



The
**Travel Agent
Next Door**
LEADING THE WAY

RIISING STARS

Total commission received by Travel Agent before split from Jan 1 to Dec 31

AGENTS COMMISSION PERCENTAGE SPLIT

| | ★ \$7,500 | ★★ \$15,000 | ★★★ \$30,000 | ★★★★ \$50,000 | ★★★★★ \$70,000 | ★★★★★★ \$115,000 | ★★★★★★★ \$160,000 |
|--|--------------|----------------|-----------------|------------------|-------------------|---------------------|----------------------|
| Preferred Suppliers | 85% | 85% | 90% | 95% | 100% | 100% | 100% |
| Approved Suppliers | 70% | 70% | 75% | 80% | 85% | 85% | 85% |
| All other Suppliers including Travel Leaders Network | 65% | 65% | 70% | 75% | 80% | 80% | 80% |

To make for an easy transition The Travel Agent Next Door will create passwords for all Preferred and Approved suppliers

PARTNER INCENTIVE PROGRAM / MILLIONAIRES' CLUB / FEE STRUCTURE

| | | | | | | | |
|--|-----|-----|-----|--------|--------|--------|--------|
| Partner Incentive Program, ability to participate in an incentive program based on 70% of all commission earned on Preferred / Approved Supplier | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Millionaires' Club: Participate in the long term program based on Preferred / Approved supplier commissions based on thresholds of \$125,000 and be rewarded | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Annual fee \$499 (only one-time set-up fee or annual fee will apply. You will never pay for both.) | ✓ | ✓ | ✓ | waived | waived | waived | waived |
| One-time set-up fee \$399 (only one-time set-up fee or annual fee will apply. You will never pay for both.) | N/A | N/A | N/A | ✓ | ✓ | ✓ | ✓ |
| Monthly fee \$69 | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |

*Annual fee is determined every 12 months from the commencement date of the agreement. No matter the Rising Star level, if you produce less than \$50,000 in commission before the split, there will be an annual fee applied.

WEBSITES

| | | | | | | | |
|--|---|---|---|---|---|---|---|
| Personalized, customizable and bookable consumer website with 10 booking engines | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Special promotional pages / approx. 8,000 pages of content / live API feeds | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Website analytics | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Personal support to help you maximize website and social media | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |

MARKETING - All marketing is personalized and executed for the travel agent

The numbers below represent the quantity you get and there is no cost to you

| | | | | | | | |
|---|-----|-----|------|------|------|------|------|
| Monthly Promotional emails (your email will go out to "see # to the right") | 800 | 900 | 1000 | 1100 | 1200 | 1300 | 1400 |
| Weekly Target Marketing (River Cruising / Coach Tours / Adventure / Ocean Cruises) (your email will go out to "see # to the right") | 800 | 900 | 1000 | 1100 | 1200 | 1300 | 1400 |
| Luxury marketing, targeting your more Luxury travellers (your email will go out to "see # to the right") | 800 | 900 | 1000 | 1100 | 1200 | 1300 | 1400 |

| | | | | | | | |
|--|------------|------------|------------|------------|------------|------------|------------|
| POSTCARDS Magazine (goes out 4 times per year, for each edition you get "see # to the right") | 10 | 15 | 20 | 25 | 30 | 35 | 40 |
| Luxury Travel (goes out 2 times per year, for each edition you get "see # to the right") | 10 | 15 | 20 | 25 | 30 | 35 | 40 |
| VIP Cruise (goes out 1 time per year, "see # to the right") | 10 | 15 | 20 | 25 | 30 | 35 | 40 |
| Supplementary mailers (goes out 7 times per year, you get "see # to the right") | 10 | 15 | 20 | 25 | 30 | 35 | 40 |
| Total Magazines mailed to your client included in your level (Quantities subject to change) | 140 | 210 | 280 | 350 | 420 | 490 | 560 |

