



TravelAgent

TRAVEL AGENT MAGAZINE
RECOGNIZES 25 LEADING
TRAVEL ADVISORS OF 2015

JEAN PAUGH

All About You Travel
Rockledge, FL



As the U.S. economy spiraled downward in 2005, Jean Paugh optimistically opened All About You Travel Unlimited, an independent affiliate of Uniglobe Travel Center (UTC) and a Vacation.com agency. In 2014, Paugh, both a Certified Travel Counselor and Elite Cruise Counselor, racked up \$1.3 million in revenue from cruise, escorted tour and FIT sales. She was honored as UTC's "Agent of the Year." But 2015 began with complications. Paugh was coming off knee surgery and mourning her mother's death. Totally absorbed in work, she

applied for New Zealand's specialist program as escapism. Paugh quips that the people of New Zealand turned her around: "I came back with a new outlook and a fierce fire burning within me to take my agency to a new level." Result? She's having her best year ever for sales. Certified by such brands as Avalon Waterways, Jamaica, Celebrity Cruises, Hawaii and Globus and Monograms, among others, Paugh believes in listening intently to clients, striving to make every vacation a once-in-a-lifetime trip, and asking "why" clients chose a destination as there's always a story to help her make the trip more special. One masterpiece trip Paugh created was a multi-week, multigenerational family vacation to Italy for clients ages five to 60; it included such special inclusions as kids' events and fine wines and private chefs for the grandparents. In another case, clients returning from a summer Europe trip told her they'd forgotten to tell her they'd like to celebrate their 35th anniversary in Bora Bora in just a few months. Paugh made it happen, also starting them off pre-trip at the Beverly Wilshire and adding a Disneyland birthday opportunity on the return. Betsy Geiser, vice president of UTC, says Paugh is a multi-year "Million-Dollar-Producer," a mentor to fellow agents and serves on UTC's advisory board. Paugh also is active in chamber of commerce activities and church mission trips.