



Earn while you learn...

\$439.99 Set-Up / \$49.99 monthly

- No Travel or Tourism School Experience Necessary
- Full Training Program – Sales, Marketing, Product, Accounting
- Mentorship Program – Hands on Support Staff
- CLIA & IATAN eligibility
- Low Start up Costs
- Low monthly maintenance
- Personal B2C website
- Full Marketing and Accounting Tools
- Access to Discounted Travel Based on Production
- Includes all RTA program benefits
- Includes membership in the Destinations Club

While travel training is continuous and always available, every new ITA has an initial 90-day intensive mentorship period to help them learn all the basics, and get booking and earning quickly. The goal of this program is to help you earn \$5,000 or more in travel commissions within your first 90 days, signifying to the Industry that not only have you learned "how to book", but you have the checks to prove it.

Before any bookings can be made, the following training requirements must be completed*. These include ten (10) Video Tutorial trainings and 2 online Supplier Trainings. These courses are simple, quick, "open-book" and have no time limits. However the faster you complete them, the faster you can begin working towards the goal of earning \$5,000 in the next 90 days.



ITAs COMMISSION SPLITS

- 50% split prior to training completion
- 70% split after training completion
- 80% split after IATAN achievement
- All Service Fees: 50% split
- Destinations Club Points (.2% of base retail)



New Travel Agent's (ITA) Training Requirements:

Video Sales Training

- Getting Started 101
- Acquire New Customers & Keep Them
- Sales & Marketing 101
- The Sales Process
- Customer Relationship Management
- Booking Air
- Booking Hotel & Car
- Booking Vacations
- Booking Cruises
- Booking Groups

TA University Courses

- Vegas Certified – Online
- Your choice of 1 additional course - Online

IATAN Achievement Bonus Program

Complete all trainings and:

- Earn \$5,000 in your first 90 days = \$250 additional cash bonus
- Earn \$5,000 in your first 60 days = \$500 additional cash bonus
- Earn \$5,000 in your first 30 days = \$1000 additional cash bonus

IATAN Achievement Highlights

- Cash Bonuses - up to \$1,000 (first 90 days)
- 80% commission paid on all future bookings
- Monthly ITA business fees waived for 1 year (each year IATAN is achieved)
- IATAN Card issuance - \$5,000 for US and \$10,000 for Canadian Agents
- Special PTN award and recognition on stage at next International Training Event
- VIP Status at next PTN International Training Event - Attend for FREE!!!



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Special Rules and Guidelines

Only retail bookings made will count toward IATAN program qualification. Bookings made from your B2C website will not count. Mentor made 50/50 bookings will not count towards IATAN attainment. IATAN status may be obtained at any time.

Cash bonuses and VIP Event benefit are based on achievement of \$5,000 in personal earnings within 90 day promotional period. Transportation to/from events is responsibility of agent - PTN will cover all registration, accommodations, training fees, taxes. Commissions from personal/same household bookings cannot be more than 15% of total amount for qualification. All bookings must be properly entered into the CRM, with all required documentation.

*Any bookings needing to be made prior to completion of the ITA training requirements will be made by the "mentor" under the RTA 50/50 split guidelines.

*Canadian Residents of Ontario must also complete and pass the TICO course and exam.