

FSC INDUSTRY PARTNER AGENDA

FSC Fall Meeting November 3 – 5, 2023



Friday, November 3rd

- 4:00 pm Club reps & industry partners packages available at the front desk.
- 7:30 – 9:00 pm Dinner on your own. Gather in the hotel lobby to mix & mingle.

Saturday, November 4th

- 8:50 am **DINNER SPONSORSHIP PRESENTATION - Club Members ONLY**
(Salon II- IV Sean McErlean, Vice President, Holidaze Ski Tours)
- 9:00 am **FSC Club & Council Business Meeting – Club Members only**
- 9:45 am **2025 Snowmass Trip Review** *(Terese DeLuca, 2nd VP & Marcie Hawks, Ski.com)*
- 9:55 am **2025 Banff Trip Review** *(Joe Bayliss & Mike and Sheri Agnew, GTS)*
- 10:05 am **2024 Val Gardena FAM Review** *(Jeannie Kilpatrick-Staubus & Sean McErlean, Holidaze)*
- 10:10 am **FSC Club & Council Business Meeting – Club Members only**
- 10:25 am Break and move to Break-Out Sessions
- 10:40 am Break-Out Session 1: 2024 **Breckenridge** Trip Leaders **(Salon VI – Terese DeLuca & GTS)**
- Break-Out Session 2: 2024 **Mt Bachelor** Trip Leaders **(Discovery – Lisa Bratcher & Sports America)**
- Break-Out Session 3: 2024 **Soelden** Trip Leaders **(Salon V- Jeannie Kilpatrick-Staubus & Holidaze)**
- Break-Out Session 4: **Recruiting New Members and Volunteers**
(Salon II - IV – Phil Reed, Director of Bids & Joe Bayliss, Treasurer)
INDUSTRY PARTNERS not involved in a trip breakout session are encouraged to attend this session.

*****PLEASE BE COURTEOUS---BE ON TIME---CELL PHONES ON VIBRATE!***
YOU ARE EXPECTED TO ATTEND ALL SCHEDULED MEETINGS AND EVENTS**

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- 12:00-12:55 pm **Lunch Buffet (Lower Atrium) - ALL ATTENDEES**
- 1:00 pm **You are encouraged to attend one of the following:**
Break-Out Session 1: Trip Marketing & Optimal Launch Time to Maximize Sales (Salon VI – hosts Phil Reed & Linda Rae White)

Break-Out Session 2: Website Solutions & Payment Options (Discovery – hosts Shelley Daniel & Terese DeLuca)

Break-Out Session 3: Utilizing Non-Ski Trips to Grow & Retain Members (Salon II - IV – hosts Jeannie Kilpatrick-Staubus and panel of Industry Partners)
- 1:45pm Move to General Session Room (ALL ATTENDEES)
- 1:50 pm **Industry Partners Panel (Lisa Bratcher moderating).** Topics included:
 - Post COVID changes in the industry – what is the new normal?
 - Changes in algorithms and dynamic pricing
 - Blocking group space and deposit expectations
 - Safety and international travel
 - What can WE do to help the clubs?
- 2:50 pm **Break**
- 3:00 pm **FSC Club & Council Business Meeting – Club Members only**
- 3:35 pm Club Selection of possible Shortlist candidates--**International FAM 2025 (Phil Reed & Sean McErlean, Holidaze)**
- 3:45 pm Saturday session ends – free time to meet with clubs
- 6:30 pm **Reception - ALL ATTENDEES (Lower Atrium)**
Cash Bar and Industry Partner Displays
- 7:00 pm **Dinner Buffet - ALL ATTENDEES (Lower Atrium)**
Dinner sponsored by HOLIDAZE



Daylight Saving Time Ends Tonight.
Enjoy your extra hour of sleep and thank you for joining us!!!

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Sunday, November 5th

9:00 am **FSC Club & Council Business Meeting – Club Members only**
Selection of Resorts for the 2026 Bids

Thank you to our meal sponsor!

Saturday Dinner - Holiday Ski Tours

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