

Adams Family

# the stories inside

# **Recieving Accolades**

# to Start the New Year

#### 407&Beyond Receives Several New Honors

407&Beyond receives three accolades in 2023.

The 2023 Award Winners are ...

See who took home special honors this year

### Exclusive Interview with Owner Bruce Beil

We discuss what the last year has meant to his growing company



# "These recognitions are a testament to my team's commitment to excellence and hunger for success."



Bruce Beil 407&Beyond Owner Bruce@407Vacations.com

#### Message from Our Owner

2023 was a fantastic year at 407&Beyond! It was a year of firsts, a lot of growth, and potentially the most influential year of the company. We had several agents who achieved record sales, numerous agents who reached new heights in the 407&Beyond Legacy Program, and we sent a record number of agents on agent education programs and FAM trips.

One of my favorite moments of the year took place last April when the team met at Walt Disney World for our annual 407 Week celebration. The 2023 event was extra special because it was the first year that the team met in person. Gina Reed and Magical Meg from our media team were also there for the weekend. We had a fantastic time and were able to ride Tron Lightcycle Run during the preview dates.

Staying on the topic of trips, 2023 realized a record number of 407&Beyond agents who attended on-site agent education programs (AEPs) and team familiarization trips (FAMs). We sent agents to Disneyland, Walt Disney World, **Disney Cruise Line, Sandals** and Beaches Resorts, and Universal Orlando. In fact, during last September's Universal Orlando FAM trip at Cabana Bay Beach Resort, the team attended training, took resort tours, and spent time in the parks, including Halloween Horror Nights!

In addition to a fun and experiential year traveling, we had a record number of agents achieve new statuses in the 407&Beyond Legacy Program. All of our agents gained momentum this past year and we will look to continue that momentum and grow even further in 2024.

Lastly, we have been bestowed with several

new honors as a result of sales performance and dedication to learning and advancement with our partners. For our work in 2023, we received recognition as an Authorized **Disney Vacation Planner** with Silver EarMark status. Bronze U-Preferred Agency with Universal Orlando, and Preferred Agency status with Sandals and Beaches Resorts. These recognitions are a testament to my team's commitment to excellence and hunger for success.

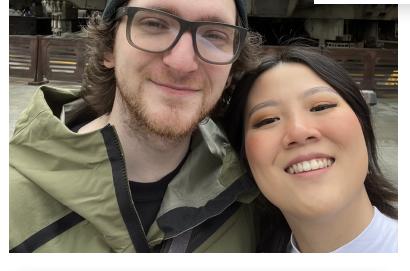
2023 was a great year and I look forward to the promise of growth, opportunities and success in 2024!

# Earning Success



# **Creating Unforgettable**

# Family Memories



Galaxy's Edge

### **Emily Brown**

Planned by: Grace Parker

Grace made our honeymoon trip to Disney/ Universal such a wonderful experience! She was available to help with any questions we had and took great care in making sure we had a stressfree vacation. I'm a planner at my core but it was nice to let Grace take the reins so I could spend my time relaxing and enjoying my trip. She did a wonderful job and I couldn't be happier with our experience with her and 407&Beyond.

## Latest Travel News

### New Walt Disney World Offers for Spring and Summer 2024

### A FREE and Delicious Deal for Disney+ Subscribers

Disney+ Subscribers: Enjoy a FREE dining plan when you purchase a non-discounted 4-night, 4-day Walt Disney Travel Company package that includes a room at a select Disney Resort hotel and a theme park ticket with a Park Hopper option for arrivals most nights from July 1 to September 30, 2024.

### Save Up to 35% on Rooms at Select Disney Resort Hotels When You Stay 5 Nights or Longer

Save up to 35% on rooms at select Disney Resort hotels when you stay 5 consecutive nights or longer—or save up to 30% on shorter stays. This offer is valid for stays most nights from July 8 to October 3, 2024. Other savings may be available for stays from March 25 to July 7, 2024.

