Welcome and Thank you!

2009 Orvis Endorsed Guide Rendezvous Bozeman, Montana





Orvis Introductions

David Perkins Executive Vice Chairman, The Orvis Company

Jim Lepage Vice President of Orvis Rod and Tackle Brian Long Senior Manager of Sporting Tradition

Jody Frederick Administrator of Outdoor Services & Sporting Traditions

Tom Evenson Western ELOG Director Scott McEnaney Eastern ELOG Director

Truel Myers Head Orvis Casting Instructor

Tom Rosenbauer Orvis Rod and Tackle Marketing Director

Jim Logan Vice President Manufacturing

Steve Hemkens Orvis Rod & Tackle Senior Product Development

Shawn Brillon

Orvis Rod & Tackle Product Development

Orvis Rod & Tackle Product Development

Orvis Rod & Tackle Product Development

Orvis Rod & Tackle Director of Wholesale

Mike Clough Senior Regional Business Manager

Doug BestRegional Business ManagerHutch HutchinsonRegional Business ManagerRob TibbettOutdoor Manager – Orvis Retail

Robyn Gianni Orvis Retail – Outdoor Merchandising Planner

Kerry Caraghar Orvis Retail Fishing Manager – Cherry Creek, CO

Tucker Bamford Orvis Retail Store Manager – Englewood, CO Adam Cook Orvis Retail Fishing Manager – Buffalo, NY



Agenda Highlights

Wednesday, April 29th

- 9:00 New Product Presentation, Feedback and Fair
- 12:00 Lunch there are a number of options in the area but please try and be back before the afternoon session begins.
- 12:00 1:30 Pro-shop will be open. Order forms are in folder for items not available. Helios and Pro-Guide wading Jacket needs to be ordered from the form and return to Tom, Scott or Jody prior to the end of tomorrow.
- 1:30 Presentations begin at 1:30
- 5:00 Shuttle Bus will be available for transportation to Museum. Leave promptly at 5:15 and will return to Hotel at 7:15.
- 5:30-7:00 Orvis hosted Cocktail Party and Co-sponsor Big Sky Brewing Co. and Stonefly Vineyards Museum of the Rockies

Thursday, April 30th

- 7:00 Guide Rendezvous Pro-Shop Opens
- 9:00 Presentations begin.
- 12:00 Lunch there are a number of options in the area but please try and be back before the afternoon session begins.
- 1:00 Presentations begin.
- 3:00 Some overlap between Web management presentation and Helios Olympics
- 5:30 Orvis hosted Cocktail Party Best Western
- 6:30 Orvis hosted Banquet Dinner and Awards Ceremony Best Western

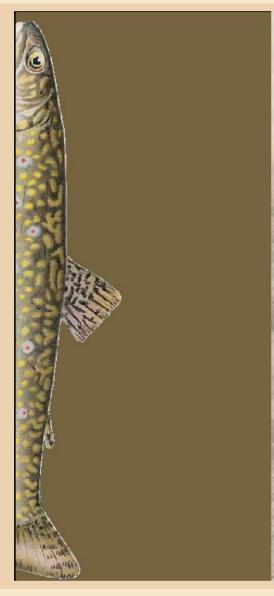


Overview of what Orvis is doing to promote your business.

