

P. JASON KING ASSOCIATES, INC.



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[CLIENTS](#) • [MEMBERSHIPS](#) • [TESTIMONIALS](#)

P. Jason King, founder, chairman, and CEO of the nation's largest recruitment source for the Travel, Tourism, Hospitality & Leisure Industries, is now available, on request, for Consulting Assignments, Speaking Engagements, Workshops, Seminars, and Interviews.

Mr. King founded Yours In Travel Group in 1972, a Personnel Agency specializing in the Travel, Tourism, Transportation and Hospitality Industries. By the 1990's the company's clients included every aspect of the Travel Industry.

P. Jason King Associates, Inc. was created in 1975 by Mr. King to handle the growing needs of his clients. This organization includes a Global and National Executive Search firm and a Business Consulting organization. (www.PJasonKingAssociates.com)

With combined offices, the firms service the Globe in Recruitment & Consulting Services. Their database contains over One Million Candidates worldwide. Today, their expertise spans many other related industries.

Their Management Consulting Group provides vast and diversified services to include start-up businesses, small to medium size companies, and large, prestigious organizations. While the firm provides many services, they are best known for creating a "Game Plan for Growth" for their clients. Their marketing, advertising, promotion, and special events knowledge is considered, by their peers and clients, as possessing one of the most realistic approaches available.

Mr. King is frequently quoted in the media. He has also been widely published on topics such as: "Recruitment", "Retention", "Training", "Personnel Issues", "Career Development", "Career Counseling", "Marketing", "Business Development", "Building a Commission Sales Force" and, many other related topics. He has been a featured columnist in a number of trade publications, to include his own columns "Employment Advisor" and "Career Counselor". In Addition, he hosted "Jason King's World Of Travel" a weekly radio show.

As an advocate of education and training, a noted authority, and with intimate knowledge of who's who and what's what in the travel & related businesses, he is qualified to conduct seminars and lectures for New York University, Hunter College, Bronx Community College, The Board of Education of New York, ITT, Travel Age East/Southeast, Hickory Association, ASTA Educators Forum, Niagara University, Boston Bons Vivants, The Henry Davis Corporation, Travel Agency Management Academy, GEM Regional Conference, COPE, the ACTE Regional Forum, and has been a contributor to TIME's Video Library, among many others.

Mr. King organized and ran a federally funded program (CETA) for the Travel Industry for three years. He trained and placed 100% of the participants during that three-year period.

Although most well known within the Travel Industry, he is considered an expert in his field and has been called upon to provide his perspective and knowledge for non-travel related publications and honorariums.

P. Jason King
Chairman & CEO

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For Additional Information Please Visit Our Web Site
www.PJasonKingAssociates.com
Click on Consulting Services



Memberships past and present in the following Organizations

ABA	American Bus Association
ACTE	Association of Corporate Travel Executives—Founding Member
AGTE	Association of Group Travel Executives
AH&MA	American Hotel & Motel Association
ASTA	American Society of Travel Agents
ATME	The Association of Travel Marketing Executives, Inc.
ATBTA	Adventure Travel Business Trade Association
BBB	Better Business Bureau of Metropolitan New York, Inc.
BBB	Better Business Bureau of Northeastern Pennsylvania, Inc.
CPC	Central Park Conservancy
CTO	Caribbean Tourism Organization
COPE	Council of Protocol Executive
HSMAI	Hospitality Sales & Marketing Association International
IPA	International Platform Association
ISMP	International Society of Meeting Planners
ISES	International Special Events Society
MPI	Meeting Professionals International
NATA	North American Travel Association
NBTA	National Business Travel Association
NTA	National Tour Association
NYCVB	NY Convention & Visitors Bureau
PATA	Pacific Asia Travel Association
PMCC	Pocono Mountains Chamber of Commerce
RSA	Receptive Services Association
SATH	Society for the Advancement of Travel for the Handicapped
SITE	Society Incentive Travel Executives
TIA	Travel Industry Association of America
USTOA	United States Tour Operators Association
WEXITA	Women Executives International Tourism Association

Elected to and/or received honors:

“WHO’S WHO IN FINANCE AND INDUSTRY”
“WHO’S WHO IN EMERGING LEADERS IN AMERICA”
“WHO’S WHO IN THE EAST”
“WHO’S WHO IN U. S. EXECUTIVES”
“MEN OF ACHIEVEMENT”
NEW YORK URBAN LEAGUE, 1987
“THE NOAH AWARD FOR EXCELLENCE—1989”
INTERNATIONAL BIOGRAPHICAL ASSOCIATION—“CERTIFICATE OF MERIT 1988”
AMERICAN BIOGRAPHICAL INSTITUTE—
“INTERNATIONAL CULTURAL DIPLOMA OF HONOR”
“DISTINGUISHED LEADERSHIP AWARD FOR OUTSTANDING
SERVICE TO THE TRAVEL INDUSTRY”
“PERSONALITIES OF AMERICA”
“THE COMMEMORATIVE MEDAL OF HONOR FOR OUTSTANDING
ACHIEVEMENTS & DEDICATION TO PERSONAL AND PROFESSIONAL GOALS—1989”
“MAN OF THE YEAR” AWARD 1990
OFFICIAL COORDINATOR OF EMPLOYMENT • ACTE • 1997
OFFICIAL COORDINATOR OF EMPLOYMENT • GIANTS • 1972-1996
OFFICIAL COORDINATOR OF EMPLOYMENT • TIME, GEM, CRUISELINK PLUS •86-96

Guest Arthur Frommer’s “Almanac of Travel”, The Travel Channel—a Cable Television Station
Bernard Meltzer’s “College of Knowledge”—WOR Radio
Bernardette Silver Show—WEBD Radio
TIME Video Library—Recruitment Techniques Series

OUR CLIENTS

Whether a Fortune 500 or a start-up company, our clients and candidates hail from every area of the travel and hospitality, as well as other fields, be it general management, marketing, sales, operations, administration, finance, human resources, or information/technology, just to name a few.

Tourism Related Companies we serve:

Adventure & Specialty (Niche) Travel
Airlines
Associations
Attractions
C & VB's
Car Rental
Consolidators
Consortia
Cooperatives
Corporate Travel Departments
Cruise Lines
Dot Coms
eCommerce
Government Travel
Groups
Hospitality
Hotel Representatives
Hotels
Incentive Companies
Internet Travel Companies
Leisure
Mega-Travel Agencies
Motorcoach
Organizations
Regional Travel Agencies
Tour Operators
Tourism
Tourist Boards
Trade Shows
Transportation
Travel Clubs
Travel Franchisors
Travel Insurance
Travel Publications
Visa & Passport Services
and more...

Non Classified Companies we serve:

Advertising Agencies
All Service Organizations
Architects
Automobile Dealerships
Builders
Clubs & Organizations
Computers & Training
Construction Companies
Electricians
Financial Institutions
Franchisers
Garment Center
Hair Salons
Home Improvement Companies
Insurance Companies
Landscapers
Locksmiths
Manufacturing Plants
Music Stores
Newspapers & Magazines
Printing Firms
Publishers/Editors
Retail Stores
Web Related Businesses
Wholesale & Jobbers
and more...

TESTIMONIALS

“Lindblad had utilized Jason King and his organization for over 20 years, and they had an unblemished record of achievement in filling every opening that they were given. I was somewhat unsure though whether they could fill the VP Marketing slot. As CFO, I and the COO of Lindblad were given the task to create a short list of candidates for our President/Owner. We needed a strong candidate in Database Marketing. Jason sourced three candidates in less than 2 weeks, each one of them qualified to our specifications. We selected a man who not only was terrific but proved to be one of the finest employees we ever had. Jason King made our job look easy! While no executive looks forward to searching for Management or Senior Management, they can rest assured that if they use Jason King’s services they have made the right choice.”

Robert W. Thompson
Chief Financial Officer/Chief Operating Officer
Industrial Shipping Enterprises Management Company LLC
(Formerly CFO Lindblad Expeditions)

“Years ago, I was reviewing job opportunities within the industry. I had heard about Jason King from many people. I filled out his online application and within 5 minutes (no kidding) he called me. He located one of the best jobs I have had in my career. Working with Jason was unusual, as he is not your typical recruiter. But, working with him is a pleasure since he really knows the Travel Industry. I have seen first hand his extraordinary capabilities in assessing a company’s needs and matching them to the appropriate candidate. I have referred many potential candidates to Jason, and he has always been tenacious, and very keenly focused on ensuring the “right fit” for his positions. Jason knows the travel industry, and its executive talent base more than anyone I have met within the industry. I would highly recommend Jason and his company whenever they are looking for candidates to consider within their organization.”

Steve Gorga
President/CEO
Travel Impressions

“I’ve had the opportunity to work with Jason King several times in the course of our long travel-related careers. A true professional himself, and expert in his line of work, I found Jason to have the most prominent list of travel professionals when looking for solid staff in the travel sector - domestically and internationally. His long history and experience will shine through from day one!”

