

## uAdventure, LLC

### Prospecting for Study Abroad and other Large Group Travel

1. Be Knowledgeable of the Study Abroad Custom Programs Product.
2. Develop Lists of Schools in your states. Divide this between, Large colleges, small colleges, and community colleges. Each will have a different selling approach.
3. Develop email, phone and address lists for Study Abroad offices.
4. Develop email, phone and address lists of Professors currently leading study abroad programs, where they are going and program info from Terradotta listings and school websites..
5. Develop lists of professors in departments of Professors doing study abroad.
6. Develop lists of professors/Instructors in Departments likely to do study Abroad.
  - a. Language programs, especially Spanish, French, German, Russian and Chinese. You can develop very specific emails and pitches for programs in specific countries.
  - b. History programs, especially ancient history, European history and other culture specific history programs.
  - c. Anthropology, geography, biology, and business.
7. Develop lists of home school associations and parents who might want to lead a study program.
8. Develop lists of Highschools and reach out to teachers likely to want to engage in study abroad programs. Spanish, German, History, Social Studies, Band, Choir, Sports Programs & Clubs.
9. Develop lists of Alumni Associations who promote trips to their graduates.
10. Develop lists of Banks who offer group and senior travel programs.
11. Develop lists of churches and youth groups who want to travel on mission trips.
12. Learn about Group Travel and Destination Weddings so we can send you leads from the uAdventure Website.