### Florida Residents: Save Up to 30% on Rooms at Select Disney Resort Hotels This Spring and Early Summer

Stay in the magic this spring and early summer! Florida residents can save up to 30% on rooms at select Disney Resort hotels, valid for stays most nights March 25 through July 7, 2024.





### Universal Mardi Gras at Universal Orlando Begins Next Week

Universal Orlando Resort guests can delight in the flavor and flair of Universal Mardi Gras: International Flavors of Carnaval, returning to Universal Studios Florida from February 3 through April 7, 2024. The wildly popular celebration features a mouthwatering menu of eclectic cuisine inspired by New Orleans favorites and iconic Carnaval traditions around the globe, a spectacular Mardi Gras parade complete with tons of colorful beads, dazzling floats and energetic street performers, and – on select nights – live concerts by top-name talent to cap off the festivities. Guests can experience all the excitement of Universal Mardi Gras with regular admission to Universal Studios Florida.

### The World's Largest Cruise Ship Sets Sail from Miami

The much anticipated Icon of the Seas, Royal Caribbean's newest ship in its fleet, has been the buzz around the cruise industry for years and the wait for its debut is now over! The largest ship at sea is now taking guests on itineraries from Port Miami. Owner of 407&Beyond, Bruce Beil, was recently on the inaugural sailing of the ship and had this to say about the ship, "it is one of the most amazing things I have experienced. There is so much to do on the ship for guests of all ages. It really is a marvel at sea." Bruce will be sharing more of his experience onboard the Icon of the Seas in the February edition of Going Beyond.

### 407&Beyond Team Members Complete RunDisney Events

At the beginning of this month, members of the 407&Beyond team ran the Dopey Challenge during marathon week at Walt Disney World. A special congratulations to Megan Torrez (travel agent), Gina Reed (podcast host), and Bruce Beil (owner) on running the event.







### Interested in Planning the Magic?

We are always looking to add genuine and authentic people to our team of professional Disney Vacation Planners. Apply Online at www.407Vacations.com/WorkingHere

# Favorite Epcot Festival of the Year



It's finally here, my favorite Epcot Festival, which is The Festival of the Arts. This festival is the shortest festival lasting from January 12th to February 19th. I am going to get over to Epcot a lot this month to experience all that this festival has to offer. Here are some of the reasons that I love this festival so much:

The food studios at this festival are so different from other festivals. Each offering is made with such artistic flair. The presentation is truly a work of art.



Participating in the giant paint-by-number mural is so much fun. You get to contribute to painting a few squares on this mural and also walk away with a free book mark of what the completed mural will look like.

Over at the American Gardens Theatre you can learn to draw a Disney character from an actual animation artist. This happens twice a day and there are different characters at each session.

I love a good scavenger hunt and I feel Festival of the Arts has the best of all the festivals. Purchase a Figment's Brush with the Masters map and begin to look for hidden famous pieces of art with a twist because Figment is the main subject of each painting. After you find them all return to where you bought the map for a special prize!





Another big draw for this festival is the Disney on Broadway Concert Series. Actual Disney Broadway stars perform nightly at the American Gardens Theatre. This is a great way to experience the talent of these Broadway performers.

These are just some of the reasons I love this Festival. You'll also want to take in all the artist's and their works of art all around World Showcase.

> Magical Meg Official Vlogger of 407&Beyond

# 2023 407&Beyond Agent Awards





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### Ep. 154: Celebrating 3 Years of Spill the D! Ric and Gina Q&A!

Spill the D podcast celebrates its 3rd birthday this month with a a full hour of Q&A with Ric and Gina in episode 154! Happy Birthday to the podcast! Earlier this month Gina ran the Dopey Challenge at Walt Disney World, finishing the 5k, 10k, Half Marathon and Full Marathon. She recaps her experience in a really fun episode 153. Also this month, Ric discusses his favorite Walt Disney World foods and in episode 151, our hosts discuss finding the right Walt Disney World hotel for you. As always you can listen to the Spill the D podcast on Apple Podcasts and Spotify



**Gina & Ric** Podcast Co-Hosts



Official Podcast of 407&Beyond



Steph and Libby at Sandals









# A Conversations with

# **Owner Bruce Beil**

# You have some pretty exciting news to share with the community, what can you tell us?

As of January 1st, 407&Beyond is officially a Disney EarMark agency! I am extremely proud of my team and the hard work and dedication that have displayed in achieving this accolade.

