



Susan Ferrell
Owner

In an industry overwrought with mergers and acquisitions, Travel Experts, Inc., has withstood the test of time and is positioned as the premier, independently-owned and operated host agency, serving some of the travel industry's most highly respected luxury travel advisors. Founded in 1989 by Susan Ferrell, president, it is even more relevant today as more and more experienced travel advisors make the move to become independent contractors.

Proven Business Model

By design, Travel Experts does not add hundreds of members per year; its host agency model attracts independent travel professionals who are true entrepreneurs, with the business acumen needed to work independently while enjoying the advantages of associating with a nationally recognized premier agency.

Why Travel Experts?

The answer is simple: **You get to do what you love, sell travel and keep 100% of what you earn!**

Travel Experts' Commitment to You

Travel Experts has always stayed true to its core belief; the importance of quality rather than quantity, allowing its support team to offer a concierge level of service to its independent travel professionals. As a result, Travel Experts lives in the best of both worlds: it is large enough to be an industry leader and yet its business model allows Travel Experts to be nimble and responsive, evolving with the times so it can readily adapt to your changing needs.

From the top down, every member of the support team at Travel Experts is committed to providing you with the same level of service you bring to your best client.

The Perks

- The recognition of being an affiliate of one of Virtuoso's top three agencies, an ASTA premium member, and a member of both CLIA and NACTA
- Access to Virtuoso, which includes personalized marketing material
- The buying power of being part of a prestigious network of luxury travel advisors
- A two to three day all-expenses paid in-person training program at its headquarters in Raleigh, North Carolina. Includes training on platforms such as Sabre, ClientBase, and Grasp
- Custom professional development opportunities with unlimited access to one-on-one training sessions with its newly appointed IC Ambassador
- End-to-end technology support
- Personal web page on Travel Experts' website
- No Start Up Fees, as an affiliate of Travel Experts you pay a monthly flat fee
- No signing your life away; month-to-month contracts

We Build Strong Relationships

Building and maintaining strong relationships is just one of the many keys to

Travel Experts' success. Its members enjoy some of the most long-term, mutually beneficial relationships in today's travel industry. This year alone Travel Experts is set to award another 16 of its independent contractors with the Diamond Award; its 10 year anniversary program. Some 96 of its current affiliates are recipients of this prestigious award, with some boasting more than 20 years as a Travel Expert affiliate. In a sea of change, this longevity is a testament to the value that Travel Experts delivers.

Independent, but Not Alone

An internal Request for Information (RFI) on-line community support system provides Travel Experts' independent travel professionals with a platform from which they can exchange ideas, ask questions and offer advice based on their wealth of experience.

The camaraderie shared among its members is another key differential that sets Travel Experts apart. Its commitment to provide the highest level of support is never more evident than in the way it nurtures and develops programs such as its RFI system in which independent travel professionals feel they are joining a team, rather than being left out in the cold to fend for themselves.

Want to Learn More?

At Travel Experts we understand that choosing the right host agency is one of the biggest decisions you will make as an independent travel professional. Our team is on-hand to answer any questions you may have, and provide additional program details.

More Information

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Website:

www.independenttravelprofessionals.com

Independent Contractors: 391

Sales: \$336 million

Consortium: Virtuoso

Associations: CLIA, NACTA, ASTA

GDS: Sabre

Commission: 100%

Fees: \$550/month

Sales Niche: High-end leisure and corporate

Marketing: Interest coding and advisor personalization; free supplier-funded marketing; Virtuoso.com; member websites and email marketing joined by Twitter, blogs and Facebook

Technology: Extensive intranet website; site for archiving RFIs (requests for information); "ThinkTank" software; extensive menu of reports via GRASP

Training: 2-3 day orientation at our NC office; ongoing weekly Webex training sessions

Insurance: Professional liability insurance available