



Independent
Travel Experts

Big enough to deliver, small enough to care

WELCOME

Independent Travel Experts are part of The Travel Network Group, providing you and your clients with complete financial security for more than two and a half decades. This partnership ensures the backing and assurance necessary to thrive in your enterprise. Collaborating with over 180 business associates, we bring you access to the most competitive market offers to present to your customers.

To excel as a profitable homemaker, you'll need to acquire new skills for business growth, enhance your sales techniques, adopt innovative marketing strategies, and expand your local network. Success requires a solid understanding of the travel industry or relevant expertise, along with unwavering dedication and determination.



In return, we offer generous commission rates, limitless earning prospects, and continuous support around the clock. Whether you're new to homeworking or have an established business, we're here to empower you with the latest skills to maximize your business potential. Our independence means you can sell what you want to whom you want, offering the flexibility you need to strike the perfect work-life balance.

We recognize that flexibility is key to homeworking, allowing you to achieve your ideal equilibrium. We also prioritize tailor-made commission arrangements to support this flexibility. Strong organizational skills, a proactive sales and marketing approach, and effective networking abilities are essential. If you possess these skills, our customized training and development package, along with our compelling commercial offering, ensure you have boundless potential and continuous support right from day one.





CONTENTS

- 04 - What we offer to you
- 06 - Marketing services
- 09 - The Training Academy
- 10 - Cruise Club
- 12 - Frequently Asked Questions
- 14 - What our members say

WHAT WE OFFER TO YOU

Independent Travel Experts (ITE) are part of The Travel Network Group, giving you and your customers 100% financial protection for over twenty five years. You will have all the freedom you need to drive forward your own business, yet have the security of having one of the UK's most successful travel companies to turn to should you need support and guidance.

Whether you are new to homeworking or already have an established homeworking business, we will assist in developing existing and new skills to maximise your earning potential. We offer a bespoke induction and ongoing training along with extensive sales and administration support.

Becoming a homeworker in the travel industry can be a rewarding and profitable career. Not only that, it can also provide you with a great work/life balance. With zero joining fee and just a £59 monthly membership fee it is excellent value. Your starting commission is 61% with tiered targets in place to increase this as your total sales revenue grows, and it's paid to you after departure, unless you choose the 50% upfront commission option.



Total Flexibility

You choose your hours to work around your lifestyle, no minimum requirement

Bespoke Development Plan

Arming you with the business and personal skills to succeed.

Extensive Marketing Package

Giving you the tools, knowledge and support required to engage and grow your customer base and drive sales.

Recognition & Rewards

Benefit from conferences, FAM trips and incentive payments.

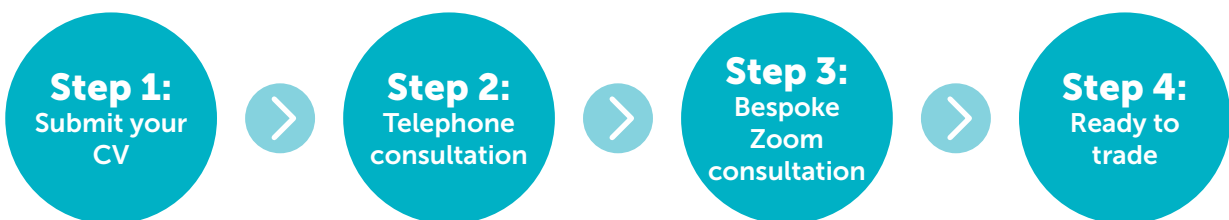
New to Travel Training Academy

Exclusive online and in-person courses designed to support you with launching your business

In addition we offer:

- You set your own targets
- No credit card fees* (T&Cs apply)
- Dedicated Homeworker Support Executives to help you grow your business
- Industry-leading mobile-responsive CRM and back-office systems
- Option to trade using your own brand name
- ITE Facebook team page enabling all our homeworkers to interact and share ideas
- Weekly webinars and training sessions
- Social media support and training
- Personal profile on the ITE website with your unique URL to generate additional leads
- Free booking administration
- Access to the ITE ATOL
- 24 hour emergency number for you and your customers

Joining is simple...



