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Host Agency	Do you offer experienced agent education?	Can experienced agents opt out of education?	What is the cost of education?	How often do you provide ongoing education for experienced agents?	What education formats does your program include?	What Topics do you cover?	Host’s outside education recommendations.	Notes on host’s education programs.
AARC 	Yes	Yes	Included in host fees	N/A	<ul style="list-style-type: none"> General Onboarding How to Sell/ Selling Basics Vendor Trainings Online Trainings Host-led Webinars or Conference Calls Conventions Seminars at Sea FAM Trips 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing Group Travel Collecting Payments (Refunds & Cancellations) Social Media Vendor Seminars Putting Together Tours Service Fees Incentives/ Gifts 	Travel Leader Network’s Certified Honeymoon & Destination Wedding Specialist, Certified Luxury Specialist, Active & Adventure Specialist and a Certified Leisure Travel Specialist.	AARC is affiliated with the Travel Leaders Network; AARC agents can become a Certified Honeymoon & Destination Wedding Specialist, Certified Luxury Specialist, Active & Adventure Specialist and a Certified Leisure Travel Specialist.
Avoya 	Yes	Yes	Included in host fees	Continuously	<ul style="list-style-type: none"> General Onboarding How to Sell/ Selling Basics On-site/ In-Person Education Vendor Trainings Online Education Host-led Webinars or Conference Calls Conventions Seminars at Sea FAM Trips Mentorship w/ More Experienced Agent 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing Group Travel Collecting Payments (Refunds & Cancellations) Social Media Vendor Seminars Putting Together Tours Service Fees Incentives/ Gifts 	N/A	Avoya’s education includes Avoya University™, Avoya Academy, Avoya Academy@Sea, the annual Avoya Conference, and webinars. Avoya provides a “New to Travel” education program and as well as experienced programs.
Brownell Travel 	Yes	No	Varies, ~ \$6,500	One year mentoring program	<ul style="list-style-type: none"> General Onboarding How to Sell/ Selling Basics On-Site/ In-Person Trainings Vendor Trainings, Online Trainings Host-led Webinars or Conference Calls Conventions GDS Education FAM Trips 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing Group Travel Collecting Payments (Refunds & Cancellations) Social Media Vendor Seminars Putting Together Tours Service Fees Incentives/ Gifts 	Varies	We create new education modules on an on-going basis.
Capital Area Travel Leaders 	Yes	Yes	Varies, ~ \$6,500	Varies	<ul style="list-style-type: none"> How to Sell/ Selling Basics Vendor Trainings Online Trainings Host-led Webinars or Conference Calls Conventions Seminars at Sea FAM Trips 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing, Group Travel Collecting Payments (Refunds & Cancellations) Vendor Seminars Service Fees 	Travel Leaders Network’s Travel Leaders of Tomorrow and Learning Management Program; CLIA	Capital Area assigns an in-house agent to help new agents learn the processes and help them with new bookings until they are fully trained and comfortable.
Cruise Planners — American Express Travel 	Yes	No	Included in franchise fee	Every 2 months	<ul style="list-style-type: none"> General Onboarding How to Sell/ Selling Basics On-Site/ In-Person Trainings Vendor Trainings, Online Trainings Host-led Webinars or Conference Calls Conventions Seminars at Sea FAM Trips 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing, Group Travel Collecting Payments (Refunds & Cancellations) Social Media, Vendor Seminars Putting Together Tours Service Fees Incentives/ Gifts 	N/A	N/A
CTP Rennert Travel 	Yes	Yes	No cost	As needed	<ul style="list-style-type: none"> How to Sell/ Selling Basics Vendor Trainings Host-led Webinars or Conference Calls Seminars at Sea FAM Trips 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing Group Travel Collecting Payments (Refunds & Cancellations) Vendor Seminars Service Fees Putting Together Tours 	CTP Rennert will advise agents of materials and resources available to them.	One to one assistance is offered based on each new agent’s requirements.

