Final Report Chile Opportunities Attendees

VENTURE TRAVEL WRLD SUMMIT FINAL REPORT





"My first time at the Summit was inspiring! Not only for being in Chile, a destination that I always wanted to meet and [it] ended up exceeding my expectations, but also because of the networking, ideas and knowledge that I acquired during those days. I came back renewed! I absolutely recommend it and want to go back whenever possible!"

JIM LUTZ VAYA ADVENTURES







"This was my first ATWS. Having experienced many international tourism fairs before, **I never imagined doing** business could be so much fun, educational and **productive** at the same time. Thank you!"

EMILIJA FILDISHEVS MACEDONIA TRAVEL





Marketplace Final Report Opportunities ROI Attendees Chile Value Media Partners Roster

Summit Opportunities





Connect with industry leaders from over 55 countries

Explore Chile



















Promote your product, brand and destination to industry decision makers



Viva La Revolución De La Aventura

700 leaders in the adventure travel industry, from 55 countries, gathered from October 5th to 9th for the twelfth Adventure Travel World Summit in a country that has an incredibly diverse array of adventure opportunities.

The 700 delegates mixed and matched and paired up in a variety of networking scenarios. The ATTA estimates that over 11,000 new business relationships were made over the course of the Summit. Between a bustling business-to-business Marketplace, two 90-minute intensive MediaConnect sessions, a dozen coffee breaks and sit-down meals and two dance parties, millions of words were exchanged and thousands of hands were shaken.













Viva La Revolución De La Aventura

Percentage of delegates who came away with a more favorable perception of Chile as an adventure travel destination after this year's' Summit:

8327%

*Compared with 16.33% of delegates who came away with the same perception of Chile as an adventure travel destination as they had prior to visiting.

There were 200 Chileans dedicated to training local tourism workers across the country in the months leading up to the Adventure Travel World Summit in addition to an ATTA multi-city AdventureEDU in August of 2015. Local tour guides and bartenders, hotel servers and housekeepers were practicing their English and preparing for their part in the "adventure revolution."







