

TRAVEL WEEKLY

2015 POWERLIST

32

VALERIE WILSON TRAVEL

2014 Sales: \$363 million

Employees: 132

Previous Ranking: 29

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Executives

CHAIRMAN/CEO/CO-OWNER: Valerie Ann Wilson
CO-PRESIDENT/CO-OWNER: Jennifer Wilson Buttigieg
CO-PRESIDENT/CO-OWNER: Kimberly Wilson Wetty
SVP, OPERATIONS, FINANCE & LEGAL: Brian J. Buttigieg

2014 Developments

- Continued to grow its air fulfillment business, adding Trek Travel, a cycling tour company, as a client.
- Created interactive training module called the Power of Access Tool.
- Launched Paint the World Peach app on Facebook with adviser and client reviews.
- New website landing page.
- Joined GSM Travel Management, a global network. The association enables the agency to better support its growing global clientele.

Company Facts

- Offers direct sales of travel products to consumer; franchiser with mix of hosting and franchising. Operates four business units: corporate travel; leisure travel; meetings; celebration travel, as well as fulfillment services. Hosts associates or independent contractors in 16 office locations or at home.
- Hosts 193 contracted or other nonemployee travel sellers.
- ARC sales of \$139 million.
- \$220 in sales from hosted agents.
- 51% of sales from business, 46% leisure, 3% other.
- Member of Virtuoso.
- Privately held; owned by Valerie Ann Wilson, Jennifer Wilson Buttigieg and Kimberly Wilson Wetty.

Looking Ahead

- Redesigning entire website.
- Launching Suite Access by Valerie Wilson, an amenity and recognition program for VWT Suite Guests; goal is to have over 200 participating hotels.
- Aiming for growth in all business units with overall growth of 8% to 10%.



CORPORATE TRAVEL

We leverage our industry clout and buying power to secure the most effective cost saving options, facilitated through dedicated Corporate Travel Advisors.



LEISURE TRAVEL

We design customized itineraries, based on our clients' specific criteria and travel desires. We specialize in high-end, luxury, personalized experiences for our clients.



MEETINGS & INCENTIVES

We oversee the planning, customization and execution of every aspect, from logistics, to implementation, to post event follow-up.



THE POWER OF ACCESS®

We provide exclusive rates, VIP treatments, and exceptional amenities and services, thanks to our preferred partners, industry reputation and Virtuoso membership.