

## THE TRAVELER

**DAVID KALLERY**  
PRESIDENT, INSPIRATO

Inspirato is a vacation club that offers stays in luxury homes, villas and resorts around the world. “Making dinner reservations or tee times, or thinking about the food that needs to be in the house—our members don’t have to concern themselves with any of that,” says David Kallery, who has been the company’s president since March 2013. Founded in 2010, Inspirato emerged from the depths of the Great Recession with a business model that aimed to separate it from the vacation clubs that the recession wiped out; rather than purchasing the homes its members stay in, Inspirato leases them. That strategy insulates the company from real estate downturns and lowers the price of membership; Kallery isn’t afraid to use the term “value.” Inspirato’s 10,000 core members typically pay an initiation fee up to \$25,000 and a smaller additional annual fee. Inspirato seems to have found the right niche between the ultra-luxurious and more budget-minded companies like Airbnb and VRBO. It’s a highly competitive business, and Kallery has steered Inspirato to a position of strength within it. “The more we get to know the member and the way they like to travel,” he explains, “the more we can do for them.”

PHOTO BY DON CUDNEY



## THE NAVIGATOR

**EDIE RODRIGUEZ**  
CEO, CRYSTAL CRUISES

When, after some 30 years in the cruise industry, Edie Rodriguez took the helm of Crystal Cruises, the 23-year-old line had an excellent reputation but only two ships. Two years later, with the help of new owners Genting Hong Kong, Rodriguez has enormously ambitious expansion plans. She is overseeing the building of three additional 1,000-passenger ships as well as the launch of a luxury yacht and a river cruise line. She’s also branched out with the acquisition of a jet to take travelers on round-the-world trips of up to four weeks, and she’s innovating with new experiences like a small submarine that can take cruise ship passengers 1,000 feet beneath the surface of the ocean. “My plate is full,” Rodriguez has said, “and I’m loving every second of it.” Crystal Cruise passengers could say the same.



PHOTO BY IAN SPANIER