

Want to be a Travel Agent for The Greater Go? FAQ

Who makes a good travel agent?

- Likes to do online research
- Technology savvy
- Willingness to reach out to people to tell them about The Greater Go
- A smart traveler who has experienced different types of travel
- Ability to deal with picky clients gracefully
- Attention to detail
- Can manage more than one thing at a time
- Patience!!

What are the hours for this job?

- Each Travel agent should set their own hours to get the work done
- The more hours the travel agent spends on developing their business, the more successful they will be
- When clients are traveling they often need immediate assistance. Therefore, availability to respond to clients in a timely manner is very important.

Can I be a Travel Agent if I already have a job?

- If you have a full time job, it will be very difficult for you to be able to respond to clients in a timely manner. When clients are ready to book, you need to be available to book them. When they call, you need to be available to talk to them. You will also need large chunks of time to conduct online research into trips for clients.
- Being a travel agent works for many people who have part time jobs. Setting aside specific hours each week to work on travel and sharing those hours with your clients is very important.

How to Travel Agents make money?

- TA's are paid by suppliers (hotels, resorts, cruise lines, tour companies) for bringing clients to them
- Most commissions start around 10% of total trip cost and can go up to over 20%
- The more The Greater Go sells, the higher the commission percentages we earn from suppliers
- Each agent should independently do whatever they think will work to market themselves as a travel agent to their own personal contacts
- Commission Equation for The Greater Go - 70/20/10 split
 - \$100 in commission = \$70 to the Travel Agent, \$20 to The Greater Go + \$10 to The Greater Go Foundation



What will The Greater Go do for you as a Travel Agent?

- Start-Up Training
- Branded business cards
- Branded email address
- Supplier Account List and Access
- Errors and Omissions Insurance
- Database
- Facilitate regular meetings for learning and sharing
- Membership/TA Number
- Pay the TA monthly
- Send marketing and training opportunities
- Social media platform and regular posting

What are your responsibilities as a TGG Travel Agent?

- \$299 to join as a Travel agent
- \$199 per year after initial year
- Independent Contractor – you are not an employee of TGG
 - You must file your own taxes
- Attend and pay for ongoing training
- Maintain a minimum amount of commissions annually and must complete first booking within three months of joining
- Maintain an office and provide supplies for that office
- Develop client list and reach out to clients
- Market yourself!

How do you express interest in moving forward?

- We prefer to add agents to our crew in the summer months which gives time for training before busy season begins (Nov.-March)
- Send a resume along with a letter explaining why you are interested in joining our team and how this would fit into your current life/work. Send information to: rkirby@thegreatergo.com

