



Profile/Interview Travel Questions

(The key is getting to know your prospect and building a relationship and questions can be asked over a period of time ~ add your own questions to this list and keep them handy)

1. All contact information (booking question)
2. Preferred method of contact - phone/email/text, etc.
3. Family and/or other traveler's names (booking question)
4. How do they prefer to pay for travel (a great question to ask up front!)
5. Have they shopped this trip already (important insight)
6. How many vacations do they take per year
7. Length of trips taken, short trips, weekenders or longer
8. Have they cruised before and when
9. If yes, what ship, where did they sail and what type of stateroom
10. Favorite type of vacations and why
11. Least favorite type of vacation and why
12. What is their "dream" trip or list of places they want to see
13. Things they enjoy doing while traveling
14. Things others traveling in the party enjoy doing while on vacation
15. Do they have set vacation times (work, school schedule, etc.)
16. Favorite pass time (movies, culinary, sports, wine/beer, etc.)
17. Do they have a pet (lifestyle questions help you understand the client)
18. Do they like to travel with others/groups with same interest
19. Do they use Facebook or any other social media ("Friend" them)
20. Type of hotel they usually book - view, rooms, amenities preferred
(example free wireless, restaurant, etc)
21. Type of rental car preferred, what do they drive now (lifestyle question)
22. Profession of each person traveling (lifestyle insight)
23. Any birthdays, anniversaries, special occasions while traveling
24. Member of frequent flyer programs and which ones (for air/hotel/cruise)
25. Any special needs while traveling or requests