OUR MARKETING SERVICES

Effective promotion of your business is crucial in today's travel industry, and our robust Marketing team is dedicated to collaborating with you to expand and retain your customer base.

You have the flexibility to choose the resources that best align with your business needs from a diverse selection of materials, including enticing window displays to attract foot traffic, electronic database marketing via E-shots, the creation of a personalized page on one of our websites, and national marketing campaigns through television and traditional media that deliver high-quality leads to your business.

Our commitment to enhancing our marketing offerings continues year after year. We have recently elevated our marketing services by introducing innovative digital support. Many of our members have achieved substantial success by utilizing video content to enhance their local presence and boost sales.

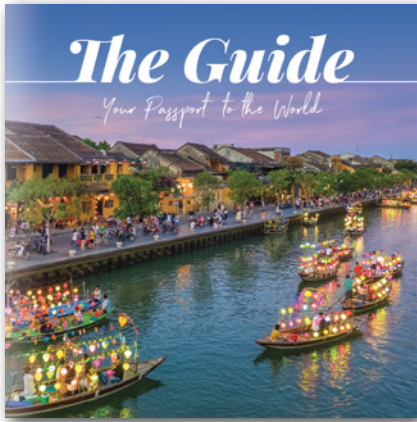
Support

We can provide you with the following marketing services support, including:

- Website development and design
- Social Media Support / Consultation
- Website Reports and Advice
- Bespoke Design & Video
- The Hub – Marketing Portal
- Window Materials
- Personalised Printed Magazines & Electronic Versions
- Direct Mail & Postal Drop
- Event Support
- Consumer E-Shots & Email Marketing Support
- Marketing Workshops
- In-House Filming
- Business Partner Webinars
- Marketing Training Webinars

Magazines

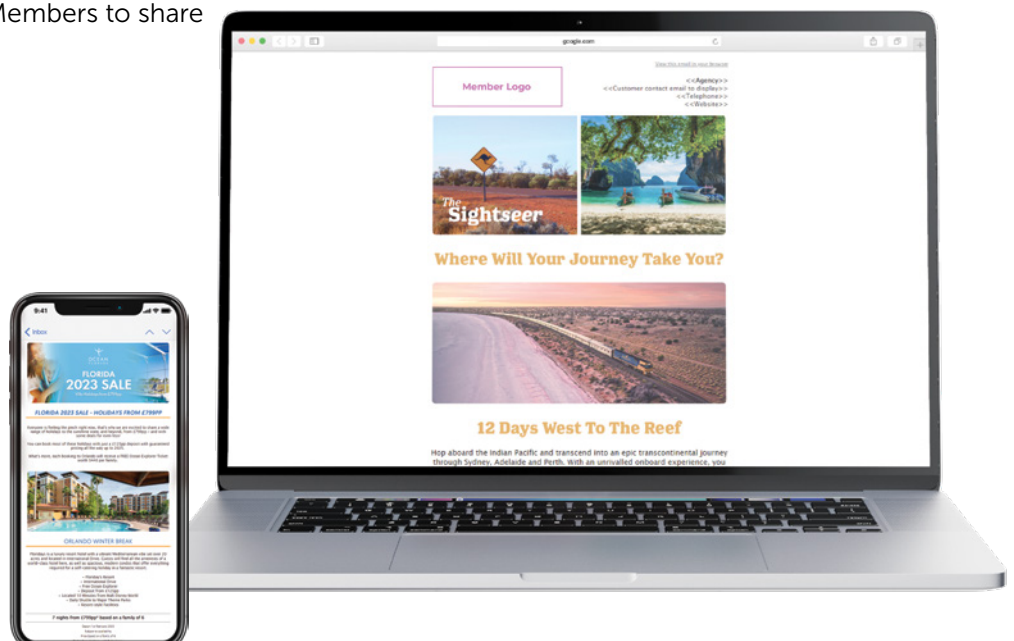
We produce our magazines in both printed and electronic versions for members. They provide a fantastic resource to capture attention in retail stores, hand out at events or drop through clients' doors. All our magazines are personalised for members with their logo and contact details and are regionalised for local departures.



