



**I THINK I WANT
TO BE A TRAVEL
AGENT**

I Want To Be A Travel Agent

M Mark



I Want To Be A Travel Agent:

How to Become a Travel Agent Andrea Balch, Embark on a transformative journey to becoming a skilled travel agent with *How to Become a Travel Agent*. This comprehensive e book will guide you to unlock the secrets of the travel industry and turn your wanderlust into a flourishing career. Dive into a treasure trove of knowledge of invaluable tips and guidance. From understanding the essentials of cultivating a network of industry connections. Whether you dream of curating breathtaking adventures, designing tailor made experiences or simply helping others explore the world. *How to Become a Travel Agent* equips you with the tools to know what you might be embarking on and if it is for you. Unleash your passion for travel and embark on a rewarding career where you can turn dreams into reality. Ideal for aspiring travel agents, travel enthusiasts and anyone seeking a fulfilling and lucrative profession, this e book will show you the world in the areas of the travel agent and how to navigate the exciting world of travel and create unforgettable memories for your clients. Don't just dream of a life filled with wanderlust, make it your reality with *How to Become a Travel Agent*. Start your journey today and let your love for travel take flight.

Become a Travel Agent in 2022! Lia Vincent, 2022-06-14. Become a travel agent and Combine Your Passion For Travel With A Purpose For Building A Business. Vincent Vacations is an award winning travel agency. We have a storefront location in Oklahoma City, Oklahoma, with a great in office staff and a team of over 100 independent travel advisors who work all across the country. A big misconception in the travel industry is someone has to be certified or go to school to become a travel agent. You don't technically need either to become a travel agent. You just need a travel agency to allow you to sign up and use their credentials to sell travel. Here is where I say BUT do you want to work with a travel agency that accepts everyone with 0 qualification requirements? I don't want to talk bad about these agencies but in my opinion it really waters down the agency community. It creates poorly trained or not trained at all travel agents out in the communities we live in that use our designation as travel agent. That for example, I have sat next to people on a plane and they respond cautiously. But are you a REAL travel agent? I know exactly what they are talking about. I am going to go into detail on how to become a REAL travel agent and how to be successful in my opinion. This is how I run my travel agency. We have quickly risen to the top. We are recognized by companies such as Disney Destinations, American Airlines Vacations, Apple Leisure Group, Delta Vacations and more as a top travel agency in the United States.

1. Find an agency that will mentor you. At Vincent Vacations we train people that have never been in the travel industry before. I will say there is a lot of misunderstanding in what we do. A lot of people think that because they can navigate Expedia then they too can be a travel agent. This is not the case. Once a client has gotten to the point of selecting where they want to go, what hotel they want and what dates, putting in the names and birthdates of the travelers is the easy part. It's something most middle school kids could do. The hard part is helping them select the resort or hotel, helping them navigate the cruise options or what they should do while at Walt Disney World to know how many days to book. It's building a rapport with the client so they trust and value your opinion on all of these things.

There is too much information out there and people come to a travel agent to help them narrow down their search Finding an agency that values training and knowledge is KEY We train in groups We do an introductory 3 day training with business development managers from hoteliers and cruise lines so the newbies as we call them can hear the passion and information from the sales reps we work closely with Another benefit I see with the group trainings you start to build relationships with the other agents They are learning things for the first time just like you Everyone will likely have the same questions and be at the same stage for at least the first little bit You start to build this in the training so the group training is non negotiable for me I do get a lot of requests to just watch the recorded trainings or sign up without it but then this start of community would be lost This industry is made up of 2 different types of travel agents A brick and mortar agent who works full time in an office and an independent contractor IC The independent contractors don't have the benefit of working in an office The idea of the office where you can quickly bounce ideas off each other and learn from each other At Vincent Vacations our IC team is a community As part of how the agency mentors our team we are big on this community with helping each other We do a weekly team meeting via ZOOM team building activities a yearly retreat awards party FAM trips I'll talk more about FAMs in another section and we have a private Facebook group where everyone can utilize to brainstorm