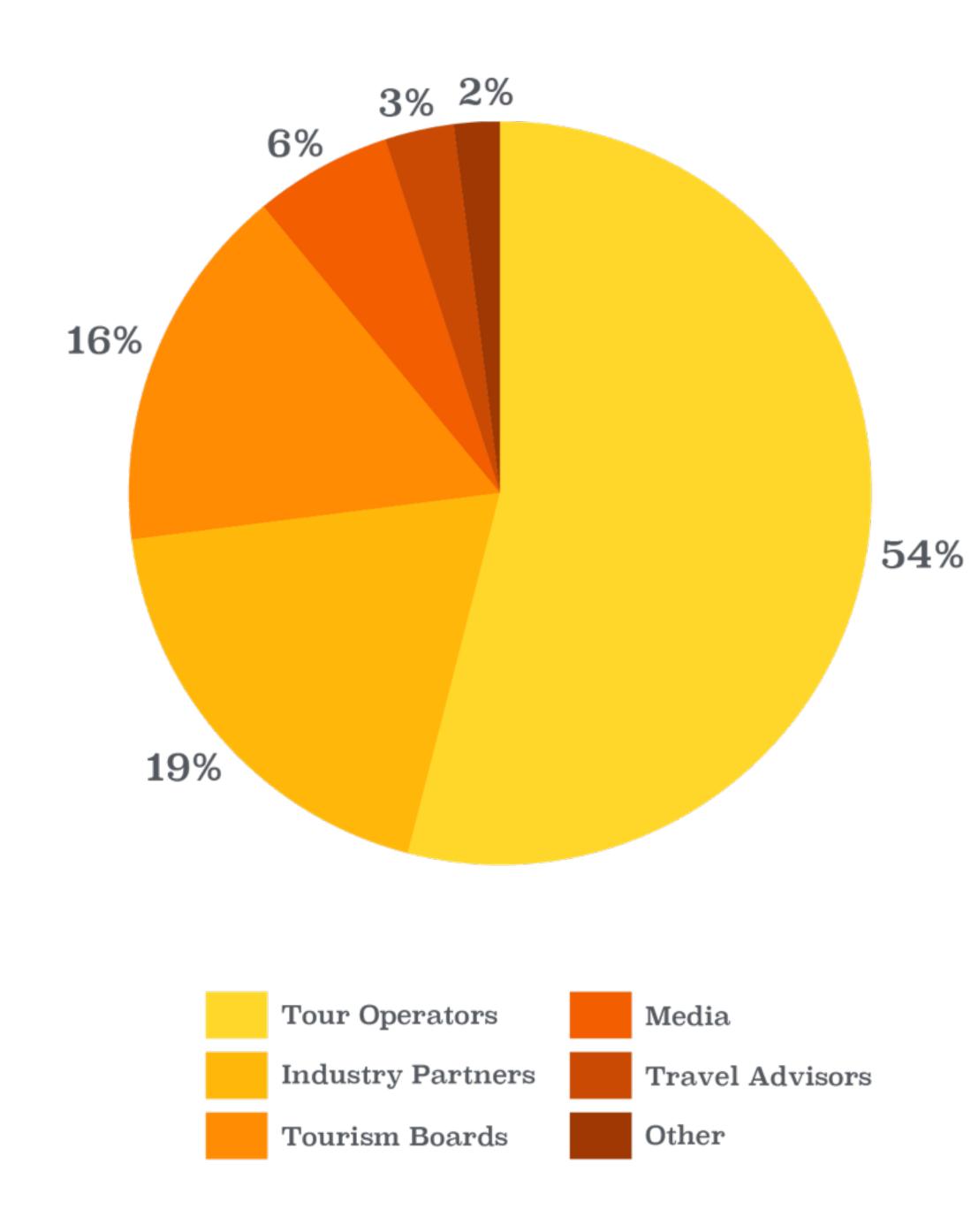








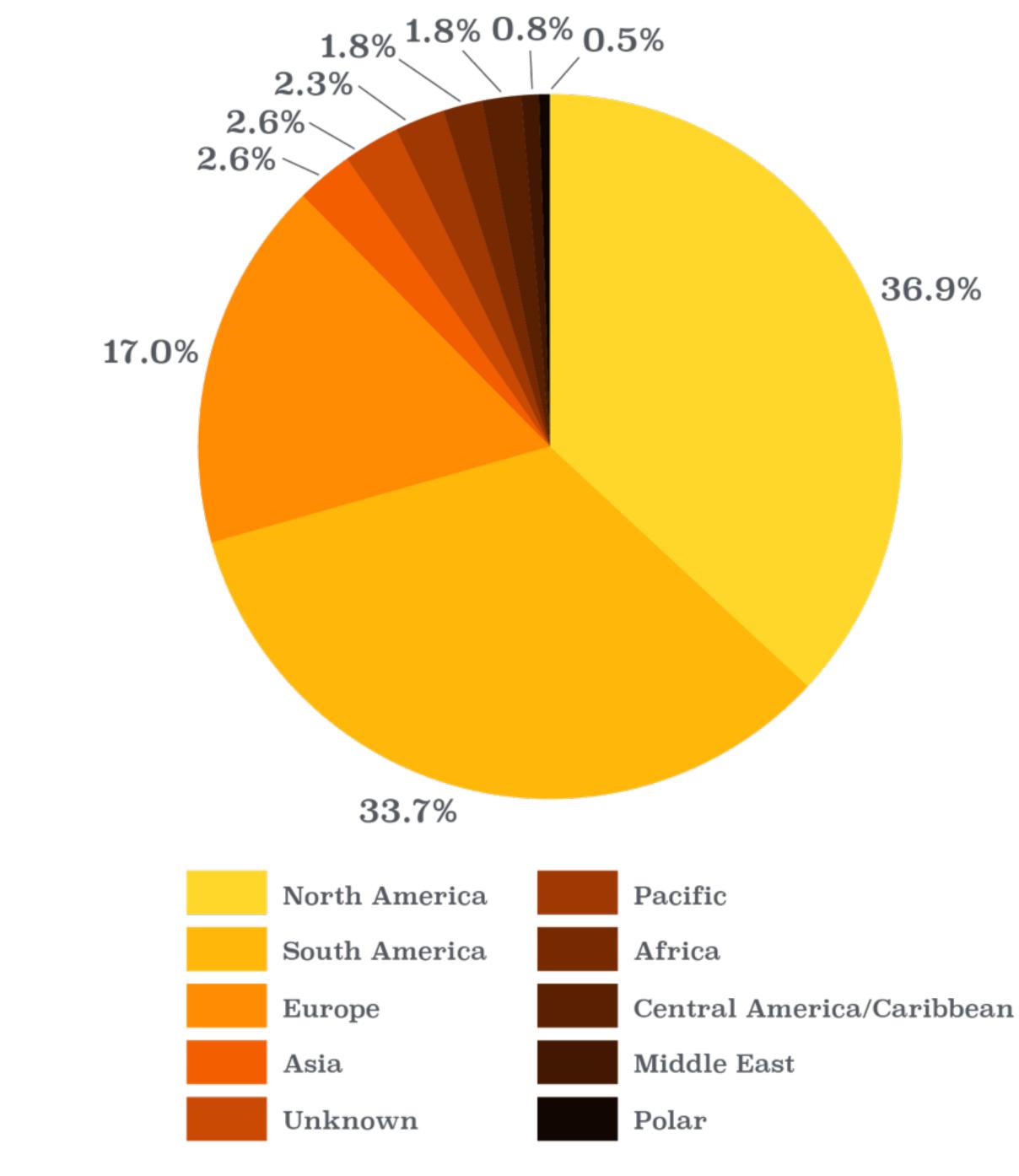
Attendees





Value Marketplace Partners Media ROI Roster







36.9%



Featured Speakers

Speakers from around the world came together to share their insights, stories, and experience.



Doug Tompkins **Tompkins Conservation**



Elizabeth Becker Author



Omar Samra Wild Guanabana



Caroline Bremner Euromonitor



Moe Carrick Moementum



Scott Friesen Quadratic



Partners





Arnie Weissman Travel Weekly - US



Tim Martin Former Canadian Ambassador



Rodolfo Guzman Chef - Boragó



Mike Jozwik Euromonitor



Milena Nikolova The American University in Bulgaria



Ann Heidi Hansen Nord Norway



Matthew Barker 8 | Travel Media



Shannon Stowell ATTA



Christina Beckmann ATTA



Chile"



"The Summit is always special, but this year's content went above and beyond. It was such a great mix of inspiration and education. I loved the diversity of speakers and at least twice was brought to tears."