 INDEPENDENT AGENTS of DUGAN'S TRAVELS www.travelathome.com <i>Work with a family of agents!</i>	Yes	No	Included in startup fees	3x/year	<ul style="list-style-type: none"> Host-led Webinars or Conference Calls Vendor Trainings Online Trainings Dugan's University takes place in various locations throughout the year 	<ul style="list-style-type: none"> Marketing, Group Travel Collecting Payments (Refunds & Cancellations) Social Media Generating Leads/ Building a Client Base Vendor Seminars Service Fees Incentives/ Gifts 	Destination, supplier, and booking engine trainings.	<p>Education includes Dugan's University, Anaheim and Dugan's U Travels (at a different East Coast destination every year); A new Bootcamp series on one topic or location.</p> <p>Dugan's also has a STEP Program (Support, Tutor, Excite, and Promote) for new agents (up to 2 years); Monthly webinars; one on one phone calls to help agents connect w/ the team.</p>	
<u>Family Fun Cruises & Tours</u> 	Yes	No	\$599.99	Monthly webinars and/or trade shows	<ul style="list-style-type: none"> General Onboarding How to Sell/ Selling Basics On-Site/ In-Person Trainings Vendor Trainings, Online Trainings Host-led Webinars or Conference Calls Conventions Seminars at Sea FAM Trips 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing Group Travel Collecting Payments (Refunds & Cancellations) Social Media Vendor Seminars Putting Together Tours 	Disney College of Knowledge, Princess, RCCL, HAL, Travel Agent University, Travel Trade Academy & other vendors	Agents can take a free refresher course as often as they'd like.	
<u>Gifted Travel Network</u> 	Yes	Yes	Free	Weekly	<ul style="list-style-type: none"> General Onboarding How to Sell/ Selling Basics On-Site/ In-Person Trainings Vendor Trainings Online Trainings Host-led Webinars or Conference Calls Conventions, FAM Trips 	<ul style="list-style-type: none"> Vendor Seminars Putting Together Tours Service Fees Incentives/ Gifts Generating Leads/ Building a Client Base Marketing Group Travel Collecting Payments (Refunds & Cancellations) Social Media Business strategy 	No recommendations (all teaching provided in-house).	Host education includes business set-up, messaging, branding, marketing, sales, and mindset, business strategy and financial aspects of the business.	
<u>Groupit Travel Host Agency</u> 	Yes	Yes	Included in signup fee	Weekly	<ul style="list-style-type: none"> General On-boarding How to Sell/ Selling Basics On-Site/ In-Person Trainings Vendor Trainings Online Trainings Host-led Webinars or Conference Calls Conventions FAM Trips Niche Market Coaching 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing Group Travel Collecting Payments (Refunds & Cancellations) Social Media Putting Together Tours Service Fees Vendor Seminars Incentives/ Gifts Financial management of business Risk management and strategic planning 	Groupit will tailor recommendations according to niche. Agents are required to become proficient in booking engines, CRM, and the basics of making FIT bookings. Supplier and destination trainings, and conferences are also recommended.	There's one-on-one annual Strategic Planning Sessions with each agent; Weekly webinars are held in evening and recorded for those who cannot attend; A calendar app is provided so agents can self-schedule coaching and mentoring sessions when convenient; agents have unlimited access to host owner of the Host Agency and is included in monthly fee.	
<u>Incentive Connection Travel</u> 	Yes	Yes	Included in fees	At your own pace	<ul style="list-style-type: none"> General Onboarding How to Sell/ Selling Basics Vendor Trainings Online Trainings Conventions Seminars at Sea GDS Education FAM Trips 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing Group Travel Vendor Seminars Service Fees Incentives/ Gifts Putting Together Tours Collecting Payments (Refunds & Cancellations) Social Media 	N/A	N/A	
<u>KHM Travel Group</u> 	Yes	Yes	\$50-\$499	Trainings are offered weekly, monthly, and annually	<ul style="list-style-type: none"> General Onboarding How to Sell/ Selling Basics Vendor Trainings Online Trainings Conventions Seminars at Sea GDS Education FAM Trips 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing, Group Travel Vendor Seminars Service Fees Incentives/ Gifts Putting Together Tours Collecting Payments (Refunds & Cancellations) Social Media 	The Travel Institute; Travel Leaders of Tomorrow; Travel Leaders Network Certifications; CLIA; Travel Agent Academy; Travel Agent University and supplier specific trainings	N/A	
<u>Magical Moments Vacation</u> 	No	No	N/A	N/A	N/A	N/A	N/A	First-hand experience booking trips and personal travel experience to MMV's specialty destinations is required; MMV values real-world experience over education found in books and online education materials.	MMV provides a Mentorship Program for hand-selected new applicants. After successful completion of MMV's Mentorship Program, and with the recommendation of their mentor, new agents will be eligible to sign on as an independent agent with Magical Moments Vacations.