Jane Rossmango
CEO
AlliedTPro Inc.

“I have known Jason for almost 20 years in his dual roles of Executive Recruiting and Industry Consultant. I found him to be skilled, highly knowledgeable and very well networked. He is extremely professional and enjoys his no nonsense style. I have no hesitation in recommending him to any organization in need of his services.”

Bill McFarlane
Partner
Bill McFarlane & Associates, Inc.

“Jason listens carefully to your requirements and comes up with the best prospects to be found. He is as well connected as they come, and consistently produces great results.”

Ralph Hammelbacher
Senior Marketing Executive

continued...

"Jason is the single greatest advocate of both a prospective applicant and a specialist in matching the applicant's skill set with the company that engaged his services. I have never experienced a work ethic such as his, especially in this very specialized field. To say that I recommend Jason and his company for any and all professional travel placements, would be the understatement of the millennia. Thank you Jason, for your expertise and for my new career."

Charles A. Van Elten
General Manager
Kuoni Tours Destination Management
Atlanta, GA

"Jason is truly an expert in his field, and one who remains very active with all of his clients and candidates. From the "seller" perspective, Jason has always provided me with great advice, and I've found that his targets for me always matched my own personal goals. From the "buyer" perspective, some of my very best employees were candidates originally sent to me by Jason. During my 23 year run in the travel industry, Jason simply became the first call I'd make whenever the situation called for it. Often, it also turned the only call I'd need to make. I can't say it any better than that."

Dave Longo
Senior Vice President - Global Data Management
Lee Hecht Harrison

"I worked with Jason King when I was looking for a position as a VP of Marketing in Travel. He was the consummate professional preparing me with a more effective resume and for my interviews with the hiring managers. Jason's knowledge of the industry and people was invaluable in my successful outcome. I would unequivocally recommend his services."

Richard Genovese

"Jason is a real pro in the Travel Industry and knows how to achieve results in a timely and value-added way. When I have had occasion to use his expertise, I have not only enjoyed the exchanges we shared, but also appreciated the care and attention to detail he provided to ensure our staffing needs were met precisely to our specifications."

Gerry Topping
Senior Director - Human Resources , North America
Holland America Line

"I would like to extend our appreciation and congratulations to you and your team for the outstanding job you performed in handling our 'Domestic Products Launch. You and your staff jumped into the project with both feet and quickly developed a new and improved advertising campaign, re-negotiated a sizable reduction in advertising costs, designed a new logo, researched and recommended a more suitable commission and override plan, created a direct marketing concept and sweepstakes/contest, made new operations and fulfillment recommendations, set-up and successfully concluded sales presentations to the major travel chains and consortiums, and effectively ran our public relations campaign which generated new stories in all the major trade press. It was quite impressive to all of us that you had the ability to complete the entire project quite some time ahead of schedule."

Patrick Schoeneborn
Vice President Marketing
GO AMERICA TOURS

continued...

“On behalf of the State Education Department as well as this University, may I extend enormous thanks for the exceptional seminar you prepared for us...As a university professor, I have attended hundreds of professional lectures all over this country as well as abroad, but I have difficulty in recalling a presentation as effective and constructive as the one you carried off last Friday. It is no mean trick to absolutely absorb the attention of thirty educators, yet you did it with perfection and without a letup for two and one-half hours. You did a magnificent job. The information you gave to our educators will be carried back in more than a score of cities and towns in this State. Believe me when I say that you have made a major contribution to the dissemination of professional knowledge in the field of travel and tourism in the State of New York. For this you have the gratitude of us all.”

Alfred V. Sloan, Jr. Ph.D.
Visiting Professor of Education
NEW YORK UNIVERSITY

“Congratulations, you’ve added new meaning to the word seminar and rewritten the standard of excellence. The students, faculty and career planning staff of the Institute of Travel, Hotel and Restaurant Administration at Niagara University join me in celebrating your outstanding presentation. It is one thing to be thorough and informative but quite another to share the dedication, professionalism and enthusiasm you displayed. You should be pleased to note your qualities are apparently contagious since they have been conspicuous among the pending graduates since their exposure to you. As someone who spent many years screening and hiring employees for the tourism and hospitality industry I am particularly pleased that the leading authority on placement has such a high regard for the value of our program and caliber of our students.”

