



## MacNair Travel Management Helps Leading Authorities Improve Sales by Moving VIP Speakers Efficiently and Cost Effectively Around the Globe

The respected firm, Leading Authorities, manages the speaking and appearance bookings of some of the most well loved speakers in the world, including athletes, presidents, prime ministers, authors, astronauts, and more. While the speaking fee is under the control of Leading Authorities, transportation costs are not; and VIP travel expenses can spiral out of control for speakers at important events. Conversely, if transportation is not up to high VIP standards, it can ruin the experience for all. MacNair knew that it had to provide service above and beyond its already exemplary reputation, so the company assigned its most seasoned and discreet consultants to the project. Over time, these consultants have bonded with the VIPs while providing a comfort level that builds traveler trust and confidence. These consultants also help in marketing the speakers by providing fare estimates used to bid on business.

To further increase the value proposition, MacNair's unique fare search process finds reasonable fares for the changeable coach and first/business class seating required by many of the VIPs. These creative fare solutions have contributed greatly to the success of the program. And, in addition to providing confirmed outbound and return flights, MacNair's consultants provide speakers with two optional earlier flights and two optional later flights for their reference. Finally, VIPs may contact MacNair staff after hours for personalized change management.

### Results:

As shown in the following quote, MacNair provides Leading Authorities' VIPs with exemplary and trusted service at reasonable rates.

"The details will come out in my book, but suffice it to say that in today's world, where I can get all the travel data I need from the web, I still prefer [my MacNair consultant] because she KNOWS ME — she knows what I want, how I like it; and I know that when she puts together an itinerary it's going to be exactly the way I want it. She can anticipate what I will want, because she has taken the time to learn my quirks and patterns. It's an amazingly secure feeling for someone who travels as much as I do. Also, she's available, easy to connect with, and I can't tell you how often I've had to call her at odd times, from airports and strange cities, and she has quickly, calmly, and efficiently solved a crisis problem for me. Finally, she's an amazingly nice person. It's a pleasure and an honor to work with her!"

Oren Harari

Speaker & Author

Leading Authorities, Inc.