JEN MURPHY AFAR

"It's my 8th Summit and over the years, I've learned so much from the concurrent sessions and of course, fellow delegates. I've learned how to place more emphasis on creating a high value experience for our travelers, which then translates into a better product and high value partners. I've grown from 1 to 50 employees in 16 years of doing business and I credit a great deal of education and professionalism to being involved with the ATTA as a member and repeat Summit attendee."

RAFAEL MAYER SAY HUEQUE



The Pre-Summit (PSA) and Day of Adventures (DOA) are exclusive opportunities for the host destination to have industry experts and top-notch media experience Chile's specialized adventure product and to hear their business story. Chile offered 21 amazing multi-day adventures before the Summit opening to showcase the "beauty and uniqueness" of Chile. On Monday, October 5, over 488 delegates attended the Day of Adventure to explore the Puerto Varas and Lakes region on over 41 adventures. Delegates were asked these questions post Summit:

Please rate your Pre-Summit Adventure:

4.07 out of 5 delegates rated it Very Good!



RO Marketplace Partners Roster Media Value



Overall, was the excursion a good experience?

94.7% Agree

The excursion increased my **knowledge of Chile:**

93.6% Agree

I would recommend this excursion to other people:

87.1% Agree











CUMBRE TURISMO AVENTU

ADVENTURE TRAVEL WERLD SUMMIT chiet2015 **PUERTO VARAS OCTOBER 5-9**

"Chile ATWS 2015 was something else! A good combination of getting to know the country, meeting interesting people from all around, very interesting plenaries with spectacular lecturers, getting to know media, suppliers, buyers, destination promoters and many different people looking for tourism around the world to be the best industry for economies. This was my first Summit, but I met so many interesting people and gained so much knowledge in only 5 days, it made me not want to sleep because I might have missed something. I can only say I'll absolutely be in Alaska next year! Great experience, great knowledge, great people! See you in ATWS 2016!"

NICOLAS CARAM AUSTRALIS



Final Report Opportunities Attendees Chile Value Media Marketplace Partners ROI

Chile Day











Roster











Summit Value

We value the time, commitment and resources used by every delegate who attends the Summit and for that reason ATTA creates an environment for sharing, learning, and inspiring one another where our delegates and partners leave the Summit with actionable and tangible results.

Overall level of satisfaction with this year's Summit (8.51 out of 10):



Overall experience in Chile during ATWS 2015 (9.74 out of 10):



Percentage of attendants who would recommending the Summit to a colleague:

90.4%





Average number of new, valuable contacts made by delegates at the Summit:











All Delegates

Delegates ranked their reasons for attending the Summit as:



#ATWS2015

Marketplace RO Value Media Roster Partners



Delegates who feel the time and resources spent on attending the Summit is of value to their company:



"I came home with 35 people to follow up with... potential partners, travelers, media and friends. The full benefit of attending the ATWS will prove itself to me over the coming years, but the benefit I've already realized is incalculable!"

PAM PERRY GRAND ASIAN JOURNEYS







Example Key Initiatives

Key initiatives that delegates will take action on as a result of attending this year's Summit

- Tailor/customize some existing programs to better meet 'new' travelers' expectations
- Put together a crisis management plan
- Enforcement of south-south relationship to develop sustainable tourism
- Spend more time with my clients in order to truly understand what makes them tick
- Promoting more sustainable tourism worldwide
- **Developing more adventure/eco tours**
- Figuring out a CRM system
- Guide training/standard
- **Connecting with ATTA Members**
- Push Chile as a top adventure destination
- Create stories around ideas pitched to me by destinations and tour agencies
- Build on partnerships fostered during the summit
- Good ideas about things like using the product development exercise in our training program with our guides
- Consider more partnerships with stores, such as giving away a trip, etc.
- Returning to Chile for future story ideas, specifically to regions that were not on my radar
- New destinations
- Learning about new trends in tourism



Roster









Attending Buyers

AdventureSmith Explorations

Alejandra Ramirez-**Viajes Palacio**

Ambiental Expeditions

ATP Tours

Backroads

Ben Long-The **Nomadic Souls**

Beth Pirrie - Travel Leaders

BikeHike Adventures

BikeTours.com

Borton Overseas

Carlos Coltro -Xtravel Agência de Viagens e Turismo Ltda

Condor Travel

Dana Johnson-Open Leaf Excursions LLC **Destinations & Adventures** International

Detour, The **Adventure Travel** Marketplace

DuVine Cycling & Adventure Co.

Eldertreks

Evergreen Escapes International

ExperiencePlus! **Bicycle Tours**

G Adventures

GeoEx (Geographic **Expeditions**)

GoOverseas.com

Gourmet On Tour Ltd

Grand Asian Journeys

Hauser Exkursionen

Hope Smith - Born To Travel

Journeys International

Jubilee Travel & **Small Planet** Consulting

Julie Reid - Blu Window World Travel

KE Adventure 7

Ker & Downey

Kimberly Kruse Honu Travel, L

Lindblad Expedi

Lost World **Adventures**

Merit Travel Gr Inc.

