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***MEMBER PROFILE - JANUARY/FEBRUARY 2005***

## **Wendy Epstein**

As president of All Ways Travel, Wendy Epstein spends many hours every day helping her clients plan exciting trips to far-away places. Because Wendy loves to travel, she often has suggestions that come from her own experiences traveling to places such as Australia, Costa Rica, Norway and Italy, most recently. While All Ways Travel has been in existence over 25 years, Wendy has owned it for more than 14 years.

A native Washingtonian who has been in the travel business over 25 years, Wendy holds the professional designation CTC (Certified Travel Counselor), the equivalent of a Master's degree in travel, and is also an Aussie (Australia) specialist. Wendy has worked in corporate, government and vacation travel. She likes her work because of its constant challenges but notes that the "tough and competitive" travel business has changed in many ways over the years. Wendy's business specializes in vacation and leisure travel, and saves you time and money by recommending the best vacation for your needs.

Many of Wendy's clients travel to Europe, Cancun and the Caribbean. Others prefer cruises, particularly the "upscale" cruises and smaller, more "destination oriented" cruise ships. Her agents specialize in different parts of the world, so when you call to plan a trip to a specific area, you will be helped by an agent who knows that particular part of the world. Wendy, who feels strongly about professionalism in her industry, cautions travelers about being careful when they read about "deals" in the paper or mailings. "You get what you pay for," says Wendy. "When you see a deal that's too good to be true, it probably is. Know the person or the agency with whom you are dealing," she says.

Wendy, who has been a member of WBO for over 10 years, credits our organization with giving her "more confidence in her abilities" and particularly enjoys participating in the MasterMind group.