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Host Agency	Do you offer new agent education?	Can new agents opt out of education?	What is the cost of education?	How long does it take to complete education?	What education formats does your program include?	What topics do you cover?	Host's outside education recommendations.	Notes on host's education programs.
<a href="#">AARC</a> 	Yes	Yes	Included in host fees	N/A	<ul style="list-style-type: none"> <li>General Onboarding</li> <li>How to Sell/ Selling Basics</li> <li>Vendor Trainings</li> <li>Online Education</li> <li>Host-led Webinars or Conference Calls</li> <li>Conventions, Seminars at Sea</li> <li>FAM Trips</li> <li>Mentorship w/ More Experienced Agent</li> </ul>	<ul style="list-style-type: none"> <li>Generating Leads/ Building a Client Base</li> <li>Marketing, Group Travel</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Social Media</li> <li>Vendor Seminars</li> <li>Putting Together Tours</li> <li>Service Fees</li> <li>Incentives/ Gifts</li> <li>Vendor Trainings</li> </ul>	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.
<a href="#">Avoya</a> 	Yes	Yes	\$300-\$600	At your own pace	<ul style="list-style-type: none"> <li>General Onboarding</li> <li>How to Sell/ Selling Basics</li> <li>On-site/ In-Person Education</li> <li>Vendor Trainings</li> <li>Online Education</li> <li>Host-led Webinars or Conference Calls</li> <li>Conventions</li> <li>Seminars at Sea</li> <li>FAM Trips</li> <li>Mentorship w/ More Experienced Agent</li> </ul>	<ul style="list-style-type: none"> <li>Generating Leads/ Building a Client Base</li> <li>Marketing</li> <li>Group Travel</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Social Media</li> <li>Vendor Seminars</li> <li>Putting Together Tours</li> <li>Service Fees</li> <li>Incentives/ Gifts</li> </ul>	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.
<a href="#">Brownell Travel</a> 	Yes	No	Varies, ~ \$6,500	One year mentoring program	<ul style="list-style-type: none"> <li>General Onboarding</li> <li>How to Sell/ Selling Basics</li> <li>On-site/ In-Person Education</li> <li>Vendor Trainings</li> <li>Online Education</li> <li>Host-led Webinars or Conference Calls</li> <li>Conventions</li> <li>GDS Education</li> <li>FAM Trips</li> <li>Mentorship w/ More Experienced Agent</li> <li>Various topics, certifications, special interest, etc</li> </ul>	<ul style="list-style-type: none"> <li>Generating Leads/ Building a Client Base</li> <li>Marketing</li> <li>Group Travel</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Social Media</li> <li>Vendor Seminars</li> <li>Putting Together Tours</li> <li>Service Fees</li> <li>Incentives/ Gifts</li> </ul>	Varies	We create new education modules on an on-going basis.
<a href="#">Capital Area Travel Leaders</a> 	Yes	Yes	Varies, ~ \$6,500	At your own pace	<ul style="list-style-type: none"> <li>How to Sell/ Selling Basics</li> <li>Vendor Trainings</li> <li>Online Education</li> <li>Host-led Webinars or Conference Calls</li> <li>Seminars at Sea, FAM Trips</li> <li>Mentorship w/ More Experienced Agent</li> <li>General Onboarding, Conventions</li> </ul>	<ul style="list-style-type: none"> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Marketing</li> <li>Vendor Seminars</li> <li>Service Fees</li> <li>Generating Leads/ Building a Client Base</li> <li>Group Travel</li> </ul>	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.
<a href="#">CruiseOne–Dream Vacations</a> 	Yes	No	Included in startup fee (range is \$7,840-\$9,800)	6 days at HQ, and on-demand courses at your own pace	<ul style="list-style-type: none"> <li>General Onboarding</li> <li>How to Sell/ Selling Basics</li> <li>On-site/ In-Person Training</li> <li>Vendor Trainings</li> <li>Online Training</li> <li>Host-led Webinars or Conference Calls</li> <li>Online Trainings</li> <li>Conventions</li> <li>Seminars at Sea</li> <li>FAM Trips</li> <li>GDS Training</li> <li>Mentorship w/ More Experienced Agent</li> </ul>	<ul style="list-style-type: none"> <li>Generating Leads/ Building a Client Base</li> <li>Marketing</li> <li>Group Travel</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Social Media</li> <li>Vendor Seminars</li> <li>Putting Together Tours</li> <li>Service Fees</li> <li>Incentives/ Gifts</li> </ul>	Industry organizations such as NACTA, ASTA, CLIA	Agents can attend weekly live webinars with subject matter experts from the headquarters team as well as cruise, resort and tour suppliers; and view roughly 800 on-demand courses through The Learning Center. In-person opportunities include regional training and summits worldwide; one-on-one meetings with a Business Development Manager; and the weekly annual National Conference which is held entirely onboard a cruise ship.

