

How to Start a HOME BASED TRAVEL AGENCY



Tom, Joanie and Andy Ogg

How To Start A Home Based Travel Agency Paperback

Paul Edwards, Sarah Edwards

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How to Start a Home Based Travel Agency MCC Joanie Ogg Ctc, Tom Ogg, 2013-04-18 How to Start a Home Based Travel Agency is written for people looking for a complete reference on every aspect of starting a home base travel business The book focuses on developing a business concept and executing a flawless start up process Some of the major topics include Developing a Business Concept Building a Business Plan Starting Your Home Based Travel Business Setting Up Your Books Selecting a Host Travel Agency Establishing Your Agency Relationship with Supplier Setting Up Your Supplier Files Travel Advertising Travel Marketing Your Newsletter Travel Promotions Your Web Presence Developing Your Professional Knowledge and Skills Legal Issues for Home Based Travel Agents The Benefits of Being a Home Based Travel Agent and much much more First written in 1998 the 2013 edition has been rewritten and is completely up to date If you are starting a home based travel agency this book will not only expedite the process but will eliminate all of the common mistakes and misunderstandings about launching your business How to Start a Home Based Travel Agency Tom Ogg, Joanie Ogg, 2017-08-16 How to Start a Home Based Travel Agency is written for people looking for a complete reference on every aspect of starting a home base travel business. The book focuses on developing a business concept and executing a flawless start up process Some of the major topics include Developing a Business Concept Building a Business Plan Starting Your Home Based Travel Business Setting Up Your Books Selecting a Host Travel Agency Establishing Your Agency Relationship with Supplier Setting Up Your Supplier Files Travel Advertising Travel Marketing Your Newsletter Travel Promotions Your Web Presence Developing Your Professional Knowledge and Skills Legal Issues for Home Based Travel Agents The Benefits of Being a Home Based Travel Agent and much much more First written in 1998 the 2017 edition has been rewritten and is completely up to date If you are starting a home based travel agency this book will not only expedite the process but will eliminate all of the common mistakes and misunderstandings about launching your business How to Start a Home **Based Travel Agency** Tom Ogg, Joanie Ogg, 2001 How to Start a Home Based Travel Agency Workbook Tom Ogg, Andy Ogg, Joanie Ogg, M Joanie Ogg Ctc, 2017-11-21 This is a companion workbook for the 2017 edition of How To Start a Home Based Travel Agency that will provide everything necessary for the reader to start their business It will result in a formidable business plan and operating budget and eliminate unnecessary steps and expenditures If the reader has committed to start their travel business this workbook is invaluable How to Start a Home Based Travel Agency Workbook Tom Ogg, M. Joanie Ogg Ctc, 2013-07-01 This is a companion workbook for How To Start a Home Based Travel Agency that will provide everything necessary for the reader to start their business It will result in a formidable business plan and operating budget and eliminate unnecessary steps and expenditures If the reader has committed to start their travel business this workbook is invaluable How to Start a Home Based Travel Agency Joanie Ogg, Andy Ogg, Tom Ogg, 2020-02-03 Empowering Individuals to Start and Succeed as a Home Based Travel Agent for over 25 years How to Start a Home Based Travel Agency

was the very first book written about this exploding business opportunity that has evolved in the travel industry over the past decades First written in 1994 the book was considered on the fringe of the industry Today the book is distributed by the most professional and astute travel organizations in existence and is considered a must read for anyone looking to start a successful Travel Business It is written with only one purpose to help you start your Home Based Travel Business with a minimum of outlay and maximum return for your investment of time and money Nothing is left to the imagination as every detail of the start up process is disclosed in great detail Chapter Outline Chapter 1 The Travel Industry Opportunity of the 21st Century Chapter 2 A Brief History of Travel Retailing Chapter 3 Transition from Storefront to Home Based Travel Agencies Chapter 4 Evolution of the True Independent Contractor Chapter 5 Developing a Business Concept Chapter 6 Developing a Business Plan Chapter 7 Starting a Home Based Travel Business Chapter 8 Setting up your Books Chapter 9 Your Home Office for the 