



Strategic Partner: ACCESS Destination Services

ACCESS

Destination Services

Strategic Partners

DOUBLE DIAMOND



DIAMOND



EMERALD



FICP recently spoke with Phil Lehman, Partner, ACCESS Destination Services - Florida, to find out more about the merge between ACCESS Destination Services and Experience Florida and how the brand continues to support FICP through a strategic partnership.

How long have you been involved with FICP?

I first became associated with FICP in 2002, at the same time that I launched Experience Florida. Our company has benefited from the strategic partnership over the past nine years, and we look forward to continuing that partnership under the **ACCESS** Destination Services brand. We feel that in aligning our organization with **ACCESS**, we provide a national scope, creating even more value for our FICP clients.

What does it mean to be a Strategic Partner of FICP?

As a Strategic Partner, we have the ability to fully integrate into FICP standards and practices, giving our clients the added assurance that they will receive the highest level of service. Additionally, our partnership has afforded us many opportunities based on exposure and value, resulting in great partnerships over the years.

Our recent expansion as **ACCESS** Destination Services - Florida will increase our access to new clients, as well as to increase our destination opportunities with existing ones. As **ACCESS** Destination Services - Florida, our clients will enjoy the same local expertise, consistent standards and uncompromised customer service they have come to expect.

What is the best piece of professional advice you have received?

Showing your value is a daily necessity even with the longest of partnerships. Sincerity and caring are the cornerstones of all true relationships.

Can you relate one short story of how your connection within FICP has helped you or your business to succeed?

I have always been impressed that, while many FICP clients are indeed competitors, they set competition aside for the advancement of the industry. This has encouraged strong recommendations within FICP, as member reputation is essential to the success of the whole.

Since 1970, ACCESS Destination Services has provided the highest caliber of full-service, professional destination management and event production services in North America, including Chicago, Las Vegas, Los Angeles, Naples, Orlando, Palm Springs, San Diego, San Francisco and South Florida