2 Travel where you sell and share your experience This can be an expensive job at first I joke with some of the agents to see what their spouses think of their new job It can be difficult at first but it's so important We are a traveling agency I put a lot of emphasis on this and when sales reps come to me and say how can we get more business I am always saying Take us on a FAM A FAM is a Familiarization trip It is when travel agents travel together to tour hotels or resorts or experience a destination A FAM trip can be a short weekend trip to Mexico where you see 15 hotels in 3 days or a tour of Italy There's not really a specific category but they are so important When you meet someone and you can speak confidently about a destination it can be a game changer on closing a sale I was just in Cancun and I would love to tell you about the airport experience and my top 3 hotels I think you would love when we are working on your trip Do FAM trips cost money Most of them yes they do They are typically very discounted They are a lot of work I have never been so tired than on a FAM trip where we went from hotel to hotel in the heat seeing every room category We started taking pictures of the name of the hotel so we could wrap our brain around which pictures are which When you're done you're always so glad you went You make new friends build relationships with the hoteliers and gain so much knowledge Share your pictures on social media Save some Share a little at a time Create albums of your FAMs so you don't forget and it can become such a resource You will be glad you did

3 Maximize Social Media Someone recently asked in a social media group I am in if I let my clients be my friend on social media My answer without hesitating is YES If you want to be successful the quickest path and least expensive path is through social media Picture this you book someone a trip to Mexico You're new and inexperienced You might not have shined during the booking process but you did a fine job Will the client remember to call you in a couple years when they are ready for their next trip

IFFY If you re connected on social media will they YES Of course not guaranteed but think about it They start to feel like they know you They see you traveling for your job as an agent They see you posting reviews of hotels other client experiences and treating it as a profession We also encourage all of our team to build a Facebook group This is where they can put together travel inspiration and example trips we provide the content to our team for a lot of this people can ask questions and you can run it like a business Agents with a travel focused Facebook group consistently sell more travel than those who don t have one The ones with 2 3k people in their groups have more business than they know what to do with This only works if you treat social media as a business What image do you want to portray Keep social media positive Keep it lighthearted Post funny pictures of your kids your weekend cooking venture and your travels Do not post your family drama Do not post politics Politics is sure to alienate half of your audience Be intentional Who do you admire on social media Why do you admire them Is it because they complain post low quality photos and rant nonstop Of course not Everyone on your social media is either a client or a potential client Once you emerge yourself into this thought process you will see an uptick in business 4 Join a Referral Group Referral groups can be so helpful when you immerse yourself and use it to your advantage This is where you will refer other members of the group to their businesses and they will return the favor It s a great way to expand your network outside of what you already have If you don t know of any this is a great time to start one This way you can set the rules and expectations 5 Never stop training This is huge This job is fluid Everything is always changing There s always a new policy or even a new destination to learn about There are conferences that will help you focus on your niche and become an expert For example if your focus is romance travel then conferences like Love Mexico or Romance Travel Forum should be on your priority list There are cruise conferences like Cruise World or RiverView Conference if you want to focus specifically on River Cruises The training is as important as networking at these events This is where you will meet other agents that also have this focus Agents with a core group of agents that they can bounce ideas off of are much more successful than those who isolate themselves Becoming a travel agent has blessed me and my family so much After the pandemic we joke that it s not for the faint of heart but as travel returns I have seen the need for professional travel agents more and more The value has been shown over and over and it s a profession not going away We are here to stay **I Want to be a Travel Agent**

