This is a table of professional development resources for experienced travel agents provided by hosts listed on HostAgencyReviews.com. Hosts included in the table completed an education survey created by Host Agency Reviews. For specific questions about individual host programs, link to the host profile to contact them directly! Read “Travel Agent Training and Education, 2017” for more info on travel agent education resources!

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<tbody>
<tr>
<td>AAARC</td>
<td>Yes</td>
<td>Yes</td>
<td>Included in host fees</td>
<td>N/A</td>
<td>General Onboarding</td>
<td>Generating Leads/ Building a Client Base</td>
<td>Travel Leader Network's Certified Honeymoon &amp; Destination Wedding Specialist, Certified Luxury Specialist, Active &amp; Adventure Specialist and a Certified Leisure Travel Specialist.</td>
<td>AAARC is affiliated with the Travel Leaders Network. AAARC agents can become a Certified Honeymoon &amp; Destination Wedding Specialist, Certified Luxury Specialist, Active &amp; Adventure Specialist and a Certified Leisure Travel Specialist.</td>
</tr>
<tr>
<td>Avoya</td>
<td>Yes</td>
<td>Yes</td>
<td>Included in host fees</td>
<td>Continuously</td>
<td>General Onboarding</td>
<td>Generating Leads/ Building a Client Base</td>
<td>N/A</td>
<td>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.</td>
</tr>
<tr>
<td>Brownell Travel</td>
<td>Yes</td>
<td>No</td>
<td>Varies (~$6,500)</td>
<td>One year mentoring program</td>
<td>General Onboarding</td>
<td>Generating Leads/ Building a Client Base</td>
<td>Varies</td>
<td>We create new education modules on an ongoing basis.</td>
</tr>
<tr>
<td>Capital Area Travel Leaders</td>
<td>Yes</td>
<td>Yes</td>
<td>Varies (~$6,500)</td>
<td>Varies</td>
<td>General Onboarding</td>
<td>Generating Leads/ Building a Client Base</td>
<td>Travel Leaders Network's Travel Leaders of Tomorrow and Learning Management Program, CLIA</td>
<td>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.</td>
</tr>
<tr>
<td>CruiseOne – Dream Vacations</td>
<td>Yes</td>
<td>No</td>
<td>Included in startup fee</td>
<td>(range is $495-$1,195)</td>
<td>General Onboarding</td>
<td>Generating Leads/ Building a Client Base</td>
<td>Industry organizations such as NACTA, ASTA, CLIA</td>
<td>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.</td>
</tr>
<tr>
<td>Cruise Planners — American Express Travel</td>
<td>Yes</td>
<td>No</td>
<td>Included in franchise fee</td>
<td>Every 2 months</td>
<td>General Onboarding</td>
<td>Generating Leads/ Building a Client Base</td>
<td>N/A</td>
<td>N/A</td>
</tr>
</tbody>
</table>
| **CTP Rennert Travel** | **Yes** | **Yes** | **No cost** | **As needed** | - How to Sell/ Selling Basics  
- Vendor Trainings  
- Host-led Webinars or Conference Calls  
- Seminars at Sea  
- FAM Trips  
- 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.** |
| **Dugan’s Travel** | **Yes** | **No** | **Included in startup fees** | **3x/year** | - Host-led Webinars or Conference Calls  
- Vendor Trainings  
- Online Trainings  
- Dugan’s University takes place in various locations throughout the year | **Destination, supplier, and booking engine trainings.** | **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.** |
| **Family Fun Cruises & Tours** | **Yes** | **No** | **$599.99** | **Monthly webinars and/or trade shows** | - 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  
- Generating Leads/ Building a Client Base  
- Marketing  
- Group Travel  
- Collecting Payments (Refunds & Cancellations)  
- Social Media  
- Service Fees  
- Incentives/Gifts | **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.** |
| **Gifted Travel Network** | **Yes** | **Yes** | **Free** | **Weekly** | - 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  
- Generating Leads/ Building a Client Base  
- Marketing  
- Group Travel  
- Collecting Payments (Refunds & Cancellations)  
- Social Media  
- Vendor Seminars  
- Putting Together Tours  
- Service Fees  
- Incentives/Gifts  
- Niche Market Coaching | **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.** |
| **Groupit Travel Host Agency** | **Yes** | **Yes** | **Included in signup fee** | **Weekly** | - 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  
- Niche Market Coaching  