<p>Cruise Planners — American Express Travel</p> 	Yes	No	Included in franchise fee	One week	<ul style="list-style-type: none"> <li>General Onboarding</li> <li>How to Sell/ Selling Basics</li> <li>On-site/ In-Person Education</li> <li>Vendor Trainings, Online Education</li> <li>Host-led Webinars or Conference Calls</li> <li>Conventions</li> <li>Seminars at Sea</li> <li>FAM Trips</li> <li>Mentorship w/ More Experienced Agent</li> </ul>	<ul style="list-style-type: none"> <li>Generating Leads/ Building a Client Base</li> <li>Marketing, Group Travel</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Social Media, Vendor Seminars</li> <li>Putting Together Tours</li> <li>Service Fees</li> <li>Incentives/ Gifts</li> </ul>	N/A	N/A
<p>CTP Rennert Travel</p> 	Yes	Yes	No cost	At your own pace	<ul style="list-style-type: none"> <li>How to Sell/ Selling Basics</li> <li>Vendor Trainings, Online Education</li> <li>Host-led Webinars or Conference Calls</li> <li>Seminars at Sea</li> <li>Mentorship w/ More Experienced Agent</li> <li>On-site/ In-Person Education</li> <li>Conventions</li> </ul>	<ul style="list-style-type: none"> <li>Generating Leads/ Building a Client Base</li> <li>Marketing</li> <li>Group Travel</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Vendor Seminars</li> <li>Putting Together Tours</li> <li>Service Fees</li> </ul>	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.
<p>Dugan's Travel</p>  <p>INDEPENDENT AGENTS OF <b>DUGAN'S TRAVELS</b> www.travelathome.com Work with a family of agents!</p>	Yes	No	Included in startup fees	At your own pace	<ul style="list-style-type: none"> <li>Online Education</li> <li>General Onboarding</li> </ul>	<ul style="list-style-type: none"> <li>Generating Leads/ Building a Client Base</li> <li>Marketing, Group Travel</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Social Media</li> <li>Vendor Seminars</li> <li>Service Fees</li> <li>Incentives/ Gifts</li> </ul>	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>
<p>Family Fun Cruises &amp; Tours</p> 	Yes	No	\$599.99	2h	<ul style="list-style-type: none"> <li>General Onboarding</li> <li>How to Sell/ Selling Basics</li> <li>On-site/ In-Person Education</li> <li>Vendor Trainings</li> <li>Online Education</li> <li>Host-led Webinars or Conference Calls</li> <li>Conventions</li> <li>Seminars at Sea</li> <li>FAM Trips</li> <li>Mentorship w/ More Experienced Agent</li> </ul>	<ul style="list-style-type: none"> <li>Generating Leads/ Building a Client Base</li> <li>Marketing</li> <li>Group Travel</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Social Media</li> <li>Vendor Seminars</li> <li>Putting Together Tours</li> </ul>	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.
<p>Gifted Travel Network</p> 	Yes	No	\$2997 (incl. 12-month program, 1-to-1 coaching, all hosting fees and benefits for a full year.)	Self-paced plus one-to-one coaching for a year.	<ul style="list-style-type: none"> <li>General Onboarding</li> <li>How to Sell/ Selling Basics</li> <li>On-site/ In-Person Education</li> <li>Vendor Trainings</li> <li>Online Education</li> <li>Host-led Webinars or Conference Calls</li> <li>Conventions</li> <li>FAM Trips</li> <li>Mentorship w/ More Experienced Agent</li> </ul>	<ul style="list-style-type: none"> <li>Vendor Seminars</li> <li>Putting Together Tours</li> <li>Service Fees</li> <li>Incentives/ Gifts</li> <li>Generating Leads/ Building a Client Base</li> <li>Marketing</li> <li>Group Travel</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Social Media</li> <li>Business strategy</li> </ul>	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.