Robert W. Blanchard
Director, Institute of Travel, Hotel and Restaurant Administration
NIAGARA UNIVERSITY

“When we contracted with you to handle a very sensitive project for us, we were somewhat skeptical about utilizing a New York based Travel Management Consulting firm, even though your reputation and references were superior. Boy, did you prove me wrong! You did an outstanding job for us.”

James Garo President
TRAVELCRAFTERS

“Thank you for....producing a brochure that we can use.... It is always a pleasure to work with you, and your suggestions were very helpful.”

Paul M. Bessel
CTC President
ARTA ASSOCIATION OF RETAIL TRAVEL AGENTS

“I have known Mr. King since 1997. Since that time I have had the pleasure of working with and recommending Mr. King numerous times. Corporations that I have referred Mr. King to, use him with great success in the recruiting of personnel. Your company will find him extremely professional. He is direct and to the point. I appreciate his no-nonsense approach to recruiting and am always confident that companies and candidates receive the best service.

As a member of the Travel Industry my career has covered airlines, car rentals, one large travel agency and a tour operator. During that career I have discovered that Jason King and Associates are a group that is dedicated, reliable, honest and hard working.”

Jerry Gordon
President
Global Marketing Connections Group, Inc. dba | Travel Insured.com

continued...

"Although we have worked together for the past three years and I have previously thanked you for the wonderful job you have done for us, I'd like to take this opportunity to once again, express my appreciation and satisfaction. The effort, interest and time that you have put forth on behalf of the Henry Davis Corp. has been truly 'above and beyond' all possible expectations. You, and your staff, have always been available, helpful and concerned. The new programs and promotions that you have initiated have vastly improved our product and the results can be measured in increased sales. In P. Jason King Assoc. I have found a company who cares as much about its clients' success as the client itself."

Patricia M. Harper
President
HENRY DAVIS CORPORATION

"From this letterhead you can see some changes have already been made here...First let me thank you for the report and the time you gave to Father Kevin and myself to review it and discuss some of the details. Again, thank you for your help in the early stages of our evaluation and planning."

Father Severin Brady
OFM Director
FRANCISCAN FAMILY CIRCLE/FRANCISCAN PILGRIMAGES

"On behalf of all of us at our subsidiary travel agency, Arden Travel Services, I want to thank you for the very professional job you did for us. Your ideas for the brochure, our corporate proposal and all the other promotional materials, capture the type of professionalism we are looking to get across to our prospective clients."

Stuart Liebowitz
Vice President/Treasurer
PHYSICIANS PLANNING SERVICE CORP.

"It has been six months since the completion of our new promotional brochure designed by you and your staff. I thought I would take the time to let you know how pleased we are. We have received numerous comments on the professional appearance, clarity of the copy and sales appeal of this brochure. I am sure that sales have accrued and far exceeded the very reasonable cost of its production."

Robin D. Ader
CTC President
Wood Dale Group, Inc.

"This letter is a statement of appreciation for the recent consulting services provided for Jetset Tours (North America) Inc. by P. Jason King Associates Inc. I am pleased to advise that almost all of the recommendations resulting from your in-depth research, analysis and assessment of our current situation, together with general travel industry market research of similar corporations you've conducted, have been accepted and implemented by the company. Your personal attention to our requirements is most appreciated in today's environment of indifferent business relationships."

F. Barry Rush
President
JETSET TOURS (NORTH AMERICA) INC.

"I have used Yours In Travel as an employment agency in past years, and have been completely satisfied with the caliber of staff you have recruited for me. This more recent study, was most professionally completed by your company. I was highly impressed with the manner in which you carried out the on site analysis, and the suggestions you have made will improve our staff relations, increase productivity based upon your 'incentive' outlines, and bring our company more in line with similar size companies. Your detailed comments on staff security as relating to transportation problems for staff workers in the New York metropolitan area was particularly helpful. I have immediately implemented your plan which has been accepted enthusiastically by our staff."

Eric L. McFerran
President
BTH HOTELS

continued...



[Back](#)

"Indeed I relied heavily on Jason for significant reoccurring recruiting efforts while at Thomas Cook and at CWT. I would recommend his firm without qualification. What I appreciated most (i.e. how he differentiated from competitors) was his interest/aptitude for understanding fully the nature of the engagement and the caliber of candidate we were seeking. He pre-screened thoroughly and identified for us only those whom we would be interested in meeting. At the time there was a dearth of suitable talent; somehow Jason found perfect candidates and most unusual...candidates who had not listed themselves with myriad other recruiters. Among my best hires were those whom Jason provided. I dealt with Jason for my hiring needs at all levels of my management positions. He always demonstrated tenacity, initiative and requisite urgency."