- Generating Leads/ Building a Client Base  
- Marketing  
- Group Travel  
- Collecting Payments (Refunds & Cancellations)  
- Social Media  
- Puting 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.** |
| **Incentive Connection Travel** | **Yes** | **Yes** | **Included in fees** | **At your own pace** | - General Onboarding  
- How to Sell/ Selling Basics  
- Vendor Trainings  
- Online Trainings  
- Conventions  
- Seminars at Sea  
- GDS Education  
- FAM Trips  
- 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** |
| **KHM Travel Group** | **Yes** | **Yes** | **$50-$499** | **Trainings are offered weekly, monthly, and annually** | - General Onboarding  
- How to Sell/ Selling Basics  
- Vendor Trainings  
- Online Trainings  
- Conventions  
- Seminars at Sea  
- GDS Education  
- FAM Trips  
- 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** |
<table>
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<tr>
<th>Company</th>
<th>Availability</th>
<th>Required Monthly Hosting Fee</th>
<th>Onboarding Method</th>
<th>Additional Training</th>
<th>Mentoring Support</th>
<th>Education Options</th>
<th>Special Events</th>
<th>Knowledge Hours</th>
<th>Additional Notes</th>
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<tbody>
<tr>
<td>Magical Moments Vacation</td>
<td>No</td>
<td>No</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>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.</td>
<td>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.</td>
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<tr>
<td>Montecito Village Travel</td>
<td>Yes</td>
<td>Yes</td>
<td>Included with monthly hosting fee</td>
<td>Monthly</td>
<td>How to Sell/ Selling Basics</td>
<td>Generating Leads/ Building a Client Base</td>
<td>Travel Institute program; MVT does not bring on agents who aren’t familiar with the travel industry. Education provided for all new agents to become acclimated with Virtuoso and MVT programs.</td>
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<td>MVT</td>
<td>Yes</td>
<td>No</td>
<td>Included</td>
<td>Continuous</td>
<td>General Onboarding</td>
<td>Generating Leads/ Building a Client Base</td>
<td>- CTC, CLIA, Nexion, Canada offers optional specialist education programs, classroom education programs and seminars, at additional cost.</td>
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<td>Nexion Canada</td>
<td>Yes</td>
<td>No</td>
<td>Included</td>
<td>Daily</td>
<td>General Onboarding</td>
<td>Generating Leads/ Building a Client Base</td>
<td>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.</td>
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<td>Nexion LLC (U.S.)</td>
<td>Yes</td>
<td>Yes</td>
<td>Included in host fees, nominal fee for most in person events</td>
<td>Daily</td>
<td>General Onboarding</td>
<td>Generating Leads/ Building a Client Base</td>
<td>Nexion also provides local networking groups and an online social community.</td>
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<td>Oasis Travel Network</td>
<td>Yes</td>
<td>Yes</td>
<td>Free</td>
<td>Consistent online education, quarterly boot camps, spring regional education, and annual meeting</td>
<td>Daily</td>
<td>General Onboarding</td>
<td>Generating Leads/ Building a Client Base</td>
<td>The agent's personalized website and email and print mail marketing system is included in the cost of our New2Travel program.</td>
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<tr>
<td>Outside Agent Link</td>
<td>Yes</td>
<td>Yes</td>
<td>Free</td>
<td>Unlimited, at agent's convenience</td>
<td>Daily</td>
<td>General Onboarding</td>
<td>Generating Leads/ Building a Client Base</td>
<td>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; 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.</td>
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<tr>
<td>OutsideAgents.com</td>
<td>Yes</td>
<td>Yes</td>
<td>Included in all of our packages ranging from $12/mo to $41/mo</td>
<td>As often as agent wants</td>
<td>General Onboarding</td>
<td>Generating Leads/ Building a Client Base</td>
<td>Vendor education certifications. After completion of these courses, along with a copy of their certificate, agents can update their Agent Profile to reflect “specialist.”</td>
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<tr>