E-Marketing

We produce personalised email marketing for over 550 Members across the group, that will not only hit consumer inboxes, emails can also be shared on social media!

- We work together with our Business Partners to select product
- We create the e-shot
- We supply the content to our Members to share



Bespoke Design

We can create bespoke designs for you as part of your membership, whether it's business cards or an exhibition stand or a brochure, we will be more than happy to help.

Finesse Travel
PROMOTIONAL WEEKEND AT WINTER GREEN PUB
 Mitchell Way, Waverley, SO6 6AB
 Saturday 14 and Sunday 15 January 2023 - 11:30 - 17:00
 Loads of fantastic offers and great prices, so come along and see us!

UPCOMING ESCORTED TOURS

Seville, Cordoba, Granada & Jaen 06/04/2023	4* Venice City Break 23/05/2023	4* Rome City Break 30/05/2023	Island 4* City Break 02/06/2023	Magical Colmar in France 20/06/2023
Lake Garda Holiday 20/09/2023	Castel, Dubrovnik (5 or 8 Days) 23/09/2023	Shining Sandals (5 or 8 Days) 28/09/2023	Lake Como (5 Days) 30/09/2023	Italian Riviera (8 Days) 03/10/2023
Use of Park (New Year) 26/12/2022	Venice and the Opera 23/01/2023	Tasman - Florence, Cinque Terre 01/02/2023	The Mighty Green Peak of the Coastline of Cornwall 01/02/2023	Tasman, South 23/02/2023
Traip, Bali 12/02/2023	Japan - 8 Day Holiday 06/03/2023	Paris, Portugal 06/03/2023	The Mighty Green Peak of the Coastline of Cornwall 06/03/2023	Colmar Christmas Markets 08/12/2022

UPCOMING F1 HOLIDAYS

BARCELONA 26/04/2023	AUSTRIA 18/06/2023	BRUSSELS 27/07/2023
MOSCOW 24/06/2023	NEW YORK 02/07/2023	PARIS 20/08/2023
SPAIN 01/08/2023	HUNGARY 18/07/2023	BRAZIL 25/10/2023

www.finessetravel.co.uk | 01709 367663

Broadland Travel
 YOUR LOCAL EXPERTS IN CRUISE AND ESCORTED TOURING HOLIDAYS
 BEACH AND TAILOR MADE HOLIDAYS
 FLIGHTS, COTTAGES AND SKI HOLIDAYS

01692 406655
 www.broadland.co.uk

TRAVEL AGENCY
 FOUR REASONS WHY

- FINANCIAL PROTECTION
- TRUSTED SUPPLIERS
- EXPERT KNOWLEDGE
- PERSONALISED SERVICE

Holiday Dragons

Book your holiday online 24/7 at holidaydragons.co.uk

- Holidays 100% Financially Protected • Worldwide Destinations
- Tailor-made holidays • Expert travel knowledge
- 95% of our customers rated their holiday as excellent
- Holidays Designed Around You

Info@holidaydragons.co.uk | www.holidaydragons.co.uk | 0800 774 7108

Destination Perfect
 YOUR TRAVEL FROM OUR TRAVELS

- Fully Protected
- Competitive Prices
- Friendly & Efficient Service

Your Local Travel Specialists AT HUNTLEYS

What we do

- Short & Long-Haul Holidays
- Ocean & River Cruises
- Tailor-Made Itineraries
- Worldwide Tours
- Short Stays & City Breaks
- Luxury Travel
- Accommodation Only
- Weddings & Honeymoons

Get in Touch Today!

+44 (0)1254 449 029
 +44 (0)17970044942
 info@destinationperfect.com
 www.destinationperfect.com
 @TravelbyJP

In-house Filming & Production

Using our filming suite we can record and produce a wide variety of promotional videos including: green screen updates, campaign videos, and bespoke stock videos, all over-branded with Members' logos and call to action. This is perfect for social media, travel shows and website promotion.