Brian Long



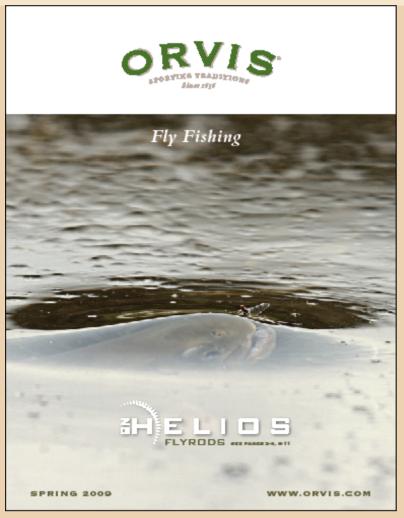
Orvis Endorsement Programs



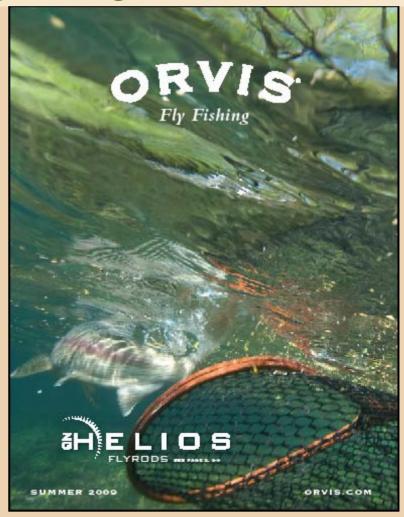
- Program was started 23 years ago
- Guides in the program account for roughly 30,000 trips per year
- Our adventure travel program services our best customers
- Main motivator for Orvis is that the program helps us in selling product
- Our guides do a great job, as evidenced by the Sporting Classics award we won for 2008. That award is as much yours as it is ours.



2009 Fishing Catalogs



- Spring Drop
- Listing on pages 108-123 of SF09
- Approximate circ. 880,000



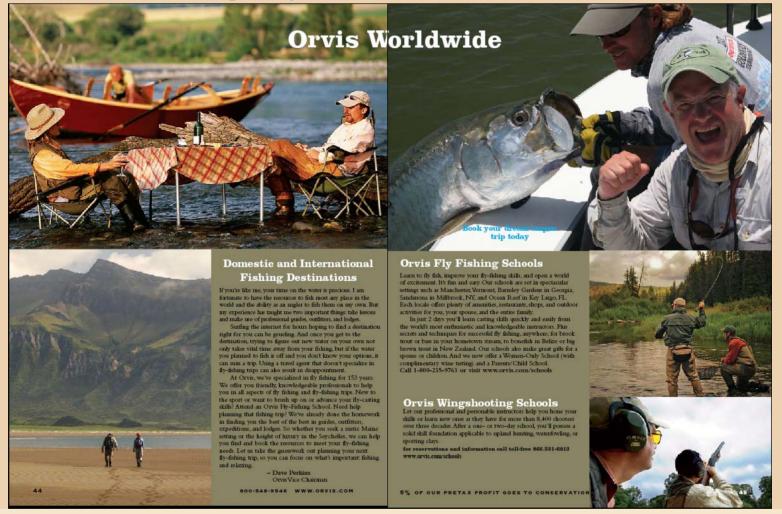
- Summer Drop
- Listing on pages 108-123 of SF09
- Approximate circ. 550,000



Summer Fish 2009

Approximate circulation 585,000 over 5 drops

Sporting Traditions Advertisement





ORVIS News

- Complete Listing in two of the 5 issues
- Circ approximately 180,000 per issue

DACE OF Orvis Endorsed, Guest Approved The Best Fishing Experiences in North America Begin Here. standards of excellence are continually Alabama GI CAPT, DAN KOLENICH Full tope, AL 36532 251-422-34761 http://goodtaabologich.home.att.act Alaska L ALASKA'S VALHALLA LODGE Hawes - Katmai National Park 907-243-6096 | Park 907-243-6095 L ALASKA'S BOARDWALK LODGE Prince of Wales Idead, AK 800-756-3918 or 997-828-3918 L | CRYSTAL CREEK LODGE L | TIKCHIK NAR ROWG LODGE Wood-Tikohit State Park, Alasia 399-379-2842 | www.siachitdotgs.com ELITOWER BOOK LODGE E | ALASKA TROPHY SAFARIS Chegisk, AK Phoesifer: 907-096-2484 www.aluskasalmoefishingsafasis.com Contact Dennis Harms. aluskatophy-Byulton.com. E | ALASKA ADVENTURES Katmai National Park 877-801-2289 or 253-923-9939 www.alaska-advocases.net E | OUZEL EXPEDITIONS, INC. Giotwood, AK 907-783-2216 or 800-825-8196 www.cutal.com | part@cutal.com E | REEL WILDERNESS ADVENTURES Wood-Tikelik State Park, AK 900-726-8323 | www.nedwildersus.com

G | DAVE FOSTER Lass Ferry AZ 500-533-7339 or 928-645-9235 www.lassferry85 fishing.com