If you choose to be branded as TTAND, the cover & back page will have the TTAND logo.
If self branded, your agency name and personal logo will appear on the back page

| | | | | | | | |
|--|---|---|---|---|---|---|---|
| Destination Bliss Magazine available for client events (additional nominal charge) | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Ability for consumers to find you through TTAND's social media and website | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Promotional flyer templates and videos (Ability to use pre-created templates & videos) | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |

SPECIALTY PROGRAMS

| | | | | | | | |
|---|---|---|---|---|---|---|---|
| Flex Pay Payment Option | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| E-Authorizations that validate CC#, passport, and includes insurance waiver | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Service fee form | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Special Occasions Program - Custom Birthday & Anniversary emails | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Customizable and integrated itinerary program that will be sent to your customers | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Business / friend referral program (Program designed to refer new customers) | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Direct bank deposits uses TTAND payee | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Tour Operator insurance (available at a nominal fee) | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |

COMMUNICATIONS & NETWORKING

| | | | | | | | |
|--|---|---|---|---|---|-----|-----|
| Access to an all-encompassing agent portal including a cruise / hotel booking engine! | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Private Facebook groups / Regional groups / Agency groups / New agent group | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Monthly Town Hall meetings / regular TTAND updates | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Regular touch-base calls from TTAND support team every 3 months | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Exclusive learning library centre - TTAND University (Merit points / badges / rewards) | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Ability to search for other agents by location / by their skill sets / by their abilities | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| National conference | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| National conference trip cost (percentage discount off TTANDs LAND portion to a max. of \$250) | | | | | | 15% | 25% |



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RISING STARS

|  |  |  |  |  |  |  |
|---|--|---|---|---|---|---|
| \$7,500 | \$15,000 | \$30,000 | \$50,000 | \$70,000 | \$115,000 | \$160,000 |

RECOGNITION AND REWARDS Recognition as levels are achieved / performance

| | | | | | | | |
|--|---|---|---|---|---|---|-----------------|
| Recognition as levels are achieved / performance | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| 1 spot on top performers trip (land only. Targets increase slightly annually) | | | | | | | ADJUSTED ANNUAL |
| 2 spots on top performers trip (land only based on shared. Targets increase slightly annually) | | | | | | | ADJUSTED ANNUAL |
| Travel credit of \$400 (total credit) | | | | | | | ADJUSTED ANNUAL |

LEAD GENERATION PROGRAM

| | | | | | | | |
|--|--|---|---|---|---|---|---|
| Leads, for example: Weddings / FIT / Cruise (commission split for agent - preferred 55%, approved 45%, others 40%) | | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
|--|--|---|---|---|---|---|---|

ADDITIONAL BENEFITS

| | | | | | | | |
|---|---|---|---|---|---|---|----|
| Agent support desk (support desk open 63 hours per week) | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Agent accounting support desk | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Vacation support - # of free days (cost is \$20 per day above free days. This service is optional) | | | 4 | 5 | 6 | 8 | 10 |
| Real time accounting / commission tracking, including hotel and car comm. tracking tools. | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Reporting system showing supplier sales, month over month and year over year sales revenue | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Agent commission settlement system showing real time commissions outstanding | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Commission issued 2 times per month | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Commission also paid in USD (only once per month and there is a \$10 fee per month for the additional log-in) | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| USA Travel Insurance referral program available | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Email service: all agents will receive an email at TTAND (can be forwarded to any other providers) | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Agency referral program (Any referred agent that joins may be paid a referral fee of up to \$2000) | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Errors and Omissions insurance | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Sabre, allowing for self ticketing, working with Intair and EARN \$1 per segment | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Self ticketing or use TTAND ticketing support 121 hours per week, no cost | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Apollo - no support available | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| Access to IATA / CLIA / ACTA industry cards (based on meeting requirements) | | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| FAMS dedicated for The Travel Agent Next Door | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |
| TTAND branded agents receive starter kit including business cards, baggage tags and ticket wallets plus access to e-store | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ | ✓ |

OPTIONAL SERVICES AVAILABLE

• Health benefit program • Personal dedicated phone number that can be answered any place in the world • Unlimited phone calls within North America

NOTES