<p>Groupit Travel Host Agency</p> 	Yes	No	Included in signup fee	At your own pace, within 30 days	<ul style="list-style-type: none"> <li>General Onboarding</li> <li>How to Sell/ Selling Basics</li> <li>Vendor Trainings</li> <li>Online Education</li> <li>Host-led Webinars or Conference Calls</li> <li>FAM Trips</li> <li>Conventions</li> <li>Mentorship w/ More Experienced Agent</li> <li>On-site/ In-Person Education</li> <li>Strategic Business Planning</li> <li>One-on-one coaching</li> </ul>	<ul style="list-style-type: none"> <li>Generating Leads/ Building a Client Base</li> <li>Marketing</li> <li>Group Travel</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Social Media</li> <li>Vendor Seminars</li> <li>Putting Together Tours</li> <li>Service Fees</li> <li>Incentives/ Gifts</li> <li>Risk management</li> <li>Basics of booking</li> </ul>	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.	<p>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.</p>



<p>Incentive Connection Travel</p> 	Yes	Yes	Included in fees	At your own pace	<ul style="list-style-type: none"> <li>General Onboarding</li> <li>Vendor Trainings</li> <li>Online Education</li> <li>Conventions</li> <li>Seminars at Sea</li> <li>GDS Education</li> <li>FAM Trips</li> <li>How to Sell/ Selling Basics</li> </ul>	<ul style="list-style-type: none"> <li>Marketing</li> <li>Group Travel</li> <li>Generating Leads/ Building a Client Base</li> <li>Vendor Seminars</li> <li>Service Fees</li> <li>Incentives/ Gifts</li> </ul>	N/A	N/A
<p>KHM Travel Group</p> 	Yes	Yes	On demand Agent Basics included; Live New Agent Boot Camp \$299	At your own pace	<ul style="list-style-type: none"> <li>Host-led Webinars or Conference Calls</li> <li>Online Education</li> <li>Vendor Trainings</li> <li>On-site/ In-Person Education</li> <li>General Onboarding</li> <li>Mentorship w/ More Experienced Agent</li> <li>How to Sell/ Selling Basics</li> </ul>	<ul style="list-style-type: none"> <li>Marketing</li> <li>Generating Leads/ Building a Client Base</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Social Media</li> <li>Vendor Seminars</li> <li>Compliance/Fraud Prevention</li> </ul>	The Travel Institute; Travel Leaders of Tomorrow; Travel Leaders Network Certifications; CLIA; Travel Agent Academy; Travel Agent University and supplier specific trainings	N/A
<p>Magical Moments Vacation</p> 	Yes	No	None	Typically 3-12 months	<ul style="list-style-type: none"> <li>General Onboarding</li> <li>How to Sell/ Selling Basics</li> <li>Vendor Trainings</li> <li>Online Education</li> <li>Mentorship w/ More Experienced Agent</li> </ul>	<ul style="list-style-type: none"> <li>Generating Leads/ Building a Client Base</li> <li>Marketing</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Social Media</li> <li>Group Travel</li> </ul>	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	At your own pace	<ul style="list-style-type: none"> <li>General Onboarding</li> <li>Vendor Trainings</li> <li>Online Education</li> <li>Host-led Webinars or Conference Calls</li> <li>How to Sell/ Selling Basics</li> <li>On-site/ In-Person Education</li> <li>Conventions</li> <li>FAM Trips</li> </ul>	<ul style="list-style-type: none"> <li>Marketing, Social Media</li> <li>Vendor Seminars</li> <li>Incentives/ Gifts</li> <li>Group Travel</li> </ul>	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	\$400 CAD	At your own pace	<ul style="list-style-type: none"> <li>General Onboarding</li> <li>How to Sell/ Selling Basics</li> <li>On-site/ In-Person Education</li> <li>Vendor Trainings</li> <li>Online Education</li> <li>Host-led Webinars or Conference Calls</li> <li>Conventions</li> <li>FAM Trips</li> <li>Mentorship w/ More Experienced Agent</li> </ul>	<ul style="list-style-type: none"> <li>Generating Leads/ Building a Client Base</li> <li>Marketing, Group Travel</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Social Media</li> <li>Vendor Seminars</li> <li>Putting Together Tours</li> <li>Service Fees</li> <li>Incentives/ Gifts</li> </ul>	CTC, CLIA,	Nexion, Canada offers optional specialist education programs, classroom education programs and seminars, at additional cost.
