



President's Club Trips

Dealers share their favorite destinations

Compiled by: Brent Hoskins, Office Technology Magazine

Following is a question submitted by a dealer member as part of BTA's Dealers Helping Dealers resource and many of the answers received. These answers and others can be found in the members-only section of the BTA website. Visit www.bta.org/DealersHelpingDealers. You will need your username and password to access this member resource.



What is the best destination for a President's Club trip and why?

"Sarasota, Florida! We have the nicest restaurants, nicest beaches and top-of-the-line hotels."

Mick Dean, president

SaraMana Business Products, Sarasota, Florida

"We rented a ship for this year in the Caribbean. Our folks have enjoyed Florida's LaPlaya Resort and Sea Island Resort [in Georgia]."

John Lowery, president & CEO

Applied Innovation, Grand Rapids, Michigan

"Hawaii. [It is a] six-hour flight and still in the country."

Christy Gallegos, director of sales

Imagine Technology Group, Chandler, Arizona

"If you are going to a cold climate, it needs to be unique, like Quebec or Banff [Canada]. Otherwise, a warm spot in late spring works."

Les Harris, vice president of sales

UTECH, Ann Arbor, Michigan

"Mexico with all-inclusive in the off-season and college holidays. Ireland and Paris, France, in the pre-April time frame."

Tony Sanchez, principal

C3 Tech, Santa Ana, California

"An international destination. If you are truly rewarding someone for high achievement, then it should be an amazing destination that is long remembered."

Brian Bence, executive director of sales

Shenandoah Valley Office Equipment (SVOE), Verona, Virginia

"United States properties."

Stephen Valenta, president/owner

Offix, Gainesville, Virginia

"Maui, Hawaii, has always been a favorite of ours. It is a direct flight from the West Coast and the weather is always perfect."

We want a place where there is a big enough carrot to ensure reps are driven to achieve the trip."

Chad Schwartz, president/founder

Imagine Technology Group, Chandler, Arizona

"We are going to Punta Cana's Hard Rock Resort. It is all-inclusive and the weather in February is great. It has more than 4,800 rooms and quite a few all-inclusive restaurants to choose from."

Jim George, president

Donnellon McCarthy Enterprises, Cincinnati, Ohio

"California. You can choose many different flavors of California. The state has great air access, the weather is perfect 99% of the time (Southern California) and the attitude of the people is great."

Todd Deluca, owner

Boston Business Technology, Plymouth, Massachusetts

"This really depends on your budget. We have had many great trips from the U.S. Virgin Islands to the coast of California to the Cayman Islands. Maui, Hawaii, has been one of our best trips. Maui provides something for everyone."

Ken Staubitz, COO

Modern Office Methods, Cincinnati, Ohio

"Hawaii. Love it there."

Dan Castaneda, general manager

International Copy Machine Center, El Paso, Texas

Do you have a question for your fellow dealers? If so, email it to brent@bta.org with the subject line: "Dealers Helping Dealers." BTA will then share your question with the full dealer membership with a request for guidance from your fellow dealers. ■

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