Harriet Washburn
(Formerly Vice President/General Manager-Midwest Region)
CARLSON WAGONLIT TRAVEL

"Although we've only used your service to recruit our Vice President of Sales, I must compliment you on your dedication to service and professional way of doing business...Highly recommend your service to any travel company searching for the highest caliber of candidate."

Louis Van Leeuwen
President
TRAVELMATION CORPORATION, A division of The 3M Company

"On behalf of Nancy Morris and Cheryl Hudak, Co-Chairmen of the 1994 Eastern/Central Regional Conference, I would like to thank you for presenting "Help Wanted: No Experience Necessary" in New York. Judging by the number of evaluations marked excellent, I would say the Future Travel Professional Club members learned quite a bit of new information from you. They should be able to implement the new ideas quickly."

Verlette Mitchell
Educational Services
AMERICAN SOCIETY OF TRAVEL AGENTS

"On behalf of ASTA's Educational Department, I would like to thank you for being a speaker at the Hot Topics—Exceptional Personnel Management program in Boston. The program was a success, and judging from the evaluations, so was your presentation! Jason, thank you again for all your help in both programs."

Verlette Mitchell
Coordinator Educational Services
AMERICAN SOCIETY OF TRAVEL AGENTS

"I would like to compliment you on the professional and thorough job you have done in providing my company with well selected candidates for the job we requested." "It is a rare privilege to be able to write to a proprietor of a business during the early days of setting up and convey to him the heartfelt thanks for the extraordinary service and support. As you are aware we have had a very ambitious and aggressive business plan to commence our operations in the USA. These encompassed 7 locations each staffed completely. We were not only new to the cities but to the United States as well. It is crucial to us in the service industry to have the appropriate personnel particularly when they are engaged as managers. The speed of success of our operations was totally dependant upon obtaining and recruiting candidates with relevant background, experience and attitude. In this, your office has been invaluable and I am very impressed with the level of your expertise which stretches across the USA. Your service was totally personalized, very informative and crucial in our evaluations. My personal thanks once again for all your efforts."

Shahrookh R. Cambata
President
GREAVES TRAVEL INC.

continued...

"Thank you once again performing your magic and placing an outstanding Travel Manager. Not only is (she) extremely qualified and knowledgeable, but she's a perfect fit with our agency's culture. I know that you deal mainly with placements in the travel industry, but you certainly have an understanding of the needs of the advertising industry as well...Although our placements with Yours In Travel have been limited (two Travel Managers over the past few years) both placements were outstanding."

Jane T. Watson
Vice President, Associate Director Human Resources
AMMIRATI & PURIS/LINTAS

"I can't tell you how much I enjoyed your lecture on "Opportunities in the Travel Business." My travel class for adult education profited greatly from the helpful information you provided. It was truly a realistic approach to securing employment and I am sure they will take into consideration some of your many suggestions. Your wit and informal approach kept us all most interested. Unfortunately, I only wish we had more time."

Linda Riccardi
CTC Travel Lecture Coordinator
BRONX COMMUNITY COLLEGE

"On behalf of members of Boston Bons Vivants, I wish to thank you for taking time from your very busy schedule to come to Massachusetts and speak to us. I have received a number of calls and comments about how helpful and informative they found your talk. It is true you are the expert when it comes to The Employment Game. The only complaint we had was that we should have been closer to Boston, so more of our members could attend."

Thomas L. Keefe
President
BOSTON BONS VIVANTS

"Quite honestly, we have never seen such a positive response from our members after one of our presentations. When you finished and left the room, several members voiced their objection to the fact that we had not allowed you to finish, despite the fact that up to that point the presentation had lasted 2 hours 20 minutes. Everyone present had 'really gotten into' the subject matter you were discussing. We were surprised at our members' response because normally they get upset if a speaker continues for more than 15 minutes. For you to keep their interest for 2 hours 20 minutes and have them wanting more is no less than a miracle to us. Several members felt we should have cancelled our business meeting to allow you time to finish. Of course, this was an impossibility, since we did have several important topics to go over."

Elizabeth J. Harper
Executive Manager
ASSOCIATED TRAVEL ASSOCIATION

"I have known Jason and his company for over 10 years. As an industry consultant, I have not only used Jason's services but have also sent many clients his way. He is extremely bright and knows exactly what type of candidate to select. He does not waste time with unqualified candidates. I personally have done work for many larger travel companies in the U.S. and Jason seems to be the best in this category."