# What does it mean to you for 407&Beyond to be designated as a Disney EarMark agency?

It means a lot to me, as I know it means a lot to our agents. As the owner of 407&Beyond it is my responsibility to drive the company in a direction that puts us in a position where agents can strive and that success is recognized in the marketplace. I am so happy for my team as this designation is a reflection of the high quality people that they are. Success is earned and this is another step forward in reaching our ultimate goals.

## 407&Beyond also received some other accolades, can you tell us about them?

Yes! Excitingly, we also received U-Preferred Bronze Status with Universal Parks and Resorts, as well as the Preferred Agency status with Sandals and Beaches Resorts. As I mentioned earlier, these accolades are a testament to our agents dedication to the process and our collective goals.

## What do you attribute most to the success of the agency?

Our people. We have a very tight-knit community of travel agents, media personnel and admin. In the hiring process I look for high quality people who are not only motivated to sell and plan vacations, but who are dedicated to the betterment of the team and their colleagues. Although we have agents at every level of the 407&Beyond Legacy Program, we move forward and progress as one team.

### What is the vision of the company for 2024 and beyond?

We talk a lot internally about the vision of the company in both the short and long term. We have some pretty lofty goals that we would like to achieve in a short period of time and look forward to the challenge. Part of that vision is to continue to grow the number of new, motivated agents who are looking to become a serious travel agent. In addition, we have some big plans in the works for our media team.



### **Bruce Beil**

Bruce@407Vacations.com www.407vacations.com





# **Reasons to Use a Vacation**

BEYOND

## **Planner on Your Next Trip**

Vacation Planners Can Help Save You Money and Services are 100% Free

Vacation Planners Have Their Disney Degrees

We Help You Save Time and Avoid Hassle

Vacation Planners are Real People with Real Travel Experience

Get Assistance with My Disney Experience

Receive Dining Recommendations and Help with Reservations

# **Get Started Today!**

### Work with One of Our Expert Vacation Planners

Our Planners have a passion for helping their clients have their perfect family vacation. To find a planner right for you visit www.407vacations.com/our-team



### Follow Us on Social Media!

@407&Beyond



### Our Vacation Portfolio

### **Disney Destinations**

Walt Disney World® Resort Disneyland ® Resort Adventures by Disney ® Disney Cruise Line Aulani, A Disney Resort & Spa

National Geographic Expeditions

### **Extended Portfolio**

Universal Orlando Sandals & Beaches Resorts Royal Caribbean Cruises Virgin Voyages Viking Cruises Collette Tours

Elizabeth with Mickey and Minnie RunDisney Marathon 2024

## **From Our Sponsored**

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# **Travel Destinations**

Walt Disney World Disneyland Disney Cruise Line Universal Celebrity X Cruises Royal Caribbean Virgin Voyages





# Save more when you stay longer! SAVE TO 35%

on rooms at select *Disney Resort* hotels when staying 5+ nights for stays most nights 3/25/24–10/3/24.

Enjoy a world of excitement when you add Theme Park Tickets.



The number of rooms allocated for this offer is limited. Savings based on the non-discounted price for the same room. Cannot be combined with any other discount or promotion. Additional per-adult charges may apply if there are more than 2 adults per room at Disney Value, Moderate and Deluxe Resorts, and Studios at Disney Deluxe Villa Resorts. Advance reservations required. Offer excludes the following room types: 3-bedroom villas, Tower Studios at Disney's Riviera Resort, Cabins at Copper Creek Villas & Cabins at Disney's Wilderness Lodge, Bungalows at Disney's Polynesian Villas & Bungalows, and The Campsites at Disney's Fort Wilderness Resort. Valid admission and a Park reservation are required to enjoy Theme Parks and special events are not included in this offer.

To book your magical Walt Disney World vacation, contact us today!



