



Travel Agent of the Month

Nancy Finn

**Island Getaways
Brookfield, Wisconsin**



Sixteen years ago, Nancy had a career outside of the travel business. She and her husband had visited a Sandals Resort on their own vacation and fell in love with Sandals and the All-Inclusive concept. Because of her love of the Caribbean, she started Island Getaways as a home-based agent part-time and only as a hobby. As time went on her business began to grow, she found that she was so busy that she couldn't keep doing two jobs. She and her husband Tom left their jobs and began selling travel to the Caribbean full time.

Initially Nancy specialized in Honeymoon travel, but the referrals that she received from her returning clients lead her to book several Destination Weddings. Now, as a Destination Wedding Specialist, Nancy is featured periodically as a Destination Wedding & Honeymoons Expert on Wisconsin's local TV Spotlight "The Morning Blend".

Nancy is no stranger to Sandals and Beaches Resorts. She visits each of the resorts as often as her schedule permits. Nancy believes that getting to know the intricacies of each of the resorts first hand is the most effective way to sell most effectively. This Grandmother of Seven brings smiles to her grandchildren's faces when traveling with them to Beaches!

In 2009 at Beaches Turks & Caicos, Nancy was the first winner of the very prestigious Presidential Award. The morning after she received the award, her Suite Butler had surprised her and had decorated a Beach Bed Canopy in her honor. Balloons, flowers and the words Congratulations surrounded the bed. Nancy said "I still don't know how he knew". It's these special touches that make your experience at Sandals so special!

Recently, Nancy stayed at Sandals Grande St. Lucian in a Rondoval Suite with a private plunge pool. As she was having her breakfast outside, looking at the magnificent ocean, she was confident in the choice of resorts that she had been selling. Nancy said that she loves the differences between the resorts and the uniqueness of the room categories that Sandals and Beaches can offer her clients. She goes on to say that the reason that she loves to sell Sandals and Beaches Resorts so much is that the high end room accommodations are unbeatable by any other resort chain. She can offer her clients accommodations, luxury and an experience that they couldn't have anywhere else! She also said that she loves the fact that she has Sandals, a family owned business, behind her every step of the way!

Through Nancy and Tom's generosity, Jamaican churches and schools have received over 3,500 pairs of new shoes. One mother said that "it was the first time that her son could participate in sports because he now had a pair of proper sport shoes ". Other contributions to the "TAG" (Travel Agent Give Back Program), show their continued support of the Caribbean people.

Nancy said that during the first Sandals Star Awards that she attended in 2002, she was most inspired when she was recognized as the "Top Rising Star Worldwide". She knew then that she wanted to be a big part of a partnership with Sandals Resorts. Her competitive nature coupled with an amazing product has helped her to personally sell more than 300 bookings a year! In the years following her introduction to Sandals, Nancy has been recognized year after year as one of the Top 10 Agencies Worldwide, Top Butler Suite selling Agency and Top Home-Based Agency. At this year's Star Awards, she was one of five recipients worldwide of the "Lifetime Achievement Award". Nancy's accomplishments are proof that her hard work, dedication and personal service for her clients are acknowledged and rewarded.




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