

BEST FOR SPA & WELLBEING

■ **WE SUGGEST:** Parrot Cay by COMO, Turks & Caicos

■ **WHY:** This resort is set on a private island accessed via a 30-minute boat ride from the larger island of Providenciales, offering unparalleled privacy and intimacy. To truly unwind, pay a visit to the COMO Shambhala Retreat. The spa offers a range treatments, including ayurveda, aromatherapy, Pilates and other holistic avenues to mental stillness, physical wellbeing and spiritual balance. Facilities include nine treatment rooms, double massage rooms, a yoga studio enhanced by natural breezes, an outdoor whirlpool bath garden, a Pilates studio and Japanese baths — all in low-lying pavilions

overlooking the North Caicos Channel and surrounding wetlands. When treatments are finished, guests can enjoy the incredible infinity-edge pool, waterfront Balinese-style villas, exceptional service, and more than three miles of pristine beaches.

■ **PRICE:** Rates for an all-inclusive stay start at \$664 per night, per person, plus tax and service charge. comohotels.com

■ **WHERE ELSE:** Secrets Playa Mujeres Golf & Resort Spa. This adults-only resort is primed for spa enthusiasts, who can enjoy endless pampering here with the 'Spoil Yourself and Repeat' package, allowing spa treatments two to four times a day. secretsresorts.com/playa-mujeres ■



SELLING TIPS

From Tom Carr, president, CEO of All Inclusive Outlet.

■ **SPECIALIZE:** Focus on a select number of resorts to begin with and become a complete expert in those properties so you know everything inside out. The better you know them, the better you can sell them.

■ **PAY A VISIT:** Personally stay at each hotel and

get to know the staff and management working there. Having these relationships will prove useful in the long run and give you a competitive edge.

■ **MAKE A DECISION:** Choose your 'go-to' room categories. An entry-level room to start, then a mid-range room, and then a 'recommended' suite category for higher end and upselling.

■ **GET THE INSIDE TRACK:** Offer insider tips on how to make a stay even more memorable.

■ **DO YOUR OWN PROMO:** Develop your own content for the select resorts with image galleries and videos put together from personal visits to the properties, and collect as much content and feedback as possible from past customers.