

Spring 2020

Your Guide to Group Experiences at The Resort at Paws Up®

# MONTANAGRAM

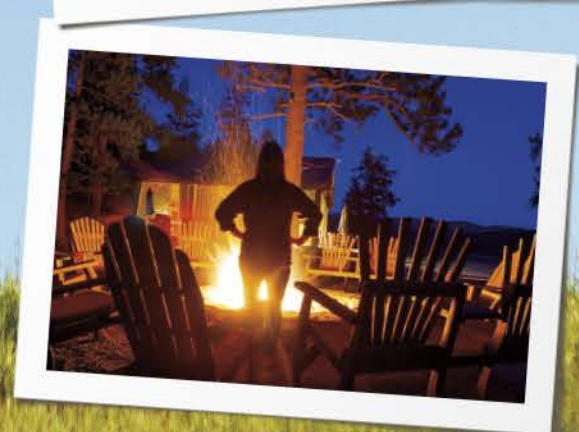
## THE MAGAZINE

THE SNOW MELTS  
AND SO DOES YOUR HEART.

INTRODUCING A NEW  
MONTANA WOODLAND HIDEAWAY

WATCH A TRUE, WESTERN  
WONDER WOMAN IN ACTION.





Take a peek at  
everything that's  
about to emerge.

THERE'S NOTHING LIKE THE ALLURE OF SPRING and its promise of renewal to set the mind abuzz with ideas. But that won't necessarily make your job easier. You still need to satisfy your clients' toughest expectations. What I enjoy most about The Resort at Paws Up® is that each April or May we not only get to experience anew the sweet mountain air, the puffy clouds drifting across our big blue skies and the energy of wildlife emerging from winter's slumber. We also get to see a refreshed set of activities, events and happenings designed specifically to recharge. The new Wonder Women series is a perfect example.

Later this year, we'll see the opening of the green o, our new, super-luxe resort within a resort. And one thing is certain year after year: At Paws Up, we keep reinventing ourselves to always offer groups exhilarating adventures, memorable experiences and a kind of luxury your clients simply won't find anywhere else. We hope you make 2020 a time to enjoy it.

—Laura Crugnale, Director of Group Sales



## THE RESORT THAT HAS IT ALL will soon have something new.

HIDDEN DEEP IN THE WOODS OF MONTANA is a new resort that's unlike anything you've ever seen before—the green o. Located in the heart of the American West, the green o brings tailor-made luxury to a secluded hillside right here on the Paws Up Ranch.

Created exclusively for adults and designed with C-level needs in mind, the green o is the ideal setting for your group to recharge and relax. Inspiration comes naturally in this lush wilderness. And whether you want to work in solitude, rappel down a mountain or ride off into the sunset on an equestrian excursion, the options here are endless. Just like The Resort at Paws Up, the green o provides 37,000 acres where you and your group can roam. Let your mind wander while working on your next big idea. Plan your next incentive, retreat or meeting here and see how being in the middle of nowhere can really take you somewhere.

Opening August 1, 2020. Call 877-251-2841 to reserve your spot and get a closer look at [thegreeno.com](http://thegreeno.com).





# WONDER WOMEN OF FOOD & WINE

*A culinary KA-POW*

*Looking for a corporate trip  
that will knock their socks off?*

You'll need to pack more than buttoned-up breakout sessions and pretty PowerPoint slides. The real magic happens outside the conference room. Fortunately, when you book an incentive, retreat or meeting at Paws Up, you're invited to tap into our action-packed lineup of special events.

One example? The Wonder Women of Food and Wine. This three-day epicurean extravaganza features some of the biggest names in the business, including James Beard Award-winning chefs, the winemaker at the Prisoner Wine Company and other notable guests. Imagine your attendees sipping and sampling the best of the best while tapping their toes to live local music. There may be wonder women in the kitchen, but you'll look like the real superhero (and you'll save yourself a whole lot of work).

