



## Cal Simmons

Washington D.C. Chair since 2010

Cal Simmons is one of the most trusted, recognized and successful travel experts in North America. Cal founded Cal Simmons Travel in 1976, which he grew into one of the top travel agencies in the country. Cal has served on the advisory boards of several airlines, hotel companies and a rental car agency. He is an active early stage investor, co-founder and manager of three venture funds and serves as a board member for more than a dozen companies. In 2001, he co-authored the widely acclaimed investment guide, *Every Business Needs an Angel*. In 2002, he was appointed Chairman of the Virginia Tourism Corporation by the Governor of Virginia, and in that same year, published his first online travel guide, *The Informed Traveler*, which now reaches over 80,000 subscribers. Continuing his successes, he launched Five Star Alliance (FSA), an online travel agency for luxury hotels in 2004, which has since grown to become the leading travel agency in the world catering to this market. In 2006, Cal determined that online publications such as Five Star needed to band together to attract the attention of Premium advertisers. To fill this need in the market, Adcision Luxury Media was founded as an advertising agency and publisher representation firm for the luxury space. In 2011, Cal launched his latest venture Simmons Hotel Guides, a city by city collection of blogs featuring the world's best hotels. In addition to 30 years in the travel industry, Cal is a Chair of the TIGER 21 Washington, DC Group and a past member and chapter chair of the Washington Young Presidents Organization (YPO).

**What was your most moving moment you experienced during a TIGER 21 meeting?**

One of the Members talked about the impact of losing his best friend who was an alcoholic

**Background?** I started my first corporation while in college, and sold my first major business at age 25. Now I am most active in the travel industry and online software companies.

**Most common insights that TIGER 21 Members ask their fellow Members to share?**

Members use their fellow Group Members as sounding boards and often want the feedback of the group on whether they should pull the trigger on specific investments.

**What do you enjoy most about being a Chair at TIGER 21?** Having the chance to meet prospective candidates for membership and spending time with the current Members.

**Have you ever made a bad investment decision?** Many. And I expect to make more.

**How do you recover from failure?** Keep things in perspective.