

LYNETTE OWENS & ASSOCIATES

*An Incentive & Travel
Marketing Firm*

Enhanced Incentives

*Destination
Management*

Contract Negotiation

Meeting Planning

*Entertainment &
Speakers*



PREFERRED MEMBERS

THE LUXURY PARTNERSHIP
(A COLLECTION OF GLOBAL DESTINATION
MANAGEMENT CO'S)

PALA MESA RESORT, FALLBROOK, CA

REUNION RESORT, FL

THE DOYLE COLLECTION HOTELS
DUPONT, NORMANDY, WESTBURY & CROKE PARK

HAMMOCK BEACH RESORT & CLUB, FL

LA QUINTA RESORT & CLUB, CA

NEMACOLIN WOODLANDS RESORT & SPA, PA

PINEHURST RESORT, NC

PONTE VEDRA INN & LODGE, FL

SOUTH SEAS ISLAND RESORT, CAPTIVA ISL., FL

WALT DISNEY WORLD PARKS AND RESORTS

THE CLAREMONT HOTEL CLUB & SPA,
BERKELEY, CA

L'AUBERGE DEL MAR, CA

ESTANCIA LA JOLLA HOTEL & SPA, CA

OUR MEMBER PROPERTY PHILOSOPHY

LOA HAS BEEN AWARDED THE OFFICIAL STATUS OF BEING THE INSURANCE & FINANCIAL SERVICES SPECIALISTS FOR THIS PRESTIGIOUS LIST OF RESORTS.

THESE UNIQUE AND DESIRABLE DESTINATIONS HAVE COMMITTED TO PROVIDING EXCELLENCE IN SERVICE AND CREATIVITY. THEY TRULY RECOGNIZE THE IMPORTANCE OF THE MULTI-MILLION DOLLAR INSURANCE AND FINANCIAL SERVICES INDUSTRY AND THE NEED TO MOTIVATE AND REWARD ITS VALUED AGENTS AND CUSTOMERS. THESE PROPERTIES THROUGH THIS EFFORT HAVE DEMONSTRATED THEIR SINCERE INTEREST IN YOUR BUSINESS. THEIR DEDICATED EFFORT FURTHER INDICATES THEIR RECOGNITION OF THE VALUE OF YOUR MARKET TO THEIR RESPECTIVE SALES EFFORTS...

HAVING REPRESENTED MANY OF THESE PROPERTIES FOR OVER 10 YEARS, LOA RESPECTIVELY RECOGNIZES THAT MANY SALES REPRESENTATIVES AT VARIOUS HOTELS MOVE THROUGHOUT THE INDUSTRY. THUS, LOA IS A SOLID AND ON-GOING SOURCE YOU CAN COUNT ON FOR CONSISTENT REPRESENTATION OF THESE RESORTS.

BENEFITS AND SERVICES

- COMPLIMENTARY HOTEL NEGOTIATION, SITE SELECTION, CONTRACT REVIEW (CONFORMING TO THE MOST RECENT INCENTIVE AND MEETING POLICIES), WHILE ASSISTING TO DEVELOP STRATEGIES TO MAXIMIZE YOUR MEETING DOLLARS.
- PROVIDING YOU WITH QUICK AND EFFICIENT RESPONSES FROM OUR IN-DEPTH KNOWLEDGE OF THE MARKETPLACE INCLUDING COMMON PITFALLS AND COSTLY ASSUMPTIONS.
- DELIVERING THE MOST PROMINENT AND EXPERIENCED (30 YEARS) SPECIALIZATION RESOURCE IN THE HOTEL AND TRAVEL ARENA. SPECIALIZING IN THE INSURANCE AND FINANCIAL SERVICES INDUSTRY SOLELY.
- UTILIZING OUR VOLUME BUYING POSITION WITH VENUES, RESORTS & HOTELS WHICH MAXIMIZES COST SAVINGS TO YOU.
- PREFERRED MEMBERS GLOBALLY CONNECTED TO INTERNATIONAL DESTINATION MANAGEMENT COMPANIES IN MANY WORLD WIDE LOCATIONS.
- PROVIDING DEPENDABLE ASSISTANCE FOR EACH CONFERENCE OR INCENTIVE YOU MAY BE RESPONSIBLE IN CONCEIVING AND MANAGING. PROVIDING SITE SELECTION ARRANGEMENTS, DMC REFERENCES – RECOMMENDING PROVEN LOCATIONS VISITED OR UTILIZED BY LOA STAFF OR OTHER CLIENTS.
- INDUSTRY KNOWLEDGE AND SPECIALISTS, SERVING AS EXECUTIVE DIRECTOR OF THE NATIONAL INSURANCE MARKETING EXECUTIVES ASSOCIATION.
- RECOMMENDING OTHER REWARDS & PROMOTIONAL SUGGESTIONS FOR INCENTIVES. RECOMMENDING SPEAKERS AND ENTERTAINERS.
- ALL DELIVERED AT NO COST TO YOU OR YOUR ORGANIZATION INCLUDING EVENT FOLLOW-UP.