Jack Kaplan
President
Travel Industry Management

"We are well aware of your company and its excellent reputation. You have been a person who has supported the greater efforts of the travel and tourism industry, and your business has grown even faster than the overall industry itself."

Robert C. McClure
Vice President Membership and Development
TRAVEL INDUSTRY ASSOCIATION OF AMERICA

continued...

"I cannot thank you enough for being a panelist at our Annual Meeting. You were a great addition and the attendees really appreciated your forthrightness. You really should have been an entire meeting unto yourself!"

Page Kjellstrom
President
COPE COUNCIL OF PROTOCOL EXECUTIVES

"I commend you and offer high praise for the professional job you did in providing us with our General Manager/Controller. The job specs were difficult ones which involved both high accounting and financial skills and experience and a high competence in the management of a large and growing travel agency corporate division. You grasped our needs well and knew how to seek out the person who would suit our needs. I am sure we would never have found her without your efforts."

Richard M. Koerner
President
KOERNER LIBERMAN TRAVEL INC.

"...what I saw was great...you did an outstanding job...I was impressed with the visuals and handouts." (Travel Trade Conference)

John W. Dalton
President/Director of Training Travel Trade Conferences
BUSINESS CONCEPTS UNLIMITED

"Brokers are usually difficult people to work with, however you and your staff were most cordial and actually assisted me in making that "Right" decision...I wanted to personally thank you and your staff for finding me the suitable travel agency to purchase."

Donald P. Doria
President
TRAVEL MATCH INTERNATIONAL

"...thank you for the time and trouble you took to come down to Nashville for our trade show. From the comments we received by those attending the program, the jobs discussion was both exciting and disturbing, to show you how interested they were, this was the first seminar program I attended where the (people) had to told to move on to the next function. Thank you."

Ed Sullivan
Editor/Trade Show Coordinator
OFFICIAL AIRLINE GUIDES OAG Magazines

"Thanks so much for taking part in the TravelAge East/Southeast seminar....As we expected, your presentation proved to be crowd-pleasing, informative, and intriguing. Your presence there helped to make this TravelAge East's most successful show; more than 750 people heard you speak...it was a great boon to have you speak."

Robert Hughes
Managing Editor
TRAVELAGE EAST/SOUTHEAST

"It is appropriate for juniors and seniors in high school to begin doing some serious thinking about their future in the world of work. By offering your professional guidance, many students were apprised of the wide range of job and career opportunities that exist in the travel, tourism, hotel and food industries."

Bonita Gibson
Teacher/Coordinator The Executive High School Internships Program
BOARD OF EDUCATION—CITY OF NEW YORK

"This letter is to extend our appreciation for your enlightening presentation given to our Airline Reservations and Operations students last month."

Patricia Regan
Placement Director
ITT Education Services, Inc.

continued...

"As the 'leadoff hitter' on a Saturday morning in Las Vegas you had your work cut out for you. I'm pleased to say that your presentation conveyed value and benefit to virtually everyone of the 600 attendees present."

Al Minkoff
CTC Chairman and CEO
GEM National Association of Travel Agencies

"Thank you for participating as a Speaker in Ft. Lauderdale for TravelAge East Trade Show. It is great to be able to present an expert in the Travel Industry. Not only have you helped make our show a success, you have made a significant contribution to the industry."

Zari Stahl
Director of Trade Shows
TRAVELAGE TRADE SHOWS

"...thanks for conducting your seminars in NY and NJ, 'The Personnel Game.' We were most impressed, not only with the large number of travel agents you attracted, but also the caliber of the attendees. The agents comments were unanimous in their praise for the subject matter, and the manner in which it was presented...We are grateful for your time and efforts."

Marvin Berman
President
HENRY DAVIS TRADE SHOW

"Your company has provided invaluable service over the past years. We now have four key employees playing important roles in our success...whose employment resulted directly from your efforts. You seem to come up with the right person for the right job time and again, all done in a most professional manner...We think of you first when we have travel related jobs to fill."

Meyer Liberman
President
KLR INTERNATIONAL

"Thank you! For the willing participation and the marvelous job you performed during Travel Educators' Forum (in Chicago). Your contribution to the industry and to our success in providing education to educators is hereby gratefully acknowledged."

Ron Carr
Manager Educational Services
ASTA

"On behalf of Hickory Travel Systems, I wish to extend my sincere appreciation to you for your presentation on Recruitment & Training, at our meeting in Houston. Certainly, staff motivation is one of the key areas that needs to be refocused upon in order for an agency to be successful."