*Find out more at [pawsup.com/wonderwomen](https://pawsup.com/wonderwomen).*



>> MAY 1-3, 2020 <<



## A WONDER WOMAN IN OUR MIDST

*You can lead a horse to water,  
but can you get a herd to cross it?*

If you're Jackie Kecskes, you most certainly can. Our Equestrian Manager has powers most can only dream of. Kecskes has a heart of gold and a dogged work ethic—something that serves her well as she works to gentle our herd of adopted mustangs. Always up for a thrilling challenge, she and three others led a herd across the mighty Blackfoot this past summer. It was a ride she looks forward to every spring, one where sheer will and determination are matched only by majestic beauty. See them in action on our website and then just imagine where she can take your group.

*Watch the film at [pawsup.com/gallery/across-the-blackfoot](https://pawsup.com/gallery/across-the-blackfoot)*





## THE PAWS UP EXECUTIVE GROUP SALES TEAM *takes a breather.*

Flanked by the Swan Mountains, we recently got together in the fresh air to relax Montana-style. From left: National Sales Manager Samantha Lange (Pacific Northwest through the Midwest), new National Group Sales Manager JJ Barlow (East) and Paws Up Director of Group Sales Laura Crugnale (everywhere, especially California through Texas)

## *Up close and personal with National Group Sales Manager and adventurer, JJ Barlow*

A familiar face on hiking trails and camping spots all around the West, new National Group Sales Manager JJ Barlow will marry the unique wonders of Montana's Paws Up with the needs of meeting planners out East. We asked him a few quick questions:

**Q:** *JJ, where's home?*

**A:** Same place I was born—Coeur d'Alene, Idaho, where I live with my wife and a pair of soccer-playing sons aged 12 and 13. And, just like I did, the kids are growing up hiking, camping and fly-fishing for cutthroat trout on the Clark Fork River.

**Q:** *Where did you work pre-Paws Up?*

**A:** Interestingly, I finished business school at, of all places, the Golf Academy of America in San Diego. It was actually a great entrée into group sales. I started at The Resort at Coeur d'Alene on the golf side, then spent the last 14 years as a National Sales Manager there.

**Q:** *So now you'll be connecting Northwest Montana with the Northeast?*

**A:** Right. I'll be working throughout the Northeast and Southeast, Boston to Atlanta.

**Q:** *Live-fire cooking rules around here. Do you like your steak medium rare, medium or well?*

**A:** That's easy. Medium. And I'm really into grilling myself—I man the grill at least once a week, even during the Idaho winter!

**Q:** *Why do you think Paws Up appeals to groups?*

**A:** For groups seeking something really different, it's the total package: a 37,000-acre ranch with 70+ activities, world-class cuisine and luxury accommodations. It's all here.





40060 PAWS UP ROAD  
GREENOUGH, MT 59823

*This spring, we're coming your way.*

## TELL US IN PERSON THE TRIP YOU'D LIKE TO PLAN.

We hope to be stopping in the following cities later this year,  
and we'd love to take a moment to visit with you while we're in your town.



**APRIL**     **Houston | Dallas | Philadelphia | Detroit**



**MAY**     **Houston | Dallas | Minneapolis | Chicago | Seattle | Orange County**



**JUNE**     **FICP Education Forum/Pasadena | San Francisco/Menlo Park\***

*\*Travel months and cities subject to change.*

## REQUEST A PROPOSAL.

Plan a Montana getaway for your group. Connect with us and we'll help you create  
a one-of-a-kind, unforgettable meeting, retreat or incentive.

**Laura Crugnale** | Director of Group Sales | 503-899-7373 | [lcugnale@pawsup.com](mailto:lcugnale@pawsup.com)

**JJ Barlow** | National Sales Manager | 208-818-3075 | [jbarlow@pawsup.com](mailto:jbarlow@pawsup.com)

**Samantha Lange** | National Sales Manager | 406-697-3065 | [slange@pawsup.com](mailto:slange@pawsup.com)

Or, go to [pawsup.com/groups/rfp](https://pawsup.com/groups/rfp) to request a proposal.

## WORLDS AWAY AND EASY TO GET TO

Once you're here, you'll feel a million miles away from it all. Luckily, you won't have far to go. We're just a 35-minute complimentary transfer from Missoula International Airport, with direct flights from Atlanta, Chicago, Dallas, Denver, Las Vegas, Los Angeles, Minneapolis, Oakland, Phoenix, Portland, Salt Lake City and San Francisco.

