encountered?**

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Location concerns (areas to leave out)

3 dest5inations

Remember – each proposal 2 in current tier and 1 in next tier