CONTACT US

HEADQUARTERS & WESTERN REGIONAL OFFICE

LYNETTE OWENS & DEBBIE GRASSI
P.O. Box 5005 #55 RANCHO SANTA FE, CA 92067
PHONE (858) 759-0510 Fax (858) 759-9194
EMAIL: LYNETTE@LYNETTEOWENS.COM
DEBBIE@LYNETTEOWENS.COM

MIDWEST REGIONAL SALES OFFICE

ANGELA HARTMAN
4008 PENNY PACKERS MILL RD. LAFAYETTE, IN 47909
PHONE (765) 474-8087 Fax (765) 474-6146
EMAIL: ANGELA@LYNETTEOWENS.COM

TESTIMONIALS

"I HAVE TRUSTED ALL MY MEETING PLANNING NEEDS TO LYNETTE AND HER TEAM FOR 12 YEARS. WE ALWAYS END UP AT BETTER QUALITY DESTINATIONS FOR THE SAME BUDGET DOLLAR."

-EDWARD J. LEDFORD, RFC, CLU
VICE PRESIDENT BUSINESS DEVELOPMENT
FORESTERS FINANCIAL PARTNERS

"WARNING! DO NOT LET LYNETTE OWENS AND ASSOCIATES HANDLE YOUR TRAVEL AND INCENTIVE TRIP NEEDS UNLESS YOU ARE PREPARED TO PUT UP WITH PROFESSIONAL AND FRIENDLY SERVICE, UNBEATABLE RATES AND QUICK RESPONSE. I HAVE BEEN WORKING WITH LYNETTE FOR MORE YEARS THAN SHE OR I WILL ADMIT. HER LEVEL OF QUALITY NEVER VARIES".

-RON RIDLEHUBER, PRESIDENT/CEO
ALIGNED AGENCIES, LLC

"THE SELECTION OF SITES LOA HAS PROVIDED HAVE ALWAYS BEEN OUTSTANDING AND THE PARTICIPANTS AT THE MEETINGS HAVE BEEN EXTREMELY SATISFIED."

-EDWARD A. CARROLL, LLIF, PRESIDENT
ED CARROLL AND ASSOCIATES CONSULTING

"I'VE USED THE SERVICES OF LO&A MANY TIMES OVER THE LAST SEVEN YEARS. THE PERSONAL AND PROMPT SERVICE GIVEN TO ME HAS BEEN EXTRAORDINARY! YOU WON'T BE DISAPPOINTED!"

-KEITH S. SMITH, DIRECTOR
ALLEGIS ADVISOR GROUP

"IF YOU ARE LOOKING FOR GREAT LOCATIONS LOA IS THE COMPANY. WE WILL ALWAYS LET THEM HELP US SECURE GREAT SITES FOR OUR SALES FORCE, PROVIDING "CLASSY" LOCATIONS, GREAT EMPLOYEES, PRICES AND EASY TO DEAL WITH. KEEP THEM IN MIND NEXT TIME YOU ARE LOOKING FOR ASSISTANCE."

-MARK S. KEMP, PRESIDENT & CEO
POLICE AND FIREMEN'S INSURANCE

"I HAVE KNOWN LYNETTE FOR OVER 10 YEARS. SHE IS A PERSON OF INTEGRITY. WHAT DIFFERENTIATES LOA FROM THE OTHERS IS THEY "SPECIALIZE IN SERVING FINANCIAL SERVICES ORGANIZATIONS." THEY UNDERSTAND OUR BUSINESS AND HOW IMPORTANT MY TOP SALES PEOPLE ARE TO THE ORGANIZATION. THEY ALSO HAVE PERSONAL RELATIONSHIPS WITH THE "RIGHT PEOPLE" IN THE HOTEL BUSINESS AND HAVE MAINTAINED THESE RELATIONSHIPS OVER THE YEARS. FEW FIRMS CAN SAY THAT TODAY!"

-W. KENNY MASSEY, PRESIDENT
MODERN WOODMEN OF AMERICA

LYNETTE OWENS & ASSOCIATES