



**Nick Hentschel**

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Nick Hentschel is the Vice President of Business Development at AmericanTours International (ATI), North America's largest inbound tour operator. Mr. Hentschel is responsible for developing and implementing overall corporate strategy. Travelling the world to engage with both large leading global tour operators and small North America specialists, Mr. Hentschel's goal is to promote ATI's tour and travel programs across all fifty states. In meeting with clients worldwide, Mr. Hentschel has gained broad based and first hand insight into the opportunities and challenges facing the visit-USA tourism industry. Joining the company as its Director of Legal Affairs in 2012, Mr. Hentschel has been a featured speaker on the impacts of the China Tourism Law on the travel and tourism industry in the United States. Prior to joining ATI, Mr. Hentschel worked on the U.S. Senate Homeland Security and Governmental Affairs Committee, investigating waste, fraud, and abuse by government contractors. Mr. Hentschel holds a J.D. from American University in Washington, D.C., and a B.A. in Political Science and History from Washington University in St. Louis.