

# Maritz Global Events “Lifts” Party On Time, On Budget, Together.

## The Situation

One of the nation’s top property/casualty insurance groups planned an event in St. Kitts, transporting over 700 attendees and guests via commercial flights. However, when commercial flights to St. Kitts were announced 11 months before the event, there were only enough flights to get 100 people to the island each day. The group needed to have all attendees arrive on the island together the same day, so they turned to Maritz Global Events for a creative solution that would solve their transportation problem — without going over budget.

## The Solution

Maritz Global Events staff began working to find charter flight solutions for the client seven months prior to the event. Charter flights were secured on Delta Airlines. A total of six charter flights — five 767s and one 757 — transported a total of 726 people to St. Kitts from several different U.S. cities. There was one difference however. Each flight now included full-service amenities, a stocked bar and catered meals — services not available on commercial flights.

## The Results

Maritz Global Events account managers were able to solve the client’s transportation problem with both timely and affordable flights, and was able to provide attendees and their families with an enhanced transportation experience to include food and beverage services, activities and prizes at no extra cost to the firm or disruption to the program.