<td>OutsideAgents.com</td>
<td>Yes</td>
<td>Yes</td>
<td>Included in all of our packages ranging from $12/mo to $41/mo</td>
<td>As often as agent wants</td>
<td>General Onboarding</td>
<td>Generating Leads/ Building a Client Base</td>
<td>OutsideAgents.com has a new agent development facility which includes an advanced Learning Management System.</td>
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<td>Travel Planning International</td>
<td>Yes</td>
<td>No</td>
<td>Cost of education is included when they transfer their IATAN or TRUE 4 over to my agent</td>
<td>Daily if required</td>
<td>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</td>
<td>Generating Leads/ Building a Client Base, Marketing, Group Travel, Social Media, Vendor Seminars, Putting Together Tours, Service Fees, Incentives/ Gifts</td>
<td>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.</td>
<td>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.</td>
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<tr>
<td>Travel Gallery</td>
<td>Yes</td>
<td>No</td>
<td>No charge</td>
<td>Depends on approx 6-8 hrs, plus option for continued education in-house webinars</td>
<td>General Onboarding, Vendor Trainings, Online Trainings, Host-led Webinars or Conference Calls, GDS Education</td>
<td>Generating Leads/ Building a Client Base, Marketing, Group Travel, Social Media, Collecting Payments (Refunds &amp; Cancellations), Social Media, Vendor Seminars, Putting Together Tours, Service Fees</td>
<td>Signature Travel Network</td>
<td>N/A</td>
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<tr>
<td>Travel Leaders-Memphis</td>
<td>Yes</td>
<td>No</td>
<td>$99 (cost of annual fee, which does not include E&amp;O insurance or cost of business license)</td>
<td>As needed</td>
<td>General Onboarding, How to Sell/ Selling Basics, Vendor Trainings, Online Trainings, Host-led Webinars or Conference Calls, GDS Education</td>
<td>Marketing, Collecting Payments (Refunds &amp; Cancellations), Group Travel, Vendor Seminars, Putting Together Tours, Service Fees</td>
<td>Travel Leaders–Memphis encourages any certifications. If agents want to familiarize with GDS.</td>
<td>N/A</td>
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<tr>
<td>Travel Leaders Network</td>
<td>Yes</td>
<td>Yes</td>
<td>At your own pace</td>
<td>Weekly</td>
<td>How to Sell/ Selling Basics, Vendor Trainings, Online Education, Conventions, FAM Trips</td>
<td>Generating Leads/ Building a Client Base, Marketing, Group Travel, Social Media, Vendor Seminars, Putting Together Tours, Service Fees</td>
<td>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.</td>
<td>N/A</td>
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<tr>
<td>Educational Services Dept.</td>
<td>Yes</td>
<td>Yes</td>
<td>$79-$99 for in-house education or conference education. All other education is free</td>
<td>Daily online 6x/year in house</td>
<td>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</td>
<td>Generating Leads/ Building a Client Base, Marketing, Group Travel, Collecting Payments (Refunds &amp; Cancellations), Social Media, Vendor Seminars, Putting Together Tours, Service Fees</td>
<td>TPI uses Travel Agent Campus as their third party provider of all “new to the industry” education programs.</td>
<td>N/A</td>
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<tr>
<td>Travel Quest</td>
<td>Yes</td>
<td>Yes</td>
<td>Complimentary. Our specialist classes are between $39-$69</td>
<td>Biannually</td>
<td>Vendor Trainings, Online Trainings, Host-led Webinars or Conference Calls, Conventions, Seminars at Sea, FAM Trips, General Onboarding, How to Sell/ Selling Basics</td>
<td>Generating Leads/ Building a Client Base, Marketing, Group Travel, Collecting Payments (Refunds &amp; Cancellations), Vendor Seminars, Putting Together Tours, Service Fees, Corporate Reporting</td>
<td>Travel Leaders of Tomorrow and the Travel Institute</td>
<td>N/A</td>
<td></td>
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<tr>
<td>Uniglobe</td>
<td>No</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>Travel agent certifications through the Travel Institute.</td>
<td>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.</td>
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</table>