<p>Nexion, LLC (U.S.)</p> 	Yes	No	\$495-\$1,800	18 weeks for Virtual Campus; At your own pace for Independent Learners	<ul style="list-style-type: none"> <li>General Onboarding</li> <li>How to Sell/ Selling Basics</li> <li>On-Site/ In-Person Trainings</li> <li>Vendor Trainings</li> <li>Online Trainings</li> <li>Host-led Webinars or Conference Calls</li> <li>Conventions</li> <li>Seminars at Sea</li> <li>FAM Trips</li> <li>Mentorship w/ More Experienced Agent</li> <li>Virtual Campus group study halls</li> </ul>	<ul style="list-style-type: none"> <li>Generating Leads/ Building a Client Base</li> <li>Marketing</li> <li>Group Travel</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Social Media</li> <li>Vendor Seminars</li> <li>Putting Together Tours</li> <li>Service Fees</li> </ul>	ASTA, CLIA, Travel Institute, Travel Leaders Group, and supplier trainings	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.  Nexion also provides local networking groups and an online social community.
<p>Oasis Travel Network</p> 	Yes	No	\$3,495.00	At your own pace	<ul style="list-style-type: none"> <li>General Onboarding</li> <li>How to Sell/ Selling Basics</li> <li>On-site/ In-Person Education</li> <li>Vendor Trainings</li> <li>Online Education</li> <li>Host-led Webinars or Conference Calls</li> <li>Conventions</li> <li>FAM Trips</li> <li>Website and Complete Marketing System for agency</li> </ul>	<ul style="list-style-type: none"> <li>Generating Leads/ Building a Client Base</li> <li>Marketing, Group Travel</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Social Media</li> <li>Vendor Seminars</li> <li>Service Fees</li> <li>Putting Together Tours</li> </ul>	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><u>Outside Agent Link</u></p> 	Yes	Yes	Free	At your own pace	<ul style="list-style-type: none"> <li>General Onboarding</li> <li>How to Sell/ Selling Basics</li> <li>On-site/ In-Person Education</li> <li>Vendor Trainings</li> <li>Online Education</li> <li>Host-led Webinars or Conference Calls</li> <li>Conventions</li> <li>Seminars at Sea</li> <li>FAM Trips</li> </ul>	<ul style="list-style-type: none"> <li>Marketing</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Social Media</li> <li>Vendor Seminars</li> <li>Putting Together Tours</li> <li>Service Fees</li> </ul>	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><u>OutsideAgents.com</u></p> 	Yes	Yes	Included in all of our packages ranging from \$12/mo to \$41/mo	At your own pace	<ul style="list-style-type: none"> <li>Mentorship w/ More Experienced Agent</li> <li>FAM Trips</li> <li>Seminars at Sea</li> <li>Conventions</li> <li>Host-led Webinars or Conference Calls</li> <li>Online Education</li> <li>Vendor Trainings</li> <li>On-site/ In-Person Education</li> <li>How to Sell/ Selling Basics</li> <li>General Onboarding</li> <li>Advanced tracking and reporting all internal and external education</li> </ul>	<ul style="list-style-type: none"> <li>Generating Leads/ Building a Client Base</li> <li>Marketing, Group Travel</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Social Media, Vendor Seminars</li> <li>Putting Together Tours</li> <li>Service Fees</li> <li>Incentives/ Gifts</li> <li>Technology plus Business Development and Operations</li> </ul>	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><u>The Travel Center</u></p> 	Yes	No	Included in registration fee	One-to-one conference call; education at your own pace.	<ul style="list-style-type: none"> <li>How to Sell/ Selling Basics</li> <li>Vendor Trainings</li> <li>Online Education</li> <li>Host-led Webinars or Conference Calls</li> <li>Conventions, Seminars at Sea</li> <li>FAM Trips</li> <li>Mentorship w/ More Experienced Agent</li> <li>General Onboarding</li> <li>One on one on the job education</li> </ul>	<ul style="list-style-type: none"> <li>Generating Leads/ Building a Client Base</li> <li>Marketing, Group Travel</li> <li>Social Media, Collecting Payments (Refunds &amp; Cancellations)</li> <li>Vendor Seminars</li> <li>Putting Together Tours</li> <li>Service Fees</li> <li>Incentives/ Gifts</li> </ul>	We offer education from three consortia, all vendors and one on one "on the job" education to book over the phone and one the internet. Preferred vendors provide webinars on a weekly basis. Education 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><u>The Travel Gallery</u></p> 	Yes	No	No charge	Approx. 