



RISING STARS

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

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

AGENTS COMMISSION PERCENTAGE SPLIT

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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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%)	✓	✓	✓	✓	✓	✓	✓
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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