Mountain Madn

National Geogra Adventures / **National Geogra** Expeditions

Odyssey Treks





	Orvis Adventures	ľ
9 _	R.E.I. Adventures	ľ
&	Rosalind Bigg - Travel Leaders, Suite	l -
le	Integrity Travel	I
	Rothschild Safaris	Z
Tranal	SierraRios	
Travel	SNP Natuurreizen	I
	Southern Sky Tours	
ell - LC	Susan Kelly - Luxury	
ditions	Adventure Trips / Travel Experts	
	Tafari Travel	
roup	TGK TOUR OPERATOR	
ness	Thomson Family Adventures	
raphic	Viva Expeditions	
aphic	Wavehunters Surf Travel / Akwaterra	
	Wilderness Travel	

Wildland Adventures **WomanTours** World Expeditions World Journeys **Zegrahm Expeditions**

> "I have been in the travel industry full time for more than 30 years and have attended many industry events and market places. This was my first ATWS and I found the whole event quite superb. Stimulating, interesting and with an amazing group of global travel professionals from across the range of adventure product, this was unquestionably the best event of its kind I have attended in my travel career. Well done ATWS, may you go from strength to strength."

CHRIS LYONS WORLD JOURNEYS





Attending Suppliers

Adsmundo

Adventure & Landscape

Adventure Travel West, Inc.

Amazon Muyuna Lodge

Amity Tours

Andes Nativa

Antarctic Logistics & **Expeditions**

Antares Bigfoot Patagonia

Apumayo Tours and Travel Peru

Associação Projeto Bagagem

Australis

Boréale Explorers

Caminhos do Sertao Bicycle Tours

Cascada Expediciones / **EcoCamp Patagonia**

Centro de Ski y Montaña Volcán Osorno

Chaska Tours S.A.S

Chile Nativo Travel

Cruceros Skorpios

CTS Turismo

Discover Araucania

Dittmar Adventures

Easia Travel

Ecodestinos

EQ Touring

Europe Active

EXO Adventure

Expeditions | C

Explora S.A.

Explorandes

Extremo Norte Expediciones

Fantastico Sur

Futurismo Azo Adventures

Great Walks of Australia

"I have attended numerous International Tourism Fair and Events, with numerous different topics (educational, general, adventure, etc.), but in none of them I felt the friendly, relaxed environment that I felt attending the ATWS. This gave all of us the chance to meet people and to make new relations in a more authentic way. This gave me the chance to show my passion for the place and business I represent, allowing me to connect with new buyers and even making a new contract with one of them on site! The ATWS App helped us to get ready, to meet potential partners and media in advance, and to be prepared. This was really helpful. The organization was high level, world class. All we could ask for and more. Chile had the chance to show their amazing country, and we had the chance to learn about it and to enjoy a beautiful region, while working. What else could we ask for?"

GUADALUPE ALVAREZ MONTSERRAT

BIO BIO EXPEDITIONS



Marketplace Value Media Partners

ROI Roster

	Green Visions
	Hike'n Sail in Turkey
	Hotel Cabaña del Lago
	Huella Andina Expeditions
e Chile	Huilo Huilo Biological Reserve
	IndeBo India Pvt. Ltd
	Ireland Walk, Hike, Bike
	Kallpa Tour Operator
	La Paz on Foot
ores	Latin Trails
C	Macedonia Experience
f	Magri Turismo

Mandala Tour - Italy

Marrakesh Voyage -Morocco D.M.C.

Mountain Lodges of Peru

Natoura Travel & **Adventure Tours**

Neotropic Travel

Oceanwide **Expeditions**

Odysseia-In Travel Bulgaria

Oku Japan

On Safari Atacama

Patagonia SouthernLand **Expeditions**

Posada Puelo Lodge

Project Cordillera

PureQuest Adventures

Puyuhuapi Lodge & Spa

Royal Expeditions

Say Hueque | **Argentina Adventures**

Scenic Safaris | **Forever Resorts**



Secret Indochina

Terra Brasilis

Tierra Hotels

Trails of Chile Ltda

Tribal Adventure Tours

Tropical Tree Climbing

Turismo Chiloe Natural

Turismo Chimanga Ltda.

Ultimate Safaris Namibia

Upscape

Tierra Verde

Vértice Patagonia

Wild Norway

Within the Wild

Zendmen Travel Mongolia



- Verdetour/Ecoturismo
- Viator Travel, Croatia
- Vildmark i Värmland
- **Adventure Company**



Attending Tour Operators

Attending Tour Operators listed as Buyer and Supplier or Other

09West

Adventure Canada

Akanan Travel & Adventure

Azimut 360

Caminoways.com

Ciclismo Classico

Ciribaí Turismo de Aventura / Pousada **Pouso Sambaquis**

Cyclomundo

Enchanted **Expeditions**

Erta Ale - Terres d'Aventure, Allibert Trekking, Nomade Aventure

Galakiwi Adventures

Gondwana Brasil Ecoturismo

H&I Adventures Ltd

Ibex Expeditions, India

Malawian Style

PEAK Adventure Travel DMC

Protours Chile

Pure Brasil

Pure! Travel Group

Southern **Explorations**

SpiceRoads Cycle Tours

Summer Feet Cycling

Summum Outdoor Adventure Travel Colombia

Thomson Safaris

Todos Santos Eco Adventures

VMD Adventure Travel

Aventure **Ecotourisme** Quebec (AEQ)

Conservacion Patagonica / Tompkins Conservation

Emerging **Destinations**, Inc.