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ing operations in the most exceptional to expert. fishing areas of North America. The result was the Orvis-Endorsed Lodge, Outlitter, place to start is www.orvis.com/endorsed Expedition, Quide Service, and Quide. There, you'll find complete details on Program. Each endorsed operation has its and links to the 200+ operations Orvis own character, but all shere the same high endorses, organized by country and state, standards great service, great fishing, and Or call 800-875-5097. We'll be happy to an experienced, professional staff. These help you with your choice

Last year marked one 21st applyments - projected by the Orgin stoff and applysted of endorsing the finest world-class fishing by visiting guests in post-visit critiques sent experiences. It was more than two decades - directly to Orvis, Orvis, Endorsed operasan that we first cought out the best fish. I tions rater to every ability from beginner Wherever you're looking to an the

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Georgia

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G | TODD ROGERS Newton, GA 39870 229-896-0470 | riverlogar@belli

Idaho E | FLYING B RANCH Kamirk, ID 83536-2553 800-472-1945 | www.flyingbranch.com

L THE LODGE AT PALISADES CREEK Irwin, ID 53428 339-453-3232 | www.fape.com

L THREE RIVERS PANCH Ware River ID \$5400 206-652-3750 | www.threnivenmesh.com

E I WARTTI NEADOW BANCH Cassade McCall, ID 203-633-3217 | www.wapitimeads O THREE RIVERS RANCH FLY-FISHING OUTFITTERS Last Chance, ID 83429 209-559-7501 | www.oriesselfters.co

Call 1-800-548-9548 or visit www.orvis.com to place an order

Who does the Orvis News Reach?

- A passionate, dedicated fly fisherman and/or wingshooter
- \$150,000 annual income, above avg. disposable income
- 57% vacation at least 3 weeks a year
- 41% vacation 4+ weeks a year
- 65% take at least one fly-fishing vacation a vear
- 48% take at least one hunting trip a year
- 33% call an ELOG after reading the Orvis News
- 50% of fishing news readers wing shoot



In 2008 we optimized the search for ELOG on www.orvis.com





- •Orvis.com has over 15,000 pages attracting 6.8 million customers and generates 550,000 orders per year.
- •An average of 30% of customers go straight to the search box
- •Search field optimization on www.orvis.com
- •All ELOG operations are now searchable from any page on the site.
- •Content on these pages are also now optimized



www.orvis.com/endorsed



Orvis Endorsed Fly-Fishing Lodge of the Year

- Page Title and Subhead have been optimized for SEO purposes
- Complete re-design of page with a freshened map, SEO text below the map and searchable geographical regions
- Average traffic now includes 10 12,000sessions (people who spend a quantifiable amount of time on the page) per month. This number has increased by 10% in each of the last 2 years. We expect that number to be even larger with the addition of SEO to all ELOG pages (including yours).
- Listen to Jeremy. Install GOOGLE Analytics on your computer and review where your clicks are coming from. I can say with all confidence that Orvis will be in your top 3 refer sites. The rest is up to you.



Cagle Nest Lodge



Orvis Gift Cards



Orvis Schools



- Started in 1966 in Manchester, Vermont.
- 33,500 students and still counting!
- 1,700 students last year alone.
- You are the next step in the experience
- ELOG is mentioned and brochures are handed to all attendees.



Sporting Traditions E-News



- Sporting Traditions E-News Sent to entire customer list
- 800,000 subscribers
- Another send scheduled for May of 2009