<p>Montecito Village Travel</p> 	Yes	Yes	Included with monthly hosting fee	Monthly	<ul style="list-style-type: none"> How to Sell/ Selling Basics On-Site/ In-Person Trainings Vendor Trainings Online Trainings Host-led Webinars or Conference Calls Conventions, FAM Trips 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing Group Travel Social Media Vendor Seminars 	Travel Institute program; MVT does not bring on agents who aren't familiar with the travel industry. Education is provided for all new agents to become acclimated with Virtuoso and MVT programs.	MVT customizes education to each agent; MVT's support staff will communicate with the new IC and walk them through according to their needs.
<p>Nexion Canada</p> 	Yes	No	Included	Continuous	<ul style="list-style-type: none"> General Onboarding How to Sell/ Selling Basics On-Site/ In-Person Trainings Vendor Trainings Online Trainings Host-led Webinars or Conference Calls Conventions FAM Trips 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing, Group Travel Collecting Payments (Refunds & Cancellations) Social Media Vendor Seminars Putting Together Tours Service Fees Incentives/ Gifts 	CTC, CLIA,	Nexion, Canada offers optional specialist education programs, classroom education programs and seminars, at additional cost.
<p>Nexion, LLC (U.S.)</p> 	Yes	Yes	Included in host fees, nominal fee for most in-person events	Daily	<ul style="list-style-type: none"> General Onboarding How to Sell/ Selling Basics On-Site/ In-Person Trainings Vendor Trainings Online Trainings Host-led Webinars or Conference Calls Conventions Seminars at Sea FAM Trips Specialty summits 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing Group Travel Collecting Payments (Refunds & Cancellations) Social Media Vendor Seminars Putting Together Tours Service Fees Incentives/ Gifts 	ASTA, CLIA, Travel Institute, Travel Leaders Group, and supplier trainings	<p>Nexion offers events from one-day regionals and intensive educational programs, to a multi-day national conference and niche-focused summits as well as peer-to-peer and individual business coaching and mentoring programs.</p> <p>Nexion also provides local networking groups and an online social community.</p>
<p>Oasis Travel Network</p> 	Yes	Yes	Free	Consistent online education, quarterly boot camps, spring regional education, and annual meeting	<ul style="list-style-type: none"> General Onboarding How to Sell/ Selling Basics On-Site/ In-Person Trainings Vendor Trainings Online Trainings Host-led Webinars or Conference Calls Conventions Seminars at Sea FAM Trips 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing Social Media Vendor Seminars Putting Together Tours Service Fees 	Signature Travel Expert Education, which includes marketing, consulting, destination and supplier certifications as well as ASTA's Code of Ethics.	The agent's personalized website and email and print mail marketing system is included in the cost of our New2Travel program.
<p>Outside Agent Link</p> 	Yes	Yes	Free	Unlimited, at agent's convenience	<ul style="list-style-type: none"> General Onboarding How to Sell/ Selling Basics On-Site/ In-Person Trainings Vendor Trainings Online Trainings Host-led Webinars or Conference Calls Conventions Seminars at Sea FAM Trips 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing Group Travel Collecting Payments (Refunds & Cancellations) Social Media Vendor Seminars Putting Together Tours Service Fees Incentives/ Gifts 	Vendor education certifications. After completion of these courses, along with a copy of their certificate, agents can update their Agent Profiler to reflect "specialist."	Most introductory education is in-house to learn our proprietary products. Agents receive an introduction workbook outlining internal products and links and a vendor booklet; a One on One webinar is conducted with each agent to review information and to demonstrate how to find and use the available tools. Webinars can be up to 2 hours long and follow-up sessions can be scheduled. 8 to 12 live education events are scheduled each week. Agents receive a weekly email announcing upcoming live education events.
<p>OutsideAgents.com</p> 	Yes	Yes	Included in all of our packages ranging from \$12/mo to \$41/mo	As often as agent wants	<ul style="list-style-type: none"> General Onboarding How to Sell/ Selling Basics Vendor Trainings On-Site/ In-Person Trainings Online Trainings Host-led Webinars or Conference Calls Conventions Seminars at Sea FAM Trips Advanced tracking and reporting all internal and external education 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing, Group Travel Collecting Payments (Refunds & Cancellations) Social Media, Incentives/ Gifts Service Fees Putting Together Tours Vendor Seminars Technology plus Business Development and Operations 	Hootsuite and Hubspot offer free business development education. OA recommends books that aren't directly sales related like <u>Made to Stick</u> by Chip and Dan Heath and <u>Guerrilla Marketing</u> by Jay Conrad Levinson.	OutsideAgents.com has a new agent development facility which includes an advanced Learning Management System.