National **Geographic Society**

Pisa Trekking Viagens e Turismo

Travel Marketing Worldwide



RO Roster Value Media Marketplace Partners









Media Attendees

Ann Abel Forbes Life, Yahoo Travel, Outside.com

Gary Arndt Everything -Everywhere

Berne Broudy Backpacker, Outside, Men's Journal

Madhuri Chowdhury The Outdoor Journal

Janeen Christoff TravAllianceMedia, TraelPulse, About.com

Candace Dempsey BBC Travel, Alaska Airlines Magazine

Norie Quintos National Geographic Traveler

Florian Sankjohanser Süddeutsche Zeitung, DPA

Paula Froelich Yahoo Travel

Javier Gonzalez Revista Oxigeno

Yvonne Gordon

The Irish Times, The Guardian, The San Francisco Chronicle

Cristina Goyanes Shape, Men's Health, Fitness

Graeme Green The Sunday Times, Wanderlust, National Geographic Traveler

Alexandra Guiltat Carnets d'Aventures Magazine, expemag.com

Katie Hammel BBC Travel, Viator, New York Daily News

Lance Harrell Leisure Group Travel Magazine, SnowBound Magazine

Jackie Laulainen The Budget-Minded Traveler, Traveling Jackie, Yahoo Travel

Magazine

Don Mankin Huffington Post, Active Over 50, The Adventure Geezer

Australia





Lyn Hughes Wanderlust Magazine, wanderlust.co.uk

Mark Johanson CNN, The Guardian, Travel + Leisure

Darryl Leniuk The Globe & Mail, Westworld, Up!

Robert McFarland

The Sydney Morning Herald, The Sunday Telegraph, GQ

Jim Byers

Globe & Mail, Canadian Traveller, Dallas Morning News







Media Attendees

Sarah Staples

Air Canada's enRoute, Sharp Magazine, Preferred Magazine

Avery Stonich

National Geographic Adventure, National Geographic Traveler, Outside

Theresa Storm WestJet Magazine, AAA Traveler, AAA Living

Arnie Weissmann Travel Weekly

Marcus Woolf The Adventure Post

Eric Hiss New York Times, Outside.com, Conde Nast Traveler

Susan Henly The Guardian, The Toronto Star, The Sydney Sun Herald

Will McGough Gear Patrol, Conde Nast Traveler

MaSovaida Morgan Lonely Planet

Jennifer Murphy AFAR

Tim Neville New York Times

Stephanie Pearson Outside Magazine

Susi Maier Black Dots White Spots

Elias dos Santos Extremos

Kenneth Shapiro TravelAge West

Himraj Singh Soin The Outdoor Journal

Bernard Frantz *i-trekkings.net*

Annie Fitzsimmons National Geographic















"I'm happy to say I think people really are learning how to pitch their stories. **This was my most successful media connect to date**. Nearly every single person I met with shared an idea that I thought could be a story."

JEN MURPHY AFAR



Marketplace

The Marketplace brings adventure travel product suppliers, buyers, and media together and provides a dynamic atmosphere for introductions, learning about new opportunities and engaging in product development discussions. It is an important business-focused component of the Summit.

Total Suppliers Registered For Event:



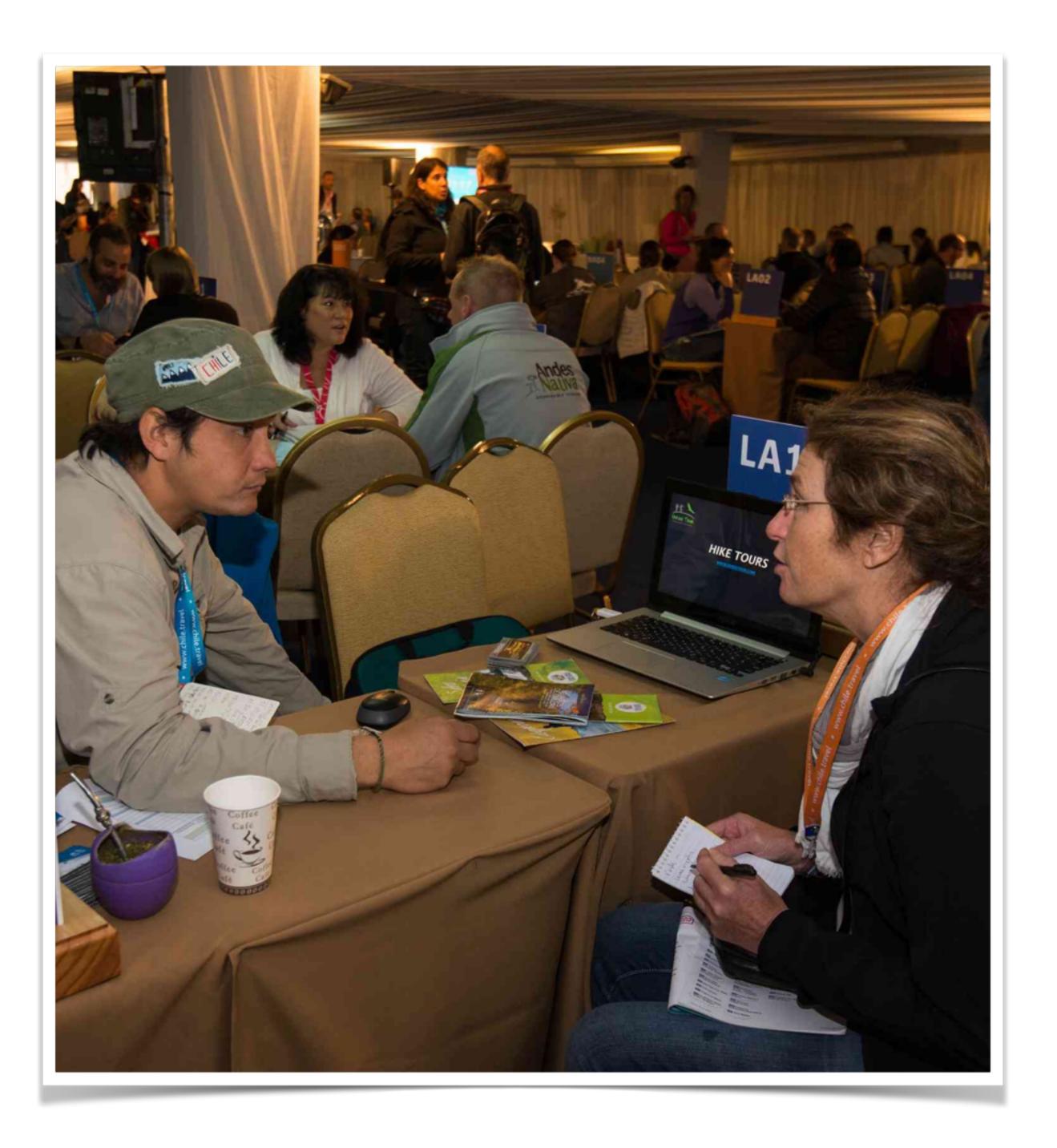
Total Buyers Registered For Event:





Marketplace Partners ROI Value Media

ADVENTURE TRAVEL









Summit Partners

Our sponsor partners' involvement is key to the success of our Summit. A clear return on investment is important and, for that reason, we match our partners with the opportunities that we think will best showcase their destination or brand.

Sponsors utilized the ATWS for product sampling, extensive networking and lead generation, brand building and promotions, while other sponsors dedicated support to specific speakers, initiatives or events.



Marketplace Partners ROI Media Value

Roster

ADVENTURE TRAVEL FINAL REPORT

Summit Host	Chile
Summit Dinners	Alaska and Brazil
Summit Lunch	Ecuador
Breakout Room	Peru
Adventure in Motion	AFAR and Toad&Co
MediaConnect	Colombia
Marketplace	Ripcord
Closing Party	Jordan
Travel Insurance Partner	World Nomads
Keynote	Switzerland + Lucerne
VIP Media Reception	Tourism Yukon
Press Room	Snowmass
Program Printing	Ripon Printers
Tour Operator Scholarships	Rome McGuigan

Other Partners: Salta, Global Rescue, National Geographic, LATAM Airlines, AFAR, Tour Radar, TravelAge West, Exito







Summit Partners

- Gained awareness of their destination/ product to key industry influencers and media
- Increased credibility within the adventure travel industry
- Valued as adventure travel industry champion
- Achieved intimate networking support, facilitated by ATTA

"Switzerland Tourism has been a partner of the ATTA since almost the beginning, and the annual Summit is one of the main reasons for our continued commitment. It is where we meet key tour operators and media contacts, share with them what's new for adventure travelers in Switzerland, and hopefully get them to fall in love with Switzerland. The recent event in Chile was one of the best Summits yet, the quality of content, the mix of participants and the beautiful setting in Puerto Varas - and as previous hosts, we're quite demanding ;-). Thanks for the opportunity."

ALEX HERRMANN SWITZERLAND TOURISM



Marketplace Media

Partners

RO

Roster













LUNCH PARTNER

"The Adventure Travel World Summit represents one of the most important spaces for Ecuador to be positioned in terms of adventure tourism. The 2015 was not the exception, because we had really well-planned meetings with the international trade, media and also good training sessions that allow destinations and their tourism representatives to take advantage of that knowledge and become an active part of this tourism segment specialized in adventure."

MARIA JOSÉ TERÁN

SENIOR ANALYST FOR THE USA AND CANADIAN MARKETS, ECUADOR TOURISM BOARD PHOTO: Speaker/Media Reception, Yukon Sponsor Partner

Return On Investment

Over the course of the lead in to, during and post Summit, a host destination partner can expect to receive at least 1.5 million impressions (across a broad array of ATTA channels from emails, press, website and event marketing) in addition to social media exposure through Facebook, Twitter, Instagram and LinkedIn among others.





RO Marketplace Media Value Partners Roster



Partner Branding During the Summit Included:

- Summit program and in Summit Connections event app
- Large banners on event locations
- Rotating visuals on screen prior to presentations
- Social media posts about events or partnerships
- Partnership specific opportunity well-branded for destination/brand
- Welcome gift bags, if applicable to partnership
- Mentions from the stage

"I find the summit an incredibly unique environment for networking, business development and most importantly a place where great friends are made. The quality of the content and attendees is second to none, and is so much better than just another trade show. I love the atmosphere and environment, and the fact that you get to spend quality time with so many fantastic people. I can't wait for Alaska."

