



CORPORATE INCENTIVE TRAVEL CASE STUDY

THE CHALLENGE: Every year, a prominent New England auto chain rewards its top-performing sales executives within the region with a group incentive trip. The company looks to hold this event in inspiring, unique and often off-the-beaten-path locations worldwide with the goal of a reward that encourages its employees to work at the top of their game.

However, these remote locations are typically hard to reach commercially and even more difficult when arranging travel for 40+ people.

The company had also researched private charters and found that few aviation companies support this size of a group without limiting where it could travel.

Providers tend to shy away from larger groups because managing full-time operations and concierge staff, people on the ground and contact with airliners, all while maintaining a high level of customer service is a hefty lift.

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THE SOLUTION:

PJS matched the New England automotive company with a VIP airliner that supported its large group headcount and provided full-service operational facilities from the trip's start to finish.

The VIP airliner contained 68 first-class seats, a full bar, entertainment and wi-fi capabilities to keep employees comfortable on board. PJS also coordinated regional-specific catering at prominent locations along the way to the final destination whenever the aircraft needed to stop for fuel.



THE RESULT:

Working with PJS allowed the automotive group to maintain its unique incentive experience by making travel a part of the vacation. All employees were able to fly together as a group, facilitating ease in logistics, coordinated arrival and departure times and team bonding — all before even arriving at its destination.

The organization now annually flies its top sellers with PJS and has relied on PJS for over 15 years. The company is no longer limited to specific locations and changes its event destination annually to fly to exotic places such as the Maldives, Vietnam, Cabo and Seychelles.

Private Jet Services Group (PJS) is a corporate aviation consultancy providing mission-critical flight services to a global clientele of corporations, professional and collegiate athletic teams, live entertainment tours, governments, and others who recognize the cost of their transportation is far exceeded by the cost of failure. PJS procures on behalf of those clients both VIP and standard configured airliners, regional aircraft, as well as light, midsize, and large cabin executive jets. PJS acts as agents for its clients in negotiating and facilitating transportation with licensed air carriers. PJS does not own or operate aircraft.

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The PJS team is available to meet
your needs 24 hours a day.

Call or email us any time if you would
like to learn more.



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