# Walt Disnep World

Disney's Wilderness Lodge



# Subscribers

# **Free Dining Plan!**

When you purchase a non-discounted 4-night/4-day Walt Disney Travel Company package that includes a room at select Disney Resort hotels and tickets with a Park Hopper® Option. For arrivals most nights 7/1/24–9/30/24.

Proof of Disney+ subscription is required. This offer is only available to Disney+ Subscribers residing in the United States and Canada. The Disney+ Subscriber must stay in the room. The number of packages allocated for this offer is limited. Everyone in the same room must be in the same package. Offer excludes select room types. Theme Park tickets must be used within 7 days of *Disney Resort* hotel check-in. Dining plan excludes gratuities. Kids must order from children's menu, if available. Some Table-Service restaurants may have limited or no availability at time of package purchase. Cannot be combined with any other discount or promotion. Advance reservations required.

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To book your magical Walt Disney World vacation, contact us today!



### **Disneyland** IS THE TOP CHOICE FOR FAMILY TRAVEL

With distinctive family-focused features and experiences, *Disneyland*<sup>®</sup> Resort transforms every visit into a magical adventure and is perfectly suited for families vacationing with small children. Explore the reasons to make *Disneyland*<sup>®</sup> Resort your top choice for family travel.

#### Ease of Navigation

Theme Parks, hotels and the *Downtown Disney*® District are all connected for easy navigation.

#### Team Up at Avengers Campus

REASONS WHY

Join Earth's Mightiest Heroes for an epic adventure at the only Avengers Campus in the country.

#### Historic Disney Legacy

Experience Disneyland® Park in California the theme park that was inspired by Walt's dreams.

#### Unique Character Interactions

Experience Disney stories through unique character meet and greets that can only be found at the *Disneyland*® Resort.

#### Three Themed Hotels

On-site world-class hotels with themed rooms, pools and convenient park proximity.



#### Cruise into Cars Land<sup>®</sup>

Rev up the family fun in Cars Land® Area with Mater's Junkyard Jamboree® and Luigi's Rollickin' Roadsters®.

#### San Fransokyo Square

Meet Baymax and Hiro in a vibrant district inspired by two iconic cities at Disney California Adventure® Park.

#### Playtime at Pixar Pier

Find adventure-filled playtime with exhilarating attractions, tasty eats and familiar Pixar friends.

#### California's Coastal Climate

Enjoy California's mild, coastal climate for magical moments in any season at Disneyland® Resort.

#### Seasonal & Special Delights

Discover exclusive merchandise and seasonal celebrations with unique flavors, sips and sights.

2023 MARVEL ©Disney/Pix





### SUMMER VACATION WISHES, GRANTED!

Wish you could show your kids the world? On a *Disney Cruise Line* vacation this summer, you can! Come be awed and inspired by the beauty and adventure of Alaska. Experience the timeless allure and cultural magnificence of Europe. Or indulge in exhilaration and relaxation of a 7-night voyage to the Caribbean.

On board, revel in everything from Disney Characters and Broadway-style shows to imaginative dining and exclusive spaces for adults and kids alike. All done as only *Disney Cruise Line* can do.

Let *Disney Cruise Line* help grant your family's summer vacation wishes today. Because the time to show your kids the world...is now.



©Disney Ships' Registry: The Bahamas DCL\_24\_3657965

Contact us today to book your magical Disney Cruise Line vacation.









## EXPERIENCE THE AWESOM

On your next vacation, visit a place where you can step right into the action of your favorite films and TV shows. A place where the rides are fast, the drops are steep, and the adrenaline is real. A place where you can also unwind in a tropical paradise alongside a towering volcano. A place where you'll savor the best in dining and entertainment. It's all an adventure that's as real as it gets and it's waiting for you at Universal Orlando Resort.



Preferred **Travel Agency** 



# **VE 25**<sup>%</sup> **ON A 3-PARK, 5-NIGHT VACATION PACKAGE**

\*Based on a family of 4, limited availability. Sun-Thur travel only. Blockout dates and restrictions apply.

