



Fast Lane Travel News #06 in 2025 (Issue #258 since Q1 2020). On February 8<sup>th</sup> 2025, I'm writing from our offices in beautiful Oldsmar, Florida at the shores of Tampa Bay & the newly named: **Gulf of America.** To: Our Fast Lane Travel Family in Australia, Canada, Dubai, Europe, Iceland, Israel, Japan, New Zealand, Singapore, Brazil, South Africa, and the USA!



**Subjects:** Another successful PORSCHE Euro Delivery; Trip of the Week . . . “NO” Trip of the Year: Amazing Hidden Austria, off “The Beaten Track” once in a lifetime – it may be my last trip to Austria! My Final Thoughts: Salesmanship 101.

I. **Euro Delivery done right:** Hello Peter & Fast Lane Travel Team. It's been a busy month for us: European PORSCHE Delivery and a Caribbean Cruise; two firsts for my wife and me. I just wanted to thank you so much for the most amazing trip of our life! In the planning stage of our trip, due to it being in January, I told your travel planner Thomas that due to the likelihood of dreary weather, that we were going to look at this like a vacation that we just so happened to have an amazing driving machine to shuttle us around Germany and Austria in. We gave him the dates and he went to work planning an amazing trip!

- > Stuttgart for the Euro Delivery
- > St Goar and staying in a castle
- > Rothenburg ob der Tauber
- > Sound-of-Music Salzburg
- > Interlpen Hotel and a taste of the Alps
- > and back to Stuttgart to return the car

My wife and I did not know what to expect, and we sure were not disappointed. It didn't take us long to figure out that I didn't have to worry about parking, but I was totally surprised to be treated like a rock star! Not only secure parking, but at the castle Hotel Castle Rheinfels we had to cross what



looked like a wooden draw bridge and our spot next to the front door had been waiting for us all day and blocked off with a red velvet rope! The view



from our terrace was awesome.

I thought this might be a one-time thing, but at the quaint medieval town of Rothenburg the Hotel Reichsküchenmeister had a super-nice private garage, just for us, directly across the street, waiting for our car.

At the Sheraton Grande Salzburg, after we arrived and unloaded at the front door, I was talking to the valet about parking and he said “Don’t worry, it’ll be right here and I will keep an eye on it.” I’m sure I had a puzzled look on my face so he pointed about 10 feet away and said my car would be right there! It was parked directly across from the front door!



Then our last stop, the 5-star Hotel Interlpen in Telfs, Austria! I will never forget parking at this hotel! When arriving I followed the signs to 'Reception', but I had to stop because I thought I was about to drive into the hotel lobby! The garage, yes, is carpeted and has chandeliers. You know what I'm talking about!



Although the Cayman was the main event, Thomas planned a great itinerary with some great excursions for us and some surprises for us along the way as well.

The surprises were: lunch at Classicbid. What a cool place to have lunch and stroll through an amazing showroom that was more like a museum than an auction house.

Driving our new car onto a ferry and crossing the Rhine River, then driving along the river and seeing medieval castles at every turn! Not to mention the monastery that was very interesting. Being a pilot, The Red Bull Hangar in Salzburg was super cool. I wasn't even aware that Red Bull's headquarters was in Austria. We had a day off in Salzburg and did the Original Sound of Music Tour that we would highly recommend.

The planned excursions were a private tour of the Ludwigsburg Palace north of Stuttgart, which was incredible, and dinner and a Mozart Concert in Salzburg that was amazing.

The hotels, the scenery, the towns that we stayed in, it all was perfect! The weather actually turned out to be dry



and mostly sunny every day. The only time we saw snow was our down day in Salzburg, turning it into a magical winter wonderland.

And the car...it was more than I ever imagined. It is so much fun to drive! Every night I couldn't wait for the next day so I could get back in the driver's seat. Lots of curves, lots of quick acceleration, and I hit a top speed of 120mph. And the good news, it is already on the ship to Jacksonville. Hope to have it home by the second week of March.



Thanks to everyone at Fast Lane for making our trip wonderful, and a special thank you to Thomas! ~ Russell & Whitney Lloyd, Alabama

## II. TRIP of the Week – Register **NOW!** Austria Off The Beaten Track, come with me to my “Hidden Austria” **Space is limited - secure your dream driving experience now!**

Austria, where I was born, is described, by our customers, as THE most beautiful place in Europe. They are right – it is. It's the birthplace of



PORSCHE; boasts magnificent cities; the Alps; spectacular lakes; the Blue Danube River; legendary cuisine; skiing; amazing hotels; a treasure trove of beautiful countryside roads; delightful villages; lovely people and history dating back to before the Romans. You'll experience 5-Star Castle Hotels; Barnfinds; Gmünd Porsche's birthplace; the town of Treffen; the very unique Fahrzeugmuseum; Zotter Chocolate Factory; Granitzbauer; the PORSCHE Winery Tement; the Gölles Distillery; Castle Kapfenstein; and, yes, the true Steirische Musik, culminating in the pearl of the Green Forest Heart of Austria: Müzzzuschlag.

**Please go to:** <https://fastlanetravel.com/2025-hidden-austria/>

### **III. My Final Thoughts: Salesmanship 101**

Source: Ralph Sica, Fast Lane Alumni and Good Friend

Kids filed into class Monday morning. They were all very excited. Their weekend assignment was to sell something, then give a talk on salesmanship.

Little Sally led off. "I sold Girl Scout cookies, and I made \$30" she said proudly. "My sales approach was to appeal to the customer's civil spirit, and I credit that approach for my obvious success." "Very good", said the teacher.

Little Debbie was next. "I sold magazines" she said, "I made \$45 and I explained to everyone that magazines would keep them up on current events. "Very good, Debbie", said the teacher.

Eventually, it was Little Johnny's turn. The teacher held her breath. Little Johnny walked to the front of the classroom and dumped a box full of cash on the teacher's desk. "\$2,467", he said.

"\$2,467!" cried the teacher, "What in the world were you selling?"

Toothbrushes", said Little Johnny. "Toothbrushes", echoed the teacher,

"How could you possibly sell enough tooth brushes to make that much money?"



"I found the busiest corner in town", said Little Johnny, "I set up a chip and dip stand and I gave everybody who walked by a free sample."

They all said the same thing, "Hey, this tastes like dog shit!" Then I would say, "It *is* dog shit, wanna buy a toothbrush? I used the Kamala Harris method of giving you some crap, dressing it up so it looks good, telling you it's free and then making you pay to get the bad taste out of your mouth."

Little Johnny got five stars for his assignment. Bless his heart.

(My apologies for the "political implication paragraph" before the last one – I'm just quoting)

## V. SOME MORE OF MY HAPPY MEMORIES











On your path to success, remember to always look forward with optimism. May you achieve your goals and find joy along the way. Here's to a thriving 2025! We truly appreciate your business and can't wait to see you on tour. We wish you a safe and healthy 2025 brimming with possibilities. Happy New Year!



- Peter and your Fast Lane Travel Team