

Full Schedule

(Subject to change without notice;
check TheRomanceTravelUniversity.com for the very latest schedules)

MONDAY, APRIL 30, 2018

(The day before the conference starts officially)

"Vegas in Depth" Experiences (Monday morning, afternoon, or evening)

Take one of these half-day "mini fams" organized by the Las Vegas Convention & Visitors Authority (LVCVA) in themes (e.g., bachelor/bachelorette party planning, LGBT romance travel in Las Vegas, luxury romance options in Las Vegas)! (You'll have the option of registering for these mini fams after you sign up for the conference.)

Host Agency Owners Summit (3 pm - 7 pm)

Learn about the challenges of adding outside agents and independent contractors to your romance travel business and managing them successfully. This session will be very interactive and hands on! (You may register for this session after you've signed up for the conference. You must have at least one outside agent/IC to attend. [We'll do training apart from the conference for DWHSA members who don't have their first IC yet.])

Tech Demos (4 pm - 6 pm)

Watch travel tech companies demonstrate their CRMs, itinerary builders, and other software programs in half-hour sessions!

TUESDAY, MAY 1, 2018

(The first full day of the conference)

Tech Demos (7 am - 8 am)

Watch travel tech companies demonstrate their CRMs, itinerary builders, and other software programs in half-hour sessions!

Opening General Session (9 am - 11.45 am)

DWHSA Executive Director Lisa Sheldon will welcome you to the conference and lead panels focusing on 2018-2019 romance travel trends and on success tips offered by top-producing DWHSA members. After a session focusing on the latest DWHSA news, she'll interview our very special keynote speaker!

TUESDAY, MAY 2, 2018 (continued)

"Ask Anything" Lunch (12 noon - 1.30 pm)

Ever wanted to sit down with other romance travel agents and ask those questions you might be afraid to say out loud? Now, you can - at this lunch with round-the-table discussions led by experienced DWHSA members who sell romance travel every day just as you do!

"Ask the Experts" Afternoon (2 pm - 5 pm)

In eight 20-minute sessions (plus an afternoon break), you can rotate among different tables for discussions with real-life experts in key topic areas such as the basics of different social media networks, branding your business, public relations for travel professionals, out-of-the-box marketing ideas, the secrets of web site building and search engine optimization (SEO), managing your business by the numbers, working with high-end brides, and legal issues for romance travel specialists!

"Let's Flamingle" Reception (7 pm - 9 pm)

Wind down your first day at this fun agents-only evening function with delicious food, an open beer-wine-soda bar, and a little music! You're welcome to dress up in a fun outfit, too (more details will be shared before you pack for the conference).

WEDNESDAY, MAY 2, 2018

(The second full day of the conference)

Host Agencies and Consortia Chats (7 am - 7.45 am)

Visit North America's leading travel agent networks after breakfast and before the first sessions!

Mastery Seminars (8 am - 11.30 am)

Take your pick this morning of 15 different breakout sessions, with topics for all types of travel agents and planners (from first-year beginners to longtime romance travel agency owners)!

Round 1

- "Honeymoons: The Latest Tips and Trends"
- "Planning Romance Travel in Places That Aren't All Inclusive"
- "Travel Insurance Secrets to Protect Romance Clients {From Honeymoons to Breakups}"
- "Everything You've Always Wanted to Ask About Service Fees (But Were Afraid to Ask)"

WEDNESDAY, MAY 3, 2018 (continued)

Round 2

- "The Nuts and Bolts of Managing Group Bookings"
- "Strategic Business Planning"
- "Working With Wedding Planners"
- "The Basics of Standard Group Contracts vs. Group Codes"

Round 3

- "The Very Best Ways to Get Leads for Your Business"
- "Time Management Tips and Apps"
- "The 90-Day Jump Start Plan for New Romance Travel Specialists"
- "Turning First-Time Bookers Into Lifelong Clients"

Round 4

- "Dealing With Difficult Clients"
- "Tapping Into the South Asian Market"
- "Tapping Into the LGBT Market"

Almost every seminar will be led by DWHSA agents who are top-producing romance travel specialists. They deal in the trenches every day with couples (just as you do), so you can count on their advice! And, we'll record EVERY session - so, you can catch up after the conference on any seminars you miss!