<p>The Travel Center</p> 	Yes	No	Cost of education is included when they transfer their IATAN or TRUE # over to my agent	Daily if required	<ul style="list-style-type: none"> How to Sell/ Selling Basics, Vendor Trainings Online Trainings Host-led Webinars or Conference Calls Conventions Seminars at Sea FAM Trips Specialized education for your particular niche 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing Group Travel Social Media Vendor Seminars Putting Together Tours Service Fees Incentives/ Gifts 	The Travel Center offers education from three consortia, all vendors and one on one "on the job" education to book over the phone and on the internet. Preferred vendors provide webinars on a weekly basis. Travel Institute supports The Travel Center agents with destination certificates	The Travel Center trains according to the agent's strengths, abilities and interests. As they learn their specialty, the host will suggest other education modules to increase their business.

<p>The Travel Gallery</p> 	Yes	No	No charge	Depends—approx 6-8 hrs. plus option for continued education and in-house webinars	<ul style="list-style-type: none"> General Onboarding Vendor Trainings Online Trainings Host-led Webinars or Conference Calls GDS Education 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing Group Travel Collecting Payments (Refunds & Cancellations) Social Media Vendor Seminars Putting Together Tours Service Fees 	Signature Travel Network	N/A
<p>Travel Leaders—Memphis</p> 	Yes	No	\$99 (cost of annual fee, which does not include E&O insurance or cost of business license)	As needed	<ul style="list-style-type: none"> General Onboarding How to Sell/ Selling Basics Vendor Trainings Online Trainings Host-led Webinars or Conference Calls GDS Education 	<ul style="list-style-type: none"> Marketing Collecting Payments (Refunds & Cancellations) Group Travel Vendor Seminars Putting Together Tours Service Fees 	Travel Leaders—Memphis encourages any certifications. If agents want to familiarize with GDS.	N/A
<p>Travel Leaders Network Educational Services Dept.</p> 	Yes	Yes	At your own pace	Weekly	<ul style="list-style-type: none"> How to Sell/ Selling Basics Vendor Trainings Online Education Conventions FAM Trips 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing Group Travel Social Media Vendor Seminars Putting Together Tours Service Fees 	N/A	Travel Leaders Network has five Specialist programs, which are two year study programs for both new and experienced agents. They partner with ASTA , CLIA and The Travel Institute on their education programs and utilize tourism boards and preferred supplier education programs.
<p>Travel Planners International</p> 	Yes	Yes	\$79-\$99 for in house education or conference education. All other education is free	Daily online; 6x/year in house	<ul style="list-style-type: none"> General Onboarding How to Sell/ Selling Basics On-Site/ In-Person Trainings Vendor Trainings Online Trainings Host-led Webinars or Conference Calls Conventions Seminars at Sea, FAM Trips 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing Group Travel Collecting Payments (Refunds & Cancellations) Social Media Vendor Seminars Putting Together Tours Service Fees 	N/A	TPI uses Travel Agent Campus as their third party provider of all "new to the industry" education programs.
<p>Travel Quest</p> 	Yes	Yes	Complimentary. Our specialist classes are between \$39 - \$69	Biannually	<ul style="list-style-type: none"> Vendor Trainings Online Trainings Host-led Webinars or Conference Calls Conventions Seminars at Sea GDS Education FAM Trips General Onboarding How to Sell/ Selling Basics 	<ul style="list-style-type: none"> Generating Leads/ Building a Client Base Marketing Group Travel Collecting Payments (Refunds & Cancellations) Vendor Seminars Putting Together Tours Service Fees Corporate Reporting 	Travel Leaders of Tomorrow and the Travel Institute	N/A
<p>Uniglobe</p> 	No	N/A	N/A	N/A	N/A	N/A	Travel agent certifications through the Travel Institute.	Two mentors guide new agents through the first 6 months, including at least 1 weekly call (with each coach) and small group calls. Education is offered and optional for experienced agents.