

INCENTIVE TRAVEL CREATES UNPARALLELED HIGH- PERFORMING NETWORKS



“Incentive travel creates networks inside of our company that are broader than the specific marketplace [an employee] happens to work in: and there’s value in that. Not only is there value in retention, but there’s value in sharing best practices.

In food service in [the US], trends start on the Coasts and work their way to the Midwest — so the fact that Midwesterners can start to get insights as to what’s happening on the Coasts quicker from their counterparts, that’s cool and allows them to start talking before things actually happen.”

Jay Kvasnicka, Executive Vice President of Field Operations, US Foods

NOW.
**INCENTIVE TRAVEL
CREATES DISTINCT
NETWORKS OF HIGH-
PERFORMING COLLEAGUES
THAT MIGHT NOT INTERACT
OTHERWISE, AND
ENHANCES CONNECTIONS
BETWEEN HIGH
PERFORMERS AND SENIOR
LEADERS.**

These connections provide strategic benefits, including:

- Early insights into new trends
- Organic spread of strategies and best practices
- The sharing of quality feedback with executive leaders

NEXT >>>
**INCENTIVE TRAVEL USERS
WILL HARNESS THE
NETWORKS, PATHWAYS,
AND RELATIONSHIPS
FORGED BY PROGRAMS
TO NOT JUST IMPROVE
PERFORMANCE, BUT TO
ALSO INCREASE AND
ENHANCE EMPLOYEE
TRUST — ESPECIALLY
AS HYBRID AND REMOTE
WORKING CONTINUES.**

Incentive travel can play an increasingly important role in bringing high performers together to explore new ways of working that deepen confidence and engagement in competitive talent markets.

ACT

Examine how connected C-suite leadership truly is to what's happening with field teams and with clients or customers.

Look for places to gather more, or enhanced, feedback to strengthen your competitive edge — and consider the best settings to cultivate these discussions.

