



Independent  
Travel Experts

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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.







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# WHAT WE OFFER TO YOU

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**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

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**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

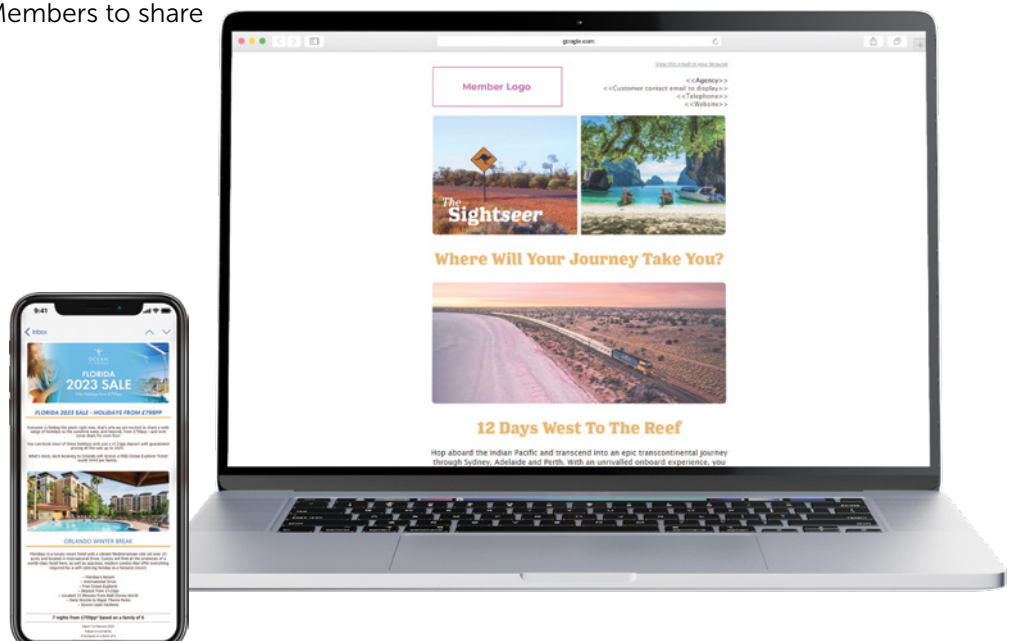
We produce our magazines in both printed and electronic versions for members. They provide a fantastic resource to capture attention in retail stores, hand out at events or drop through clients' doors. All our magazines are personalised for members with their logo and contact details and are regionalised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

<b>Seville, Cordoba, Granada &amp; Jaen</b> 06/04/2023	<b>4* Venice City Break</b> 22/05/2023	<b>4* Rome City Break</b> 20/05/2023	<b>Island 4* City Break</b> 02/04/2023	<b>Magical Colmar in France</b> 20/04/2023
<b>Lake Garda Holiday</b> 20/04/2023	<b>Castel, Dubrovnik (5 or 8 Days)</b> 23/06/2023	<b>Shining Sandals (5 or 8 Days)</b> 23/06/2023	<b>Lake Como (5 Days)</b> 26/05/2023	<b>Italian Riviera (8 Days)</b> 20/06/2023
<b>Use of Park (New Year)</b> 26/12/2022	<b>Venice and the Opera</b> 23/06/2023	<b>Tasman - Florence, Cinque Terre</b> 01/07/2023	<b>The Mighty Green Isles of the Canaries</b> 23/06/2023	<b>Tasmania, South</b> 23/06/2023
<b>Traip, Bali</b> 12/02/2023	<b>Japan - 8 Day Holiday</b> 06/10/2023	<b>Paris, Portugal</b> 06/10/2023	<b>The Mighty Green Isles of the Canaries</b> 23/06/2023	<b>Colmar Christmas Markets</b> 08/12/2022

**UPCOMING F1 HOLIDAYS**

<b>BARCELONA</b> 26/04/2023	<b>AUSTRIA</b> 18/06/2023	<b>BRUSSELS</b> 27/07/2023
<b>MOSCOW</b> 24/06/2023	<b>NEW YORK</b> 02/07/2023	<b>PARIS</b> 20/08/2023
<b>SPAIN</b> 03/08/2023	<b>HUNGARY</b> 18/07/2023	<b>BRASIL</b> 25/10/2023

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# 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 CRUISE CLUB CONCIERGE

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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:

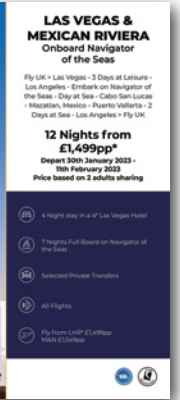
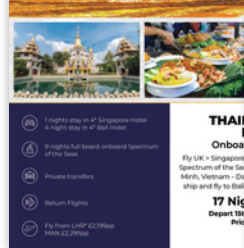
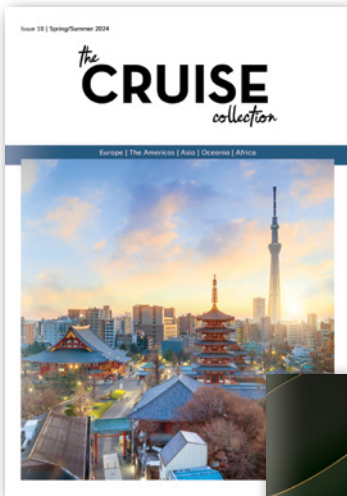
- Centrally managed website featuring unique cruise and stay product which allows you to differentiate and earn higher margins
- Exclusive group allocations on specific departures which allows us to set the price and secure availability to ensure you remain competitive in this dynamic market
- Dedicated 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

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## **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?**

We look for 2 years travel industry work experience. However, we are happy to consider those who are well travelled and can demonstrate they have transferable skills.

## **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 homeworker, you will have a one day induction via Zoom.

## **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

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“ 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**

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“ 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**

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“ 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**

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“ 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](mailto:joinus@ite.travel)

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