

# From \$150K to \$2.5M: A Luxury Travel Agent's Success Story with LuxRally Travel

*How LuxRally Travel Empowered Deahne Anderson to Achieve \$2.5 Million in Annual Revenue*

MIAMI, FL, USA, July 17, 2023

/EINPresswire.com/ -- Deahne

Anderson, a luxury travel agent, initially found herself at a [host travel agency](#) that lacked the necessary resources and support to thrive in the industry. The agency's training programs were outdated, leaving Deahne with limited knowledge and understanding of the evolving landscape of luxury travel. Additionally, the sales tactics taught by her previous agency were ineffective and did not equip her with the skills needed to excel in the competitive market.



Deahne Anderson, a Luxury Travel Agent at LuxRally Travel

Furthermore, Deahne felt isolated within her previous agency due to a weak community and lack of support from fellow agents. This absence of a strong network hindered her ability to bounce ideas off others, seek recommendations, and receive the guidance necessary to overcome challenges.

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I am now able to wow my VIP clients by providing them with unparalleled service and access to exclusive amenities.”

*Deahne Anderson, Luxury Travel Agent at LuxRally Travel*

Recognizing the need for change, Deahne sought a new host travel agency that could provide her with the tools, training, and community she required to succeed in the luxury travel industry. This led her to LuxRally Travel, where she discovered a fresh approach to travel agent

services and a supportive community of like-minded professionals.

Challenges:

1. Believing she had to exclusively work with one supplier and impress them.

2. Hesitancy to reach out to hotel management and lack of confidence in interactions.
3. Limited knowledge on seeking the best prices and not utilizing multiple booking tools.
4. Charging service fees and limited revenue generation.
5. Lack of understanding in identifying true luxury properties.
6. Slow quoting process for clients, taking 1-2 weeks, and lack of community support.

#### Solutions Implemented:

1. Shifting the perspective to view suppliers as working for her and her clients.
2. Encouraging collaboration with hotel management to enhance the client experience.
3. Training on utilizing multiple booking tools confidently to secure the best prices.
4. Eliminating service fees and focusing on increasing annual revenue.
5. Providing comprehensive education on luxury travel and accurate property evaluations.
6. Streamlining the quoting process for efficiency and accuracy. Deahne can now quote multi-destination trips in ten minutes.
7. Establishing a supportive community of LuxRally travel agents.

#### Results:

1. Improved perspective on suppliers as working in their best interest.
2. Building strong collaborations with hotel management.
3. Increased confidence in using multiple booking tools to secure the lowest prices.
4. Substantial growth in annual revenue, projected to reach \$2,500,000 by 2023, this is up from



A Destination Wedding at Caruso, a Belmond Property in Ravello on Italy's Amalfi Coast. One of Deahne's specialties is shrewd contract negotiations for groups and weddings.



LuxRally Travel's LR Logo

\$150,000 in revenue prior to making LuxRally Travel her host agency.

5. Significant increase in average booking value from \$4,000-\$5,000 to \$20,000-\$30,000.
6. Enhanced understanding of luxury travel and access to cutting-edge information.
7. Ability to identify true luxury vendors and offer clients the best value and experience.
8. Effective upselling and cross-selling strategies with premium travel products.
9. Streamlined quoting process, reducing it to just 10 minutes for complex itineraries.
10. Access to a supportive community of LuxRally Travel agents for guidance and collaboration.

#### Testimonial:

"Partnering with LuxRally Travel has been a game-changer for my career as a luxury travel agent. Their comprehensive approach to training and support has given me the confidence to utilize all the tools available to travel agents, resulting in remarkable growth and success.

Before joining LuxRally Travel, I was struggling to generate substantial revenue, averaging around \$150,000 per year. However, since making the switch, my annual revenue has skyrocketed to an impressive \$2,500,000. This exponential increase is a testament to the effectiveness of LuxRally Travel's strategies and resources.

Not only has my revenue flourished, but the quality of the products I am able to offer my clients has dramatically improved. Through LuxRally Travel's guidance, I have developed stronger relationships with vendors and gained a deeper understanding of luxury hotels, cruises, tour providers, and more. This newfound knowledge allows me to curate unforgettable experiences for my clients, ensuring they receive the utmost luxury and personalized service.

One aspect that sets LuxRally Travel apart is their exceptional in-house concierge team. With their assistance, I am able to wow my VIP clients by providing them with unparalleled service and access to exclusive amenities. This added level of support elevates the overall travel experience and leaves a lasting impression on my clients.

Furthermore, LuxRally Travel has fostered a vibrant community of fellow agents who are always ready to lend a helping hand. The camaraderie and support within this network have been invaluable, allowing me to bounce ideas off others, seek recommendations, and continuously grow as a professional.

I am truly grateful for the partnership with LuxRally Travel. They have not only transformed my business but also empowered me to excel in the luxury travel industry. I highly recommend LuxRally Travel to any travel agent looking to take their career to new heights."

#### About LuxRally Travel:

LuxRally Travel is a disruptive full-service [luxury travel agency](#) that revolutionizes the travel industry. Born from the exotic car community of LuxRally, the agency provides

unparalleled experience with zero service fees and zero membership. With a team of experienced [luxury travel agents](#) and a dedicated in-house concierge, LuxRally Travel offers exceptional value propositions and leverages strong partnerships with luxury hotels worldwide to ensure their clients experience the epitome of luxury and comfort.

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