

6

CURATING LOCAL
INTELLECTUAL CAPITAL and CONNECTIONS

example

LIGHT CITY - BALTIMORE

1.5 MILES of LIGHT INSTALLATIONS

CREATE a FESTIVAL UNIQUE like SXSW.

SALT LAKE **IMPACT HUB** LAKE

entrepreneurship · innovation

LOCAL TALENT

OUR MINDS and talents

SECRET SAUCE

"WE FOUND all our SPEAKERS in SALT LAKE. - SAVED HUNDREDS of THOUSANDS of DOLLARS LOCAL ARTISTS and CRAFTS

OPEN DOORS

to RESOURCES WE DON'T HAVE ACCESS TO

ie: LDS and GENEALOGY

SERVICE

PARTNERSHIPS in the COMMUNITY that CAN USE OUR SERVICES

CONTINUE the SERVICE PROJECT AFTER WE LEAVE the CITY

"BEYOND FINANCIAL IMPACT"

LOCAL SUPPORT

IDENTIFY and CONNECT to RESOURCES.

SHARE

PERSONAL DISCOVERIES ON SOCIAL MEDIA.

CONNECTOR

GERRI KINGSTON

DELTA



FOCUS on CUSTOMER SERVICE
and **OPERATIONAL EXCELLENCE**

SAFE and RELIABLE

PASSIONATE ABOUT OUR BRAND

INVEST LONG-TERM
EMPLOYEE'S CUSTOMER'S INVESTORS' COMMUNITIES



WI-FI AVAILABLE

- DOMESTIC and TRANS-ATLANTIC
- TRANS-PACIFIC by END of 2016



MORE COMFORTABLE, LARGER PLANES.

- Reduced regional jets



INVEST in our STATE of the ART FACILITIES WORLDWIDE



STRATEGIC PARTNERS

- MORE REACH in FLIGHTS



NEW FLIGHT (Year-round) SALT LAKE to LONDON

DELTA MEETING NETWORK

- EASY
- VALUE-ADD.
- FREE

FLIGHT CODE

CALL WEB TRAVEL AGENT

ORG. GETS CREDIT!

SOFT AGREEMENT!

BEST PRICE GUARANTEE ON DIRECT BOOKINGS

OPTIONS

- BLOCK MULTI-MTGS
- CODE CODE
- 1 MTG LODG
- NON-EXCLUSIVE

DISCOUNTS

25% on AGIA FLIGHTS RIGHT NOW

1 DISCOUNT % OFF PROG.

2 ZONE FARE

3 BLOCK SPACE PROGRAM

- EASY
 - SIMPLIFIED
 - NO DIRECT
 - POS DISCOUNT PRICING ON PARTNERS
- ONLINE REQUEST AGREEMENTS** DOMESTIC or INT'L TICKETING

DELTA EDGE MEETINGS (CORPORATE PROGRAM)



always GETS the BEST PRICE