



HIDDEN DOORWAYS

A KAA TRAVEL COLLECTION

Company Brochure





WELCOME

Incredible travel opportunities deserve inspired representation. At Hidden Doorways, we strive to expand our clients' reach by providing exceptional marketing for extraordinary experiences.

Through long-standing relationships around the world, we offer individualized marketing services to each travel product we represent.





Inspired **REPRESENTATION**

When one travels well, one's eyes open to more incredible and meaningful worldwide experiences. Uncommon, incomparable, remarkable moments. It is with this in mind that we create an individualized marketing, sales and consulting program for each client, offering an experience as unique as the one each provides their savvy guests.

With offices on three continents, long-standing relationships worldwide and open lines of communication, Hidden Doorways is dedicated to expanding our clients' reach in a proven and measurable manner.



Industry **KNOW-HOW**

Simply put, Hidden Doorways has successfully increased revenue for its clients in all major markets. What is your current challenge? Whether it's increasing exposure in North America, maximizing sales throughout your market segments, creating a new marketing strategy or promoting a certain product, service or destination, we're up to the task.

Over 25 years of luxury travel industry experience is parlayed into successful strategic and tactical methods to expertly position your travel product in the world market.

SALES STRATEGIES

- Sales calls and missions with all client segments
- FAM Trips
- Road shows
- Industry-specific tradeshows
- Hotel and destination presentations
- Product training
- Representation at luxury consumer events

MARKETING STRATEGIES

- Maximize strategic relationships/partnerships in key industry segments based on specific needs
- Create integrated marketing plans
- Direct mail programs
- Implement promotional luxury alliance initiatives
- Product positioning and business mix strategies
- Competitive sales and marketing analysis and benchmarking

RESULTS

Our measurable results are obtained through audits and performance evaluations, as well as staffing, sales training, deployment and branding assessments and market research.

ADDITIONAL EXPERTISE

Our team can lend their expertise on:

- Resort and destination consulting
- Sales strategy review and implementation
- Business assessments and audits
- New product introductions and pre-opening launches
- Marketing plans
- Positioning and repositioning of products
- Sales team goals, evaluation and incentive plans

When you work with Hidden Doorways, you're capitalizing on the unmatched global sales and marketing experience we have brought to our clients in the United States, South America, Europe, Asia and the Middle East.

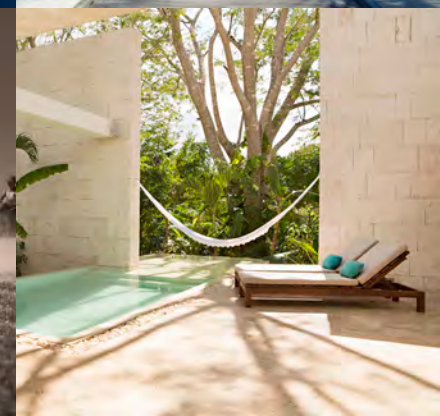
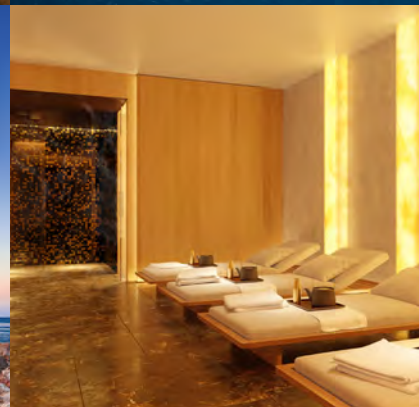


WELLNESS TRAVEL

Recognizing that health and wellness trends are rapidly expanding within the luxury travel industry, Hidden Doorways offers dedicated team members who focus on this specialized segment.

Our marketing initiatives are carefully crafted to meet the needs of overseas destination spas, spiritual yoga retreats, medical-based clinics and luxury boot camps.





DESTINATIONS

- Africa
- Bahamas
- Bhutan
- Bolivia
- Botswana
- Cambodia
- Chile
- China
- Colombia
- Costa Rica
- Cuba
- Ecuador
- Fiji
- France
- French Polynesia
- Greece
- Grenada
- Iceland
- India
- Indonesia
- Israel
- Kenya
- Maldives
- Mexico
- New Zealand
- Oman
- Portugal
- Scandinavia
- Seychelles
- Spain
- Thailand
- Turkey
- United Arab Emirates
- United Kingdom
- United States
- Uruguay
- Vietnam
- Zimbabwe





TEAM

NORTH AMERICA OFFICES

JoAnn Kurtz-Ahlers
Founder and President

Dora Karanikas
Sales Consultant

Karina Fuentes
Sales Consultant

Kristin Duvall
Sales Consultant

Maureen Kim
Sales Consultant

Patrick Anderson
Sales Consultant

Rachel Newman
Sales Consultant

Scott Bull
Sales Consultant, Wellness

Stephanie Harlow
Sales Consultant

Dori Solomon
Sales Consultant

Jen Rodriguez
Financial Controller

Laura Fishman
Sales and Marketing Consultant

Sandy Blake
Director of Operations

WORLDWIDE OFFICES

Chris Mastin
Sales, Europe

Emily Sobisch
Sales, Europe

Justine Mastin
Sales & Marketing Director, Europe

Lou Harding
Sales, Europe

Jo Morris
Marketing & Trade PR, UK

Cristianne Coelho
Sales Consultant, Brazil





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