The Very Special Lunch (12 noon - 1.30 pm)

Enjoy a leisurely lunch with tables hosted by the world's most agent-friendly tourism offices and suppliers in the romance travel niche! These exhibitor hosts will decorate their tables and bring giveaways to share with you.

Romance Travel Business Appointments (2 pm - 6.30 pm)

Build stronger connections with DWHSA's exhibitors in 10-minute appointments this afternoon (plus a half-hour break)! Before the conference, you'll have the chance to request appointments with those critical suppliers you really want to meet.

The "Love Goes Round" Reception (7 pm - 10 pm)

Relax after a long day of training and appointment sharing at this special off-site event sponsored by LVCVA. We won't give away the details yet, but you'll enjoy great food and drinks in a very unique place! (Busses will begin departing the host hotel at 7 pm.)

THURSDAY, MAY 3, 2018

(The third and final full day of the conference)

Open "Drop In" Exhibitor Time (7 am - 8 am)

Grab time with those suppliers and tourism offices not on your official appointment schedule! You're free to visit any exhibitor's space during this hour.

Romance Travel Business Appointments (8 am - 12 noon)

Continue building those exhibitor connections in 10-minute appointments (plus a half-hour break)!

Lunch (12 noon - 1.30 pm)

Refresh yourself with this informal meal break, sitting on your own or at exhibitor-hosted tables.

[NOTE: The DWHSA Advisory Council will hold its first-ever in-person meeting (with lunch served) at this time.]

Mastery Workshops (2.30 pm - 6 pm)

Choose the afternoon "boot camp" that fits your needs better:

Option 1: "The Anatomy of Destination Weddings"

Led by Lisa Sheldon and her team of instructors, this workshop will give you a comprehensive introduction to the ins and outs of destination wedding (DW) planning and management! You'll learn the nuts and bolts of DWs - including Lisa's recommended 12-month DW timeline and the best practices DWHSA members follow to work with DW guests, help couples plan the ceremony (or not), and many more secrets.

Option 2: "Alan Berg's Romance Business Academy"

As our special guest trainer, Alan - the world's most recognized and respected expert on wedding- and romance-related businesses - will share three back-to-back sessions with brand-new 2018 content:

- "Your ROI is in the WHY: How to Differentiate Yourself in a Crowded Market"
- "8 tips for Better Digital Conversations and Conversions"
- "6 Steps for Wedding Show Success"

Prize Drawings and Goodbyes (6 pm - 6.15 pm)

Test your luck as we wrap up the conference with a long list of randomly drawn prizes and final wishes from DWHSA!

THURSDAY, MAY 3, 2018 (continued)

Romance Dine Around (7 pm onward)

Experience a wonderful night on the town courtesy of LVCVA! After you register for the conference, you'll have the chance to sign up for a complimentary dinner in small groups at some of the leading restaurants in Las Vegas. LVCVA will provide transportation to the participating restaurants (then, you'll be free to make your own arrangements after dinner).

FRIDAY, MAY 4, 2018

(The day after the conference ends officially)

"Vegas in Depth" Experiences (Friday morning, afternoon, or evening)

Take one of these half-day "mini fams" organized by the Las Vegas Convention & Visitors Authority (LVCVA) in themes (e.g., bachelor/bachelorette party planning, LGBT romance travel in Las Vegas, luxury romance options in Las Vegas)! (You'll have the option of registering for these mini fams after you sign up for the conference.)

Questions about the conference? Please contact us at support@dwhsa.com or **615.730.9977!**