Michael S. Maino
President
HICKORY TRAVEL SYSTEMS

"Once again, thank you for your contribution towards the success of Amadeus' Summit XI in Miami. We know you will be interested in the survey results (of high praise) we have enclosed."

David W. Price
President
DAVID PRICE & ASSOCIATES, INC., (Coordinators of Amadeus Summit XI)

continued...

“Although you’ve been servicing our company for over 17 years through Yours In Travel Personnel, I was slightly skeptical when you and I started talking about your sister company handling our Marketing, Advertising and Promotion. I can honestly say that you and your staff jumped in with both feet and came up with a new and wonderfully innovative campaign all in less than three months.”
The first campaign was terrific, the second was even better. I was afraid you would run out of ideas—was I wrong! You seem to come up with one idea/concept after another. I’m looking forward to our 1991 season.”

Patricia Harper
President
HENRY DAVIS CORPORATION

“Your seminar, ‘How to Attract and retain Superior Agency Staff’ was definitely a conference highlight. In fact, Jason, you received evaluations from the GEM membership which indicated you were among their favorite speakers.”

Al Minkoff
CTC Chairman and CEO GEM
National Association of Travel Agencies

“Utell International has used your services for a number of years.(18+) You have fulfilled our personnel needs with candidates of high, professional, hardworking, trustworthy caliber. Our latest recruitment through your company has been our Accounts Manager for North and South America ...currently in London...(she) has been outstanding.”

Chris Riga
Vice President Worldwide Marketing & Sales
UTELL INTERNATIONAL

“Better than 80 percent of our staff has come from your (company). Certainly proves to us that your staff does its work screening the people you send...You must be doing more than something right.”

Sheldon Sackman
President
VINTAGE TRAVEL

“Thank you for helping us locate our current Retail Manager (in NY)...and our Operations Manager in Los Angeles. It is no major task for you to find great personnel in your home city—but to find the ideal candidate for our California office was a tremendous feat.”

John Deacon
President
TRAVAC TOURS & CHARTERS

“For the second time in my twenty-two years in the travel industry, Yours In Travel has helped me advance my career. The thought of moving back to the New York area from Florida presented many challenges. My biggest challenge was to find employment with a major company which offered me the financial and professional growth opportunities...I was amazed that within one week of our preliminary meeting, you were able to find the perfect position which matched my skills and requirements...I cannot thank you enough.”

Phil C. Customer
Service Manager
MIDCA TRAVEL INC. a Panasonic Company

“Thanks for all your help in our search for an Operations Manager in our Seattle Office. You have helped us often...your earlier placements have become key people here...one who started in operations is now our Manager Reservations Department, another who started in as an air agent is now Supervisor of Air Department. We are a fortunate company in that we seldom have employees leave us, but when I need someone for a special position, or someone with specific skills, I know I can get your very valuable assistance.”

Margaret Hart
Director of Operations
SPECIAL EXPEDITIONS

continued...



[Back](#)

"I would like to compliment you on the professional and thorough job you have done in providing my company with well selected candidates for the job we requested. Enclosed you will find an additional set of requirements for one more position. Thank you for your attention. I am looking forward in doing more business with you."

Amos Nachoum
President
LA MER DIVING SEAFARI, INC.

"Congratulations on your 15th Anniversary—15 years of providing only the best talents to the professional world. Isram has enjoyed working with you in the past and we look forward to more prosperous years ahead for both of us."

A. Ady Gelber
President
ISRAM TOURS

"The contributions you have made in attracting and placing high quality human resource talent in this organization have been invaluable. The manner in which you have conducted your business affairs with all levels of management in the Company demonstrates the highest level of professionalism and for this we are most grateful. We look forward to a continuing relationship despite the distance between Seattle and New York. On behalf of all of the Human Resource staff and the Company, we thank you for your dedication and commitment."

Angelo Peluso
Vice President Personnel
HOLLAND AMERICA CRUISES, INC.

"...How pleased I am with the personnel you have placed with USTOA. ...The most precious of all resources in the New York marketplace is time. Yours In Travel has consistently saved me this most elusive commodity by extremely high caliber placements that would never occur quickly through the traditional supply and demand adjustments. I am so pleased with my present Yours In Travel placements that I hope they will never leave; however, I know if need be, Jason King stands ready."

