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## Nathan Michel

Founder, OpenDates

### Short bio (28 words)

Nathan Michel founded OpenDates, a private equity-backed travel rewards program in Las Vegas. A former Google technical program manager for nearly a decade, he builds private equity-backed ventures.

### Medium bio (61 words)

Nathan Michel is the founder of OpenDates, a private equity-backed travel rewards program headquartered in Las Vegas. He spent nearly ten years at Google as a technical program manager and now builds private equity-backed startup ventures. Members submit reservations booked with their preferred providers to check whether they may qualify for a promotional reward. OpenDates does not book or sell travel.

### Long bio (121 words)

Nathan Michel is the founder of OpenDates, a private equity-backed travel rewards program headquartered in Las Vegas and serving members worldwide. He spent nearly ten years at Google as a technical program manager and now builds private equity-backed startup ventures.

Living in a city built on travel sparked his interest in helping people get more from trips already planned. He founded OpenDates on a simple premise: no one should have to change where they book to be considered for a reward. Members submit hotel, flight, cruise and vacation-rental reservations for eligibility review, then decide whether to pay to activate an approved offer. OpenDates presents the activation fee, requirements and reward timing before any payment. The company soft launched Sept. 1, 2026.

### Headshot

 opendates-founder-vertical-2000px.jpg (included in submission)

Photo credit: Brett Loudermilk

## Interview topics

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|------------------------------------------------|------------------------------------------------------------------------------------------------------|
| <b>Rewards for travel already booked</b>       | How a promotional reward can attach to a reservation a traveler already made, without rebooking it.  |
| <b>Freedom to choose where to book</b>         | Designing a program around direct bookings, travel agencies and the platforms travelers already use. |
| <b>Building trust in an unfamiliar offer</b>   | Presenting activation fees, eligibility and reward timing plainly, before anyone pays.               |
| <b>A Las Vegas perspective on travel value</b> | How a tourism economy shaped a program built for travelers worldwide, and what the pilot taught us.  |

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## Interview requests

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