Celebrity Cruises
 Italian Riviera & France Cruise
 9 nights from £2399pp
 Departs 20th May 2022

SOMEDAY

CONTACT US TODAY FOR MORE INFORMATION





The Training Academy

Welcome to The Training Academy, dedicated to empowering and supporting our Members and their teams with the essential skills and knowledge to excel in their businesses. We understand the dynamic and ever-evolving nature of the travel industry, and we are committed to ensuring that travel businesses are well-prepared to navigate its challenges and maximise their potential. Our comprehensive program is designed to enhance customer service skills, foster Professional growth, and ultimately help our Members sell more holidays. With expert-led training and cutting-edge resources, The Training Academy aims to deliver professional development, no matter where you are on your journey.

Who is The Training Academy for?

- New to the Travel Industry
- Existing Travel Professionals
- Business Managers & Owners

Learning Approaches

Our approach combines both classroom and online training, ensuring a well-rounded and flexible learning experience. Members can benefit from the best of both worlds, leveraging the advantages of face-to-face interaction and engagement with fellow travel professionals and self-paced learning. This format accommodates different learning styles and ensures a high level of accessibility. The Training Academy will allow for continuous learning, with resources and materials available for ongoing reference and development.



Marketing & PR



Systems Training



Travel Regulations & Compliance



Products & Business Partners



Sales & Customer Service



THE CRUISE CLUB CONCIERGE

We have a passion for cruising, and we want to share it with you. We can offer you a specialised service through our in-house Tour operator, The Cruise Club Concierge, which can give you access to a range of benefits and expertise.

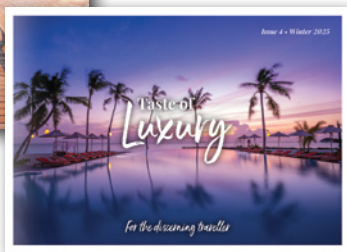
Joining The Cruise Club gives you some amazing benefits, including:

- Centrally managed website featuring unique cruise and stay product which allows you to differentiate and earn higher margins
- Exclusive group allocations on specific departures which allows us to set the price and secure availability to ensure you remain competitive in this dynamic market
- Dedicated support line
- Ability to control margin and live feeds from top cruise lines, all with ATOL protection
- Key messages from the cruise industry are communicated through fortnightly updates, including industry updates, cruise news, training opportunities and product of the week
- Plus you will have access to a dedicated post booking support line



Marketing

- Window materials for retail agents to identify you are a cruise specialist and help to attract new cruise customers
- Cruise emails personalised to your agency
- The Cruise Club Magazines



Cruise Club Magazines

The Cruise Collection, Taste Of Luxury, Explorer & Unique Adventures

Fortnightly Posters

Window offer cards in landscape and portrait

Training

- Webinars with The Cruise Club suppliers to ensure you are kept fully up to date with tactical and promotional offers
- Annual Cruise conference
- Cruise Club Ambassadors programme



FREQUENTLY ASKED QUESTIONS

Q: What will I earn?

You will start at 61% of total commission earned with tiered targets to receive incentive payments and increase the commission you earn (up to 80%) on each booking.

Q: When is my commission paid?

Commission is paid after departure unless you choose the 50% upfront commission option.

Q: What hours do I have to work?

You can choose the hours you work, therefore offering flexibility. Our most successful homeworkers are full time. A consideration would be your target market and the hours that would most benefit your clients and you.

Q: How much annual leave am I allowed to take?

We do not dictate how much leave you take. The fewer hours you work, the less you are likely to earn. We operate a buddy system when our homeworkers are on leave. Therefore we request that we are notified when leave is taken.

Q: What experience do I need to have?

Whether you are an experienced Travel Professional or completely new to the industry, as long as you have a passion for travel, are well travelled and have transferable skills, you can be considered.

Q: How long does it take to be set up?

Prompt set up within 14 days of training.

Q: What training do I receive?