Robert E. Whitley
President
USTOA United States Tour Operators Association

"I have always been extremely satisfied with how quickly you have sourced qualified candidates. I feel fortunate to work with your company in that you are able to find quality people with travel background in an expeditious manner. You have never wasted my time with applicants that were not suitable for the given position. No other agency/search firm has been able to provide me with the caliber of service you do, which in turn makes my job a lot easier." (PS Thanks for placing our new VP Sales for NCL & Royal Viking Cruises)."

Harriet Schwartz
Manager Employment/Employee Relations
KLOSTER CRUISE LIMITED

"It is not often that any organization provides the level of service and expertise that you have for our company. Thank you for all the past work you have done for Players World Travel." (Placed their Senior VP Operations, VP Sales & Marketing, and Call Center Manager to name a few...)"

Stan Harfenist
President
PLAYERS INTERNATIONAL INC.

"We have four Yours In Travel placements celebrating their first and second year anniversaries! (Your Staff's) thoroughness in screening applicants was especially appreciated by me, as it enabled me to interview the best candidates—and most important, saved me valuable time." (Placed their Director of Sales, Controller, Operations Coordinator, Secretary)."

Jeannie Rodgers
Vice President
UTC (UNITED TOURING COMPANY)

continued...



[Back](#)

"Thank you for the many excellent candidates that you have referred to us. As you know KHA has embarked on a major expansion...we could not manage this growth without an expanded staff... We have turned to you on many occasions, and I can honestly say that you have never let us down... Without exception every candidate that you have sent us has been superbly well qualified."

Michael H. Wellner
President
KEMWELL HOLIDAY AUTOS, LLC

"Working with Yours In Travel has been very helpful to Lindblad Special Expeditions over the past ten years. You and your staff have given both the time and the interest to get to know our company well enough to be able to screen candidates very effectively, not only for skill and knowledge but also for personality fit into our company culture. There have been times when we gave you short time to come up with candidates, and we have always appreciated your total effort when we needed someone yesterday! You staff is professional and easy to work with."

Maggie Hart
Director of Operations
LINDBLAD SPECIAL EXPEDITIONS

"Domenico Tours has been dealing with Mr. Jason King and his staff for several years and have found them to be dynamic, progressive, and unquestionably upstanding. I have personally worked with Mr. King on several projects and have found his commitment and reputation a proven and effective means for Domenico Tours."

Thomas Di Domenico
Senior Executive Vice President
DOMENICO TOURS, INC.

"Yours In Travel, and its President, P. Jason King, are one of the most reputable and reliable personnel organizations that Allied Tours has ever dealt with. I have known and dealt with them over the course of many years and have found them to be very professional. They have a clear understanding of the Travel Industry and have been instrumental in raising the standards of excellence in our field."

Marilyn Reis
Vice President
ALLIED TOURS

"Over the course of many years within the Travel Industry, I find it difficult to recall someone as dedicated to their occupation as you and your staff. It is no mean trick to work closely with a client, who, like myself has so many details and pressures to deal with on a day-to-day basis. When I first found you through NBTA, and I decided to give you an opportunity to prove your wherewithal, I thought an agency in New York was surely not going to find a Meeting Planning (Manager) professional way up here in Branford. I was wrong. You quickly assessed my needs and provided me with many qualified candidates, from which I hired one. This person has worked out very well and has been with us for over 2 years now. Since then you have assisted me in other searches with which I am most pleased. In these ever most changing times, you are truly a valuable asset for any Corporate Travel Manager to have."

Robert J. Zartarian
Director, Corporate Travel Services
ECHLIN INC.

"Mr. King has always acted in a most professional manner and is extremely knowledgeable in all areas of the Incentive Industry...with respect to his field of executive search and consulting, he is held with highest regard."

Joel Grossman
Executive Vice President
COUNTRY TOURS USA

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“We have been doing business with your organization for a number of years now, and I would like to take this opportunity to thank you for your dedication. Through your invaluable assistance, we have been able to place several effective sales managers, who in their professional selling methods, have certainly assisted us in reaching our corporate sales objectives. I personally highly recommend your organization to any travel industry related company who desires the very best possible in their search for effective employees.”

Russ Varvel
Senior Vice President Sales and Marketing
THE DELTA QUEEN STEAMBOAT CO.

“I would like to thank you and your staff for the wonderful assistance you have always given us. As you know, our entire staff has been hired through Yours In Travel, and I must commend you for your astute ability in screening applicants and providing the most professional persons for our needs.”

Marc Kabat
President
ALL NATIONS TOURS, INC.