• 5-night Hotel Accommodations at Universal's Cabana Bay Beach Resort, Universal's Aventura Hotel, or Loews Portofino Bay Hotel

#### Vacation Package Includes:

 3-Park 5-Day Park-to-Park Vacation Package Promo Ticket\*\* to Universal Studios Florida, Universal Islands of Adventure, and Universal Volcano Bay on the same day

• Early Park Admission<sup>†</sup> to The Wizarding World of Harry Potter<sup>™</sup> and Universal Volcano Bay up to one hour before the parks open (valid theme park admission required. Select attractions.)

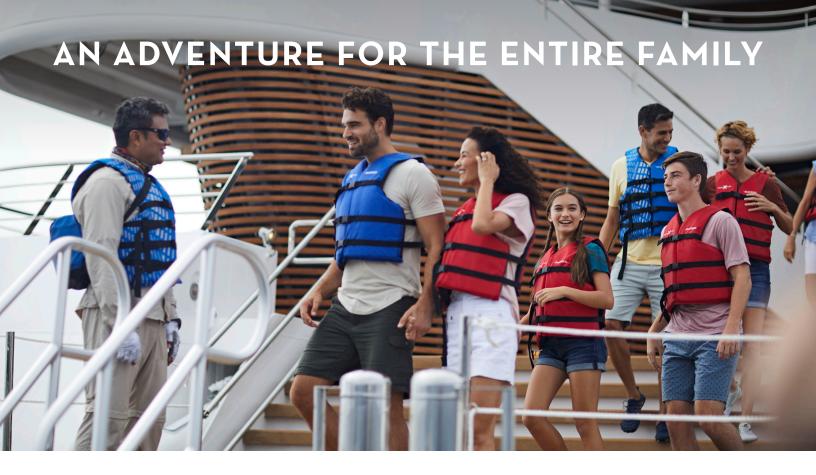
#### TRAVEL: 11/12/23 - 7/31/24

Blockout Dates: 12/26/23 - 1/6/24, 3/22/24 - 4/6/24

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For kids ages 8 and up, the Galapagos Islands offer an opportunity to experience nature as nowhere else. Here, they can get close to animals and observe their behavior without bars or a long lens. It is an exceptional way to foster, early in life, an appreciation of nature and animals, and to build a stewardship ethic.

Galapagos vessels can offer unique and entertaining activities for kids, however, due to the size of our vessels and the fact that our guests spend much of their time exploring the islands, there is no formal onboard children's program. All activities may be customized depending on children's age, maturity level and the number of children onboard.

#### HERE IS AN EXAMPLE OF THE ACTIVITIES WE MAY OFFER FOR KIDS ONBOARD:

- Exclusive bridge tour for the family
- Naturalist assistant for an afternoon
- Pizza making experience with our chef
- Scavenger Hunt

- Age-appropriate history and science lectures for children
- Silent disco with child friendly playlists

We recommend that children be 8 years or older to truly enjoy the Galapagos experience. There is no babysitting onboard, and children must go ashore/on excursions with parents/guardians. All Celebrity Galapagos vessels do not offer an official youth program or in-stateroom babysitting. The minimum age to travel to the Galapagos Islands is 12 months. Cribs are not offered onboard Galapagos vessels. ©2023 Celebrity Cruises Inc. Ships' registry: Malta and Ecuador.





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Discover the best vacation value around. Only Royal Caribbean® offers more activities, dining venues, entertainment options and experiences, delivering more memories without tapping into your wallet. Explore the world onboard 26 innovative ships and experience an unforgettable family reunion, wedding or simply a quick getaway with friends — the convenience of unpacking once and activities for all ages and interests make it the perfect choice. Get more adventures for your hard-earned vacation dollar with the most award-winning cruise line in the Caribbean.



