

2021 The GRA Group – Trip Proposal Grid

Client Information

Name: _____

Key Contact(s): _____

Location: _____

Past Programs

Year	Location / Property	Dates	TIER	Nights	Cost/Cp	PAX	Comments	Property Type

Lift locations

Number of Program Nights:	Important Dates	
Dates Requested:	MLK Day	January 18, 2021
	Super Bowl (Tampa, FL)	February 7, 2021
	President’s Day	February 15, 2021
	Easter	April 4, 2021

Resort preference

- Adult-only
- All-inclusive

Important Activities

- Swim with dolphins
- Ziplining
- Horseback riding
- Golfing
- 4 wheeling
- Kayaking
- Catamaran
- Snorkeling
- Scuba diving
- Local shopping
- Pool/Beach Bar
- Deep sea fishing

For each client, we will propose 2 properties in their current Tier plus 1 in the next-higher Tier

Lift issues / concerns

Is your competition offering a travel program? If so, where are they going?

If you have done travel programs in the past, what were some issues/problems you encountered?

Location concerns (areas to leave out)