



Strategic Partner: ACCESS Destination Services

Strategic Partners

DOUBLE DIAMOND



DIAMOND



EMERALD



ACCESS

Destination Services

FICP recently spoke with Chris Lee, CEO, ACCESS Destination Services, to find out why ACCESS Destination Services supports FICP through a strategic partnership.

How long have you been involved with FICP?

I first became involved with FICP in 1989. At that time, our company was known as California Leisure Consultants. When we rebranded under the ACCESS Destination Services name, we became a Strategic Partner and have continued to be actively involved in FICP. Our attendance at FICP events allows us the opportunity to spend time with our clients and learn about their needs, wants and expectations on a national basis. It also helps to keep our Sales Managers current in the financial and insurance industries.

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

It means subscribing to and supporting the shared goals of FICP, such as promoting a high standard of ethical and professional conduct. FICP also promotes the exchange of information and best practices. ACCESS Destination Services shares the values of FICP and our fellow members, and we benefit from the many partnerships we've formed with and through FICP. ACCESS has been in business since 1970 and has built a strong business foundation based on creative programming and a commitment to customer service and client relationships. Our partnership with FICP has played a valuable role in maintaining these relationships, as well as in forming new ones in the financial and insurance industries. Our recent national expansion will allow us to serve clients in even more destinations, while maintaining the consistent standards, local expertise and uncompromised customer service which they have come to expect.

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

"People don't care how much you know until they know how much you care." This holds true in virtually every relationship, from clients and vendors to friends, family and peers!

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

FICP members share a strong bond. I can recall countless instances where FICP client members have referred new clients to us or acted as a reference. We have developed strong relationships and friendships with FICP members through the years and look forward to many more years!

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