#### **ENTERTAINMENT & NIGHTLIFE**

- Hit Broadway shows including the musical Grease, CATS, Mamma Mia!, We Will Rock You and Saturday Night Fever
- Live music and comedy shows
- Aqua shows and ice-skating shows
- Parades and parties on the Royal Promenade
- Comedy and live jazz club
- Nightclubs, karaoke and sing-along piano bars
- Lounge games and contests, such as trivia, Puzzle Break, Battle of the Sexes and more



SIGNATURE ACTIVITIES

- FlowRider<sup>®</sup> surf simulator and Rock Climbing Wall
- Quantum Class RipCord® by iFLY® skydiving simulator, North Star® observation capsule and SeaPlex® play space with bumper cars, roller skating, trapeze school, video games and more.
- Oasis Class Take a plunge down the tallest slide at sea, Ultimate Abyss<sup>SM</sup>. And adventure down the The Perfect Storm<sup>SM</sup> waterslide trio — Typhoon<sup>SM</sup>, Cyclone<sup>SM</sup> and Supercell<sup>SM</sup>. Thrilling multi-level waterslides and slides on select ships



#### MEALS, BEVERAGES & ROOM SERVICE

- Main dining room with savory multicourse feasts each night
- Breakfast, lunch, dinner and snacks in various venues throughout each ship
- Choose from tasty Mexican street fare at El Loco Fresh<sup>sM\*</sup>
- Windjammer casual buffet on every ship, open for every meal
- Various juices, teas, coffees and water throughout the ship and with meals







- Award-winning Adventure Ocean® Youth Program with educational, engaging activities
- Totally reimagined spaces for kids and hangouts exclusively for teens. Glow-in-the-dark laser tag challenges. And much more
- Fuel A club just for teens with soda fountain, computers and dance floor
- The Living Room Teen lounge area with movies, games and live DJ



#### FITNESS CENTER & SPORTS ACTIVITIES

- State-of-the-art fitness center, with massage and spa services available on every ship
- Table tennis
- Full-size basketball and sports court
- Group fitness classes, such as sunrise stretch, fab abs, dancing, meditation and more
- Seminars on topics like weight loss, reflexology, stargazing and more
- Deck Games Volleyball, pool games, tug of war and other active challenges
- Running / jogging track



- Spacious, comfortable accommodations for everyone — from solo travelers to groups of up to 14 guests
- Virtual Balcony<sup>sM</sup> staterooms bring stunning HD views from the outside into your room
- Twice daily housekeeping and turndown service
- Accessible accommodations on every ship
- Choose from the most balconies in the Caribbean and the only interior-facing neighborhood balconies in the industry



**PRIVATE DESTINATIONS** 

- Labadee<sup>®</sup> Our private paradise nestled along the north coast of Haiti, with both thrilling activities and utter relaxation
- Perfect Day at CocoCay Grab a drink at the swimup bar and soak up the scene in the largest freshwater pool in the Bahamas or enjoy the biggest and boldest Splashaway Bay.
- Explore authentic Caribbean itineraries with visits to countries such as Jamaica, Puerto Rico, Mexico and the Bahamas
- Plus, hundreds of other destinations all over the world, including Alaska, Europe, South America, Bermuda and other exotic itineraries



• Outdoor poolside movies

.....

- Adults-only Solarium, a tranquil covered retreat just for grown-ups, with loungers and whirlpools
- Multiple whirlpools for kids and adults alike
- Traditional swimming pools plus beach ambience areas and sports zones
- H2O Zone<sup>™</sup> and Splashaway Bay<sup>™</sup> for kids



**UNSURPASSED SERVICE** 

- Royal Caribbean<sup>®</sup> crew members go above and beyond as a matter of course
- Expect personal, attentive service, seamlessly delivered no matter where you are onboard
- Thoughtful stateroom attendants remember your preferences and personalize your service





Now We're Living Our Best Lives

We take the ordinary to extraordinary with exclusively adult vacations that are earning waves of awards. Once you're on board, luxury is on us with brilliant inclusions on every voyage, like essential drinks, group fitness classes, tips, WiFi, entertainment, and dining at 20+ eateries featuring menus curated by Michelin star chefs.





Cruisers choic cruise criti 2023 Best

Dining

) we're

Cruisers' choic cruisecrit 2023 Best

Cabins



Service

CRUISERS' CHOICE CruiseCritic

> Best Value-For-Money

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