2009 Orvis ELOG Brochure

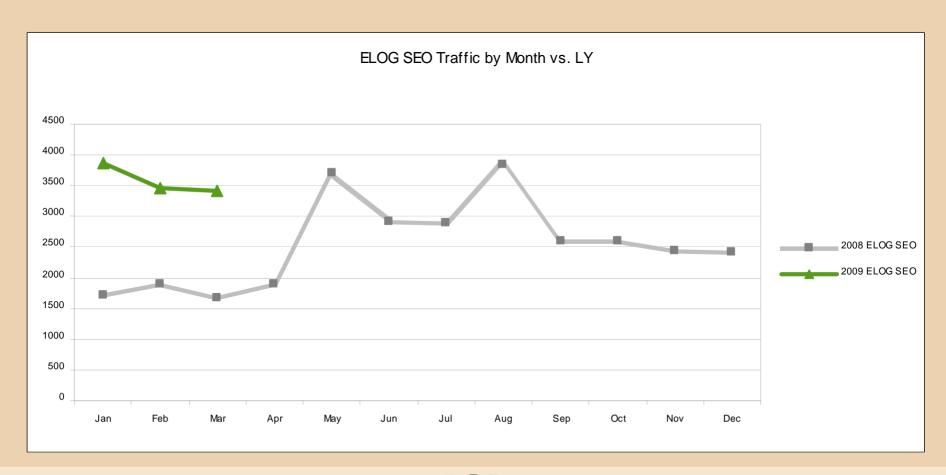


- Distributed in 42 Corporate Retail Stores
- Distributed by Michelle Carter in Roanoke to inquiries
- 2,750 Sent to *The Angling Report* for insertion into their January Send
- 250 Sent to each of our stores in the United Kingdom



Search Engine Optimization

- All of our targeted key terms for Endorsed Lodges, Outfitters and Guides rank better on Google in 2009 than they did in 2008. This has lead to a 180% growth in natural search traffic to our endorsement pages. This process was started in May of 2008, and the growth has continued.
- Growth for January March 2009 is 104% over LY for the same time period





2009 New Product Presentation

Jim Lepage

Jim Logan

Steve Hemkens

Shawn Brillion

Tim Daughton



Tips on Photography

Tom Rosenbauer



Anatomy of a Stream – Foundation elements you should know as a professional guide

Clint Packo

and

Luke Kelley



Casting Workshop – How to Teach casting on the water.

Truel Myers

and

Hutch Hutchinson



Welcome Day 2

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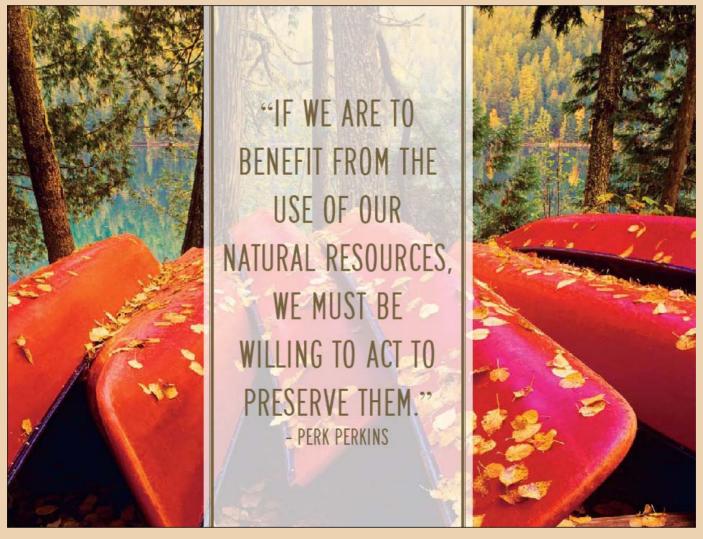


Know Your Insects – What you should know as a professional fly fishing guide.

Robert Younghanz, Entomologist and ELOG guide, Anglers Covey



Orvis Conservation



Dave Perkins



Conservation Panel Discussion – You can make a difference.

Laura Zeimer - Director of TU's Montana Water Project

Joel Webster - Theodore Roosevelt Conservation Partnership, Western Campaigns

Director

Kendall Van Dyk - TU's Western Energy Coordinator, Montana House of

Representatives

Bob Wiltshire - Executive Director of the Center for Aquatic Nuisance Species

Tim Linehan – Owner/operator Linehan Outfitting



Best Practices Panel Discussion

Pat Dorsey - Head Guide from the Blue Quill Angler - Evergreen, CO

Brandon Boedecker- Owner/operator PRO Outfitters and the North Fork

Crossing Lodge - Helena/Ovando, MT

John Herzer- Owner/operator Blackfoot River Outfitters -

Missoula, MT

Chris Taylor - Owner/operator Fisheads of the San Juan River - San

Juan River, NM

Tom Evenson - Western ELOG Director, The Orvis Company



Best Practices Panel Discussion

- * Orvis Endorsed Guide Manual
- * Managing Customer Expectations
- * Managing Difficult Clients
- * Ensuring repeat customers
- * What you do to WOW your clients before, during and after the trip
- *Guiding your clients through Product purchasing decisions.



Web Analytics



Jeremy Cameron



Web Based Management Systems

Mike Dawes

and

Jim Hickey



