

CONGRATULATIONS! YOU ARE ABOUT TO MAKE ONE OF THE BEST DECISIONS OF YOUR TRAVEL CAREER.

WE BELIEVE TRAVEL MANAGERS OFFERS THE BEST REWARDS AND BEST BUSINESS PARTNERSHIP MODEL IN THE MARKET.

BUT DON'T TAKE OUR WORD FOR IT, CHECK OUT THE LIST BELOW:

GETTING STARTED AND DAY TO DAY SUPPORT

- Choice of financial models both offering the Best Rewards available for mobile consultants in Australia and up to 90% of the commission you generate
- 2 year agreement
- 3 Day Induction Training in Sydney
- CRS Conversion/training (as required)
- Flights and accommodation for the training & induction programme (as required)
- Access to group buying power for all hardware requirements including PC, laptops, printer/fax/scanner
- Start up stationery pack
- 3 months business coaching, ongoing if required
- Join a community of over 160 personal travel managers Australia wide
- Highly experienced and knowledgeable support team unsurpassed in the industry
- In-house ticketing team
- In-house finance team
- In-house operations team providing you day to day operational assistance
- Benefit from the shared knowledge and experience of nearly 200 personal travel managers across Australia
- Access to after-hours emergency ticketing for your valued clients
- State licences and TCF membership in all States
- Flexible working hours
- Partnering with one of Australasia's leading travel groups – House of Travel
- Access to a TMA locum or buddy consultant for when you take a well-deserved holiday
- Access to affordable professional indemnity insurance
- AFTA Membership
- IATA Membership
- ICCA Membership



ASSISTANCE TO GROW YOUR BUSINESS

The TMA Marketing Package is available to you but is not compulsory. This package includes:

- Local Marketing Kit (LMK). Our LMK has been designed exclusively for personal travel managers and includes marketing strategies to build your business, templates, artwork and much more
- Personal Websites including hot deals, travel diaries, photos, travel articles, fully search engine optimised and maintained by us.
- Fortnightly e-newsletter personalised to you or the ability to send your own newsletters through our system at no additional cost
- Database management
- Digital marketing assistance to grow your database
- 16 page Quarterly TM Travel Catalogue (hard copy and electronic)
- Consumer PR initiatives with drive to the consumer website
- Centrally co-ordinated "Hot" deals emailed out (personalised call to action)
- Internal marketing resource to assist and support your marketing strategies
- Tactical and exclusive offers promoted to your database
- Online marketing support via our Oracle intranet forum
- The ability to market yourself as part of an award winning company. TMA had more winners at the recent Travel Weekly Industry Awards than any other mobile consulting group, and is the only mobile consulting group nominated for the 2009 National Travel Industry Awards.



TECHNOLOGY

- Amadeus - GDS access at no extra cost
- Tramada – industry leading mid / back office system at no extra cost
- Exclusive intranet “The Oracle”
- Online training courses provided fortnightly at no extra cost
- Daily industry updates and information via email and intranet
- Key Smart Traveller updates and advisories to your inbox
- Corporate online booking engine via the “Amadeus Business portal”
- Group buying power saving you up to 20% on mobile phones and mobile broadband
- Access to technology products like notebooks and printer/ scanner/copiers using our group buying power
- Fax 2 Email to provide them with a virtual fax machine using a local number

ADMINISTRATION

- You stay in control!
- Our back / mid office system means that you never lose control of the admin side of your business.
- Commissions paid monthly within the first week of the month.
- Monthly sales reports at no extra cost to you
- Additional sales/ margin reporting available to you at your fingertips at no extra cost
- Monthly ‘tax-tips’ to assist in managing this critical part of your business

THE TRAVELMANAGERS COMMUNITY

- Company awards, events and recognition for top performers
- Annual conference and awards night with invitations for partners/spouses
- 2 x regional meetings per year
- Locally based Business Partnership Managers in some States
- Interactive forums on “The Oracle” our purpose built intranet, including community, airfares, product, destinations, cruising, and marketing, allowing you to connect and communicate with your fellow personal travel managers across Australia
- Regular locally organised product up-dates and get togethers
- With nearly 200 personal travel managers across Australia, a highly experienced support team, and the added benefit of our parent company House of Travel, you’re never alone!

FOR CORPORATE TRAVEL MANAGERS

- TravelManagers Australia offers the most comprehensive consulting package for corporate consultants
- TMA is a member of CT Partners, Australia’s largest group of independent TMC’s
- Online booking engine – searching all GDS and internet fares in real time
- Comprehensive corporate reporting is available
- Tramada mid office system, built for the needs of the corporate agency
- Access to corporate fares
- Access to corporate hotel rates via Radius and our own negotiated levels
- Corporate proposal templates
- Assistance with presenting corporate proposals to win new business

SALES AND YOUR ONGOING DEVELOPMENT

- Access to exclusive TMA educationals
- Strong, competitive supplier and commercial deals drawing on the buying power of the parent company
- Sales promotions
- Web-based fortnightly training
- In-house specialist wholesaler and preferential commissions
- Product training
- Access to business coaching at no extra cost via our Business Partnership Managers
- CT Partners / Radius member providing access to corporate airfares and hotels for our corporate Personal Travel Managers
- Access to 50,000+ hotels worldwide
- Freedom to determine your own service fees with guidelines and assistance from us

FOR SMALL BUSINESS OWNERS LOOKING FOR A SMARTER WAY – ALL OF THE ABOVE AND

- Reduce your compliance costs
- No annual TCF audits
- State Licences and TCF membership in all States provided for you
- No need to pay expensive retail rentals – you can take your business home!
- Walk away from the long hours and burden of managing and staffing a retail operation
- Reduce your operating expenses
- Remove the pressure of finding and managing staff (however under our model you can employ staff if you choose)
- Free up your time to service your clients