Before going live as a homeworke, you'll join a virtual induction session and be welcomed into our "New to Independent Travel Experts" programme, designed to support you based on your industry experience.

Q: Do you provide ongoing training?

All our homeworkers receive access to our brand new online Travel Training website and vast Online library of product and destination information.

Q: Do I receive support with my admin?

We have a Customer Care team who provide a full administration service, leaving you free to sell.

Q: Is there a support network?

As well as the support from the MD and Sales Director you will have access to the following;

- Homeworker Support Executive to provide assistance as required
- Regular business development calls and a Personalised Business Development Action Plan
- Facebook page enabling all our homeworkers to interact and share ideas.
- Webinar training sessions from us and our suppliers.
- Company conference offering networking opportunities and key messages from head office.

Q: Do you provide marketing support?

We provide full marketing support from our own in-house marketing team. This includes:

- 500 free Standard Design business cards (per year)
- Free bespoke design service
- Free bespoke video service
- Free quarterly Marketing Campaigns including:
 - Email marketing
 - Social Media tiles and cover imagery
 - Campaign video (personalised with your call to action)
 - GIFs & Offer Posters
- Free Printed/Digital 'travel' Magazines (upto 100 copies per magazine)
- Free Marketing advice

Q: Do you provide sales leads?

We don't provide sales leads, however our Independent Travel Experts website offers clients the ability to search for their local Independent Travel Expert which would include you. The call to action on our marketing assets put the client directly in touch with you.

Q: Do you offer out of hours support?

We have a 24 hour emergency telephone line that you can also provide to your customers, to give them peace of mind

Q: Is there a sales target?

There are no sales targets but we do work closely with you to ensure you are achieving your maximum potential.

Q: Do you provide a website?

We provide a webpage with your personal profile and direct contact details for your clients.

Q: What is the initial set up fee?

There are no application or set up fees.

Q: What other charges do I have to pay?

All you pay is a monthly fee of £59, which includes personal liability insurance. We even pay your CC fees (subject to T&Cs)



WHAT OUR MEMBERS SAY

“ I picked the homeworking company that suited me best and offered the best support. The things that attracted me to ITE were the flexibility and the low cost - for the price of a monthly gym membership giving me access to all the benefits of The Travel Network Group.

I started this alongside a full-time job. When I quit that job to go full-time 7 months later, because business was booming, this was on my own terms.

Our Facebook Group is fabulous. I've learnt so much from such knowledgeable team members. There is always someone to offer a helping hand or give advice.

I don't know what I would have done without the team through the dark days of COVID. It was our team's spirit, support and connections that kept me going. We are so lucky to have such a close-knit team and a management team that always pick-up the phone ready to help.

”

Kirsty Donoghue

“ I love the laid-back approach from ITE and how the emphasis is very much about you and how you want to run your business.

I'd worked in travel for 25 years in a salaried role, so this was a big decision. Having been in management for most of my career, I didn't want a company that would micromanage or put me under any pressure. I can work as much or as little as I want.

The back-office support is fabulous and having my admin taken care of is a real bonus.

Starting up during a pandemic was probably slightly crazy, but I set myself a goal and, despite the rollercoaster of Covid, I have reached that goal and my small business has grown thanks to the team at ITE.

”

Theresa Green

“ I had been working for TUI on the high street for several years, but I felt like a number and working all hours for not the best pay.

I saw an advert from a home working company, so I did some research and found ITE. I approached some of their homeworkers, who were all very welcoming and friendly. I took the plunge and signed up. 5 years on and I'm still here! Best decision I ever made. ”

Arline Sloan

.....

“ There aren't many companies where you can call the MD and he listens and supports you. The team have such knowledge and experience and there is always someone to give advice and support at any time of the day.


ITE has fitted perfectly around my lifestyle. It allowed me to do less hours whilst my children were young, and now they are older, I can work full time and really grow my business. ”

Clare Stege





Independent Travel Experts

 01483 545783

 joinus@ite.travel

 independenttravelexperts.co.uk

 [/travelexpertsuk](https://www.facebook.com/travelexpertsuk)