MIKE VARNDELL MALAWIAN STYLE



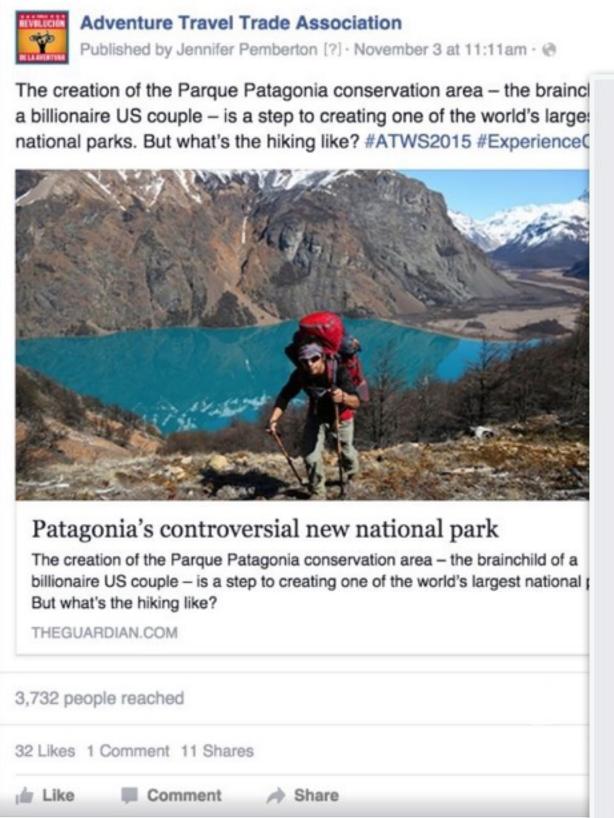


Social Media

ATWS hashtags reached

10 million

social media viewers as of November 2015.





Adventure Travel Trade Association Published by Jennifer Pemberton [?] · October 21 · @

700 delegates from 55 countries just changed the world a little bit in Chile last week. #ATWS2015 #ExperienceChile



Adventure Travel World Summit Kicks Off a Revolution in Chile

There were 200 Chileans dedicated to training local tourism workers across the country in the months leading up to the Adventure Travel World Summit (ATWS) ADVENTURETRAVELNEWS.COM

2,414 peop	ble reached	
29 Likes 5	Comments 12 Sha	ires
/ Like	Comment	A Share



Media Marketplace Value

Partners

ROI



Adventure Travel Trade Association Published by Jennifer Pemberton [?] · October 7 · @

At the and of #ChileDay, President Michelle Bachelet welcomed the







ATTA @adventuretweets · Oct 6 Honored to have President Michelle Bachelet join Chiletravel's inauguration of #ATWS2015. #ExperienceChile pic.twitter.com/Hrqc8z1Gm3

View Tweet activity



ATTA @adventuretweets · Oct 3 Watch for photo contests during #ATWS2015. Post to Instagram, tag us, use #thisisadventure & #ATWS2015. Prizes daily from us & @ToadandCo.

View Tweet activity



ATTA @adventuretweets · Oct 22 700 people from 55 countries just changed the world a little bit in **#Chile**. bit.ly/1Xk7Cds **#ATWS2015** pic.twitter.com/1xSSSLc9KO

View Tweet activity



ATTA @adventuretweets · Oct 6 Congratulations, @TravelingJon! Winner of the #ATWS2015 Day of #Adventure photo contest. #ExperienceChile @ToadandCo pic.twitter.com/mlpnx5XJDD

View Tweet activity



ATTA @adventuretweets · Oct 6 The revolution starts now. #atws2015 #experiencechile pic.twitter.com/Z1LpzQCszZ









Media Results

Within just 7 weeks of the 2015 Summit there were over

12 million impressions

from web and print articles from invited media alone.

ATIONAL® POST In a Financial Post • NEWS • COMMENT • PERSONAL FINANCE • INVESTING • TECH • SPORTS • ARTS • LIFE • HEALTH LEE TRAVEL BEHIND THE MOMENT TRAVEL

TRENDING TIFF 2015 | National Post Sessions | Snap Judgments

Watching the sunrise on Easter Island with the moai statues

JIM BYERS, POSTMEDIA NEWS | October 15, 2015 | Last Updated: Oct 15 1:34 PM ET More from Postmedia News





going.

said.



- Chilean President Michelle Bachelet (foreground) at the Adventure Travel World Summit. Photo Credit: Arnie Weissmann
 - PUERTO VARAS, Chile Chile's tourism grew 20% year-over-year in the first half of 2015, growing faster and with higher gross receipts than exported wine.
 - And the country's president, Michelle Bachelet, wants to keep the momentum
 - She told delegates attending the Adventure Travel Trade Association's Adventure Travel World Summit that a national plan supporting sustainable tourism is budgeted to spend \$100 million between now and 2018 to develop new areas of the country, "strengthen human capital" by teaching English and Portuguese to tourism workers, and promote Chile internationally.
 - In 2014, nearly 3.7 million visitors pumped \$2.7 billion into the economy, Bachelet
 - She added that more than 200 people had been training local tourism workers to



San Pedro de Atacama BAICHAELATRINELE

An Instagram Tour of Chile in 16 Amazing Photos

Desert, snow, and the ancient eves of Rapa Nui: Chile comes in many shades

BY MAGGIE FULLER 11.16.2015

SHARELINES Explore the many shades of Chile

hen three of the AFAR team traveled to Chile recently for the Adventure Travel World Summit in Puerto Varas, they jumped at the chance to takeover our Instagram feed and share their journey. The adventure took editor Jen Murphy (@jenrunsworld), associate publisher Bryan Kinkade (@bkinkade001), and brand manager Michaela Trimble (@michaelatrimble) from the pastel deserts of San Pedro de Atacama to the history-rich shores of Rapa Nui to the

A sampling of immediate media results







Storytelling

A storytelling team of videographers, photographers and writers captured the adventures, the connections, and the spirit of the Summit in Chile



THE ATTA

THE REVOLUTION IS BIGGER THAN THE INDUSTRY:

There were 200 Chileans dedicated to training local tourism workers across the country in the months leading up to the Adventure Travel World Summit (ATWS). Local tour guides and bartenders, hotel servers and housekeepers were practicing their English and preparing for their part in the "adventure revolution." It all paid off



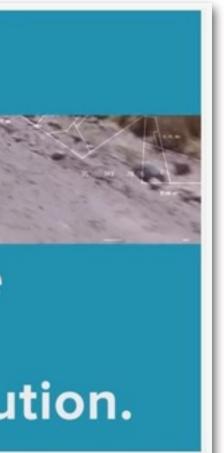














"I tell everybody that if they can only attend one travel conference, there is only one: ATWS. I am happy to say that ATWS Chile confirmed everything I have been telling my colleagues about ATWS. After missing a few Summits, I hope to never miss another one. I met one of my largest clients at a **ATWS**. I am hoping to add to my client list with Chile. Thank you ATTA and Chile for putting on a truly spectacular Summit."

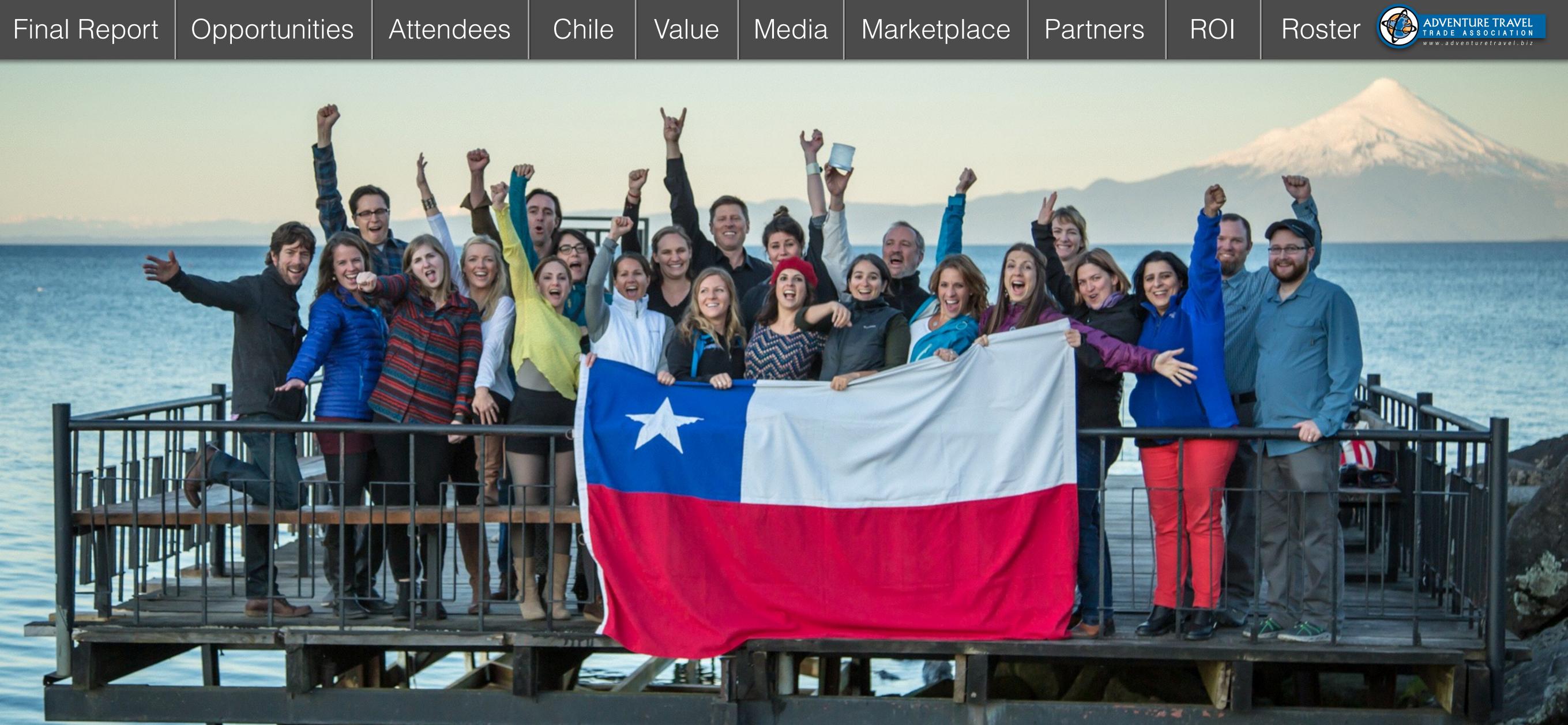
HUGH HOUGH GREEN TEAM GLOBAL



Percentage of delegates who will recommend Chile to their friends and clients.

93.6% Agree





ATTA Regional Executive Directors & Partnership Contacts

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Manal Kelig

Executive Director, Middle East & Africa manal@adventuretravel.biz

Nick Qin* Director of Business, China

Russell Walters*

North America Strategic Director russell@adventuretravel.biz

*Did not attend ATWS 2015

