

HELI

British Columbia . Alaska . US Rockies . Baja . Caribbean .

Active, adventure-first travel with serious hospitality.

FREQUENTLY ASKED QUESTIONS

What destinations do you cover?	Deep expertise in British Columbia, Alaska, and the US Rockies, plus a curated international network in Baja, the Caribbean, the Pacific, and select adventure hubs worldwide. Not a global generalist — they'll tell you upfront if something's outside their lane.
What's your specialty?	Mechanized backcountry skiing (heli and cat), water-based adventure (kitesurfing, surfing, sailing), and complex multi-stop itineraries that blend active days with standout lodging and food. They're vertically integrated into owned properties: Silverton Mountain (CO), Great Canadian Heli-Skiing, Mustang Powder, and Stellar Heliskiing (BC).
Who's your ideal client?	Well-traveled adults 35–65, comfortable at \$20K–\$50K+, with adventure travel already in their history. They want custom, not packaged — and they understand the best heli and cat-ski operators book 12–18 months out.
FIT or groups?	Both. Group programs start at 4–6 guests and scale up through full lodge or charter buyouts.
What do you need to get started?	Travel dates or date window, party size and ages, total budget, activity/destination interest, accommodation standard, past adventure-travel references, and any fitness or medical considerations.
What's the per-person/day budget range?	\$1,500–\$3,500+ per person per day for active programs. Average full booking is ~\$25,000.
Minimum spend?	No hard minimum, but built for \$10K+ trips.
Minimum days?	4 nights minimum; 5–7 nights is the sweet spot. Single-day heli or cat-ski add-ons available for clients already in destination.
Currency & CC fees?	Quoted in local operator currency; USD accepted. 3.5% CC processing fee.
How do you quote?	Commissionable rates (10–15% standard). Net pricing available on request.
Proposal turnaround?	2–4 business days from a complete brief. Complex multi-operator itineraries may run slightly longer.
What software do you use?	Safari Portal — clean, branded PDFs advisors can share directly with clients.
Payment schedule?	25–30% deposit at confirmation; balance due 60–90 days prior. Some peak heli-ski weeks require larger or earlier deposits — always flagged upfront.
Cancellation policy?	Supplier policies passed through directly. Heli-ski and cat-ski operators are the strictest (often 100% inside 60–90 days). Trip insurance strongly recommended.
How is commission paid?	Post-departure, typically within 30 days of trip completion, via ACH.

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In-destination support?	Yes — a dedicated point of contact reachable to both advisor and client. At owned properties, support is on-site. For partner operators, HCA coordinates directly with lodge managers and monitors the trip throughout.
Anything else?	Liz Wigginton personally touches every custom proposal — advisors are never routed through a junior queue. ~30% of HCA clients rebook, which speaks for itself. They also offer a 5% travel credit to advisors booking their own travel.

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