2 months @ 2 hrs. a session, 1x week; continued education and webinars offered in-house.	<ul style="list-style-type: none"> <li>General Onboarding</li> <li>How to Sell/ Selling Basics</li> <li>On-site/ In-Person Education</li> <li>Vendor Trainings, Online Education</li> <li>Host-led Webinars or Conference Calls</li> <li>GDS Education</li> <li>Mentorship w/ More Experienced Agent</li> </ul>	<ul style="list-style-type: none"> <li>Generating Leads/ Building a Client Base</li> <li>Group Travel</li> <li>Marketing</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Social Media</li> <li>Vendor Seminars</li> <li>Putting Together Tours</li> <li>Service Fees</li> </ul>	Signature Travel Network	N/A
<p><u>Travel Leaders--Memphis</u></p> 	Yes	No	Education is included, but it varies.	At your own pace	<ul style="list-style-type: none"> <li>General Onboarding</li> <li>How to Sell/ Selling Basics</li> <li>On-site/ In-Person Education</li> <li>Vendor Trainings</li> <li>Online Education</li> <li>Host-led Webinars or Conference Calls</li> <li>GDS Education</li> <li>Mentorship w/ More Experienced Agent</li> </ul>	<ul style="list-style-type: none"> <li>Generating Leads/ Building a Client Base</li> <li>Marketing</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Group Travel</li> <li>Vendor Seminars</li> <li>Putting Together Tours</li> <li>Service Fees</li> </ul>	If agents wants to familiarize with GDS Travel Leaders Memphis offers education, and encourages any certifications.	N/A
<p><u>Travel Leaders Network Educational Services Dept.</u></p> 	Yes	Yes	Depends on program	At your own pace	<ul style="list-style-type: none"> <li>How to Sell/ Selling Basics</li> <li>Vendor Trainings</li> <li>Online Education</li> <li>Conventions</li> <li>FAM Trips</li> </ul>	<ul style="list-style-type: none"> <li>Generating Leads/ Building a Client Base</li> <li>Marketing</li> <li>Group Travel</li> <li>Social Media</li> <li>Vendor Seminars</li> <li>Putting Together Tours</li> <li>Service Fees</li> </ul>	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.	N/A
<p><u>Travel Planners International</u></p> 	Yes	No	\$395-\$795	At your own pace	<ul style="list-style-type: none"> <li>FAM Trips</li> <li>How to Sell/ Selling Basics</li> <li>On-site/ In-Person Education</li> <li>Online Education, Conventions</li> <li>Seminars at Sea</li> <li>General Onboarding</li> <li>Vendor Trainings, dedicated team internally for new to the biz agents as well as Facebook group support</li> </ul>	<ul style="list-style-type: none"> <li>Marketing</li> <li>Group Travel</li> <li>Collecting Payments (Refunds &amp; Cancellations)</li> <li>Generating Leads/ Building a Client Base</li> <li>Social Media</li> <li>Vendor Seminars</li> <li>Service Fees</li> <li>Putting Together Tours</li> </ul>	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	No	Complimentary. Our specialist classes are between \$39 - \$69	At your own pace	<ul style="list-style-type: none"> <li>• Trainings</li> <li>• Online Education</li> <li>• Host-led Webinars or Conference Calls</li> <li>• Conventions</li> <li>• FAM Trips</li> <li>• Seminars at Sea</li> </ul>	<ul style="list-style-type: none"> <li>• Generating Leads/ Building a Client Base</li> <li>• Marketing</li> <li>• Group Travel</li> <li>• Collecting Payments (Refunds &amp; Cancellations)</li> <li>• Vendor Seminars</li> <li>• Putting Together Tours</li> <li>• Service Fees</li> </ul>	Travel Leaders of Tomorrow and the Travel Institute	N/A
<p>Uniglobe</p> 	Yes	No	\$499.00	6 months	<ul style="list-style-type: none"> <li>• General Onboarding</li> <li>• How to Sell/ Selling Basics</li> <li>• Vendor Trainings</li> <li>• Online Education</li> <li>• Host-led Webinars or Conference Calls</li> <li>• Mentorship from our dedicated coaches</li> </ul>	<ul style="list-style-type: none"> <li>• Generating Leads/ Building a Client Base</li> <li>• Marketing</li> <li>• Social Media</li> <li>• Collecting Payments (Refunds &amp; Cancellations)</li> <li>• Vendor Seminars</li> <li>• Putting Together Tours</li> <li>• Service Fees</li> <li>• Booking tools, insurance, discovering a niche, Group Travel</li> </ul>	Travel agent certifications through the Travel Institute.	<p>Two mentors guide new agents through the first 6 months, including at least 1 weekly call (with each coach) and small group calls.</p> <p>Education is offered and optional for experienced agents.</p>