

# HOSTED BUYER TRAVEL MADE EASY

*AE Ventures finds that their 120 hosted buyers love using AmTrav Gather to book travel.*

How do homebuilders find the latest technology to include in their new homes? Guessing, chasing trends or betting on slick tradeshow demos of the latest appliances and systems is an expensive way to learn what homebuyers *actually value*.

That's where [AE Ventures](#) comes in. AE Ventures brings homebuilders from around the country to [TecHome Builder](#) and [Housing Transformation Summits](#), events carefully planned to connect homebuilders with both technology manufacturers and peer homebuilders. Instead of brief, superficial tradeshow interactions, the homebuilders can have in-depth conversations with manufacturers *and* hear expert perspectives from their peers, face-to-face.

Since 2018 AE Ventures has worked with AmTrav Travel Advisors to book hundreds of homebuilder travelers to their Summits. Then for their 120 TecHome Builder guests traveling to Phoenix in October 2022, Customer Success Manager Leigh tried AmTrav Gather.

"I am set in my ways," says Leigh, who managed travel for TecHome Builder, "so I was a little nervous to change to Gather from our Advisor-assisted process that had been working well before – but I was very pleasantly surprised."

Critically for AE Ventures, travelers found Gather easy and fast: "Travelers appreciate the autonomy, being able to choose their own flights and book all at once when they register instead of waiting for an Advisor to reach out," said Leigh. And there were fewer questions and issues with Gather: "I don't think I ever got a single question," said Leigh, "nobody was confused about how to use the platform because it was very, very user friendly."

AmTrav was ready to help Leigh throughout the meeting, from setting up the Gather meeting to helping with travelers' special requests. "I was apprehensive about whether AmTrav would be available to help with random little issues," remembers Leigh, "but Deb and the team always responded quickly to help with things like flight upgrade requests – I passed those to you and didn't have to think about them again, which was really helpful."

And the itinerary data Leigh needed was available in AmTrav's one connected platform: "the Arrival Manifests showed exactly when everyone was arriving, I cross-checked those with our hotel dates to make sure everyone was booked correctly."

"Overall it was a great first experience, super user friendly for me and our travelers." So much so that Leigh and the AE Ventures team are already busy with their second Gather meeting, planning travel to Seattle for their Housing Transformation Summit attendees.



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Leigh Sullivan, Customer Success Manager at AE Ventures

How can Gather make your travel planning easy? [Find out today!](#)