Eugene H. Baker,1976-01-01 Simple text describes the duties of a travel agent **Travel agents, Los Angeles, Calif., August 14, 1965, Washington, D.C., August 27 and 30, 1965, and June 2, 1966, Chicago, Ill., April 22, 1966, viii, 159-410, App. 99-351 p** United States. Congress. House. Select Committee on Small Business. Subcommittee No. 4 on Distribution Problems,United States. Congress. House. Select Committee on Small Business. Subcommittee on Government Procurement,1966 V 1 Considers problems of regulating small businesses engaged in air transportation industry including freight forwarders and helicopter operations Aug 13 hearing was held in Los Angeles Calif v 2 Continuation of hearings on relationship between small businesses and the air transportation industry Considers the complaints of travel agents against

air carriers Aug 14 hearing was held in Los Angeles Calif Apr 22 hearing was held in Chicago Ill *How to Become a Travel Agent* Lee Mears,2012-01-29 Have you ever wanted your own travel agency Well you can and it is a lot easier than you think to have a successful travel agency It is just a question of knowing how to start and make it grow The travel industry is a billion dollar business market and with your own successful travel agency you can make a significant difference to your personal finances and lifestyle You ll love working for yourself as a travel agent You will discover a great deal of pleasure and satisfaction when you provide people with their dream holiday family reunion or romantic weekend away You ll experience the gratitude you will receive from clients when they return from their vacation and compliment you on the excellent advice you had given them So how do you go about starting up your own travel agency Well this new book shows you exactly how to start up run and earn an income from your own travel business And the beauty of all this is you can do it right from your own home if you want I know it sounds too good to be true but with the information in this book all the hard work has already been done for you so that you can quickly have you own travel agency up and running in a very short time The book contains information such as raising the finance you need the software you need to run the business employing staff marketing your business via both offline and online marketing principles There are people like you opening up new businesses everyday but not all of them will have the head start you will if you purchase this new book on becoming a travel agent So what are you waiting for The small investment you make in this new book could totally change your life forever **Career Opportunities in Travel and Hospitality** Jennifer Bobrow Burns,2010 Whether you want to spend your days outside leading tours or in the kitchen preparing delicious meals for customers the travel and hospitality industries offer a diverse array of career opportunities *Agency Hearings* United States. Congress. House. Committee on Interstate and Foreign Commerce,1967 **Tourism Management in Southern Africa** ,2003 *Billboard* ,2004-08-28 In its 114th year Billboard remains the world s premier weekly music publication and a diverse digital events brand content and data licensing platform Billboard publishes the most trusted charts and offers unrivaled reporting about the latest music video gaming media digital and mobile entertainment issues and trends *One-bank Holding Company Legislation of 1970: May 12, 14, 15, 18, 19, 20, 21, and 22, 1970* United States. Congress. Senate. Committee on Banking and Currency,1970 **Airline Competition** United States. Congress. Senate. Committee on Appropriations. Subcommittee on Transportation and Related Agencies,1999 **General Government Matters, Department of Commerce, and Related Agencies Appropriations for 1962** United States. Congress. House. Committee on Appropriations. Subcommittee on General Government Matters, Department of Commerce, and Related Agencies,1961 **General Government Matters, Department of Commerce, and Related Agencies Appropriations for 1962** United States. Congress. House. Committee on Appropriations,1961 **One-bank Holding Company Legislation of 1970** United States. Congress. Senate. Committee on Banking and Currency,1970 *Reports and Documents* United States. Congress,1966 **Report** United States. Congress. House, Aviation and the

Internet United States. Congress. Senate. Committee on Commerce, Science, and Transportation, 2003 **The Tourism System** Robert Christie Mill, Alastair M. Morrison, 2002 This undergraduate text introduces the tourism industry with sections on planning developing and controlling tourism destinations tourism marketing and promotion factors influencing the tourism market and the characteristics of travel Learning features include objectives chapter overviews and summaries plus a glossary Mill teaches in the **Competition in the Airline Industry and S. 2312, the Airline Competition Enhancement Act of 1992** United States. Congress. Senate. Committee on Commerce, Science, and Transportation. Subcommittee on Aviation, 1993 Regulations of Various Federal Regulatory Agencies and Their Effect on Small Business United States. Congress. House. Committee on Small Business. Subcommittee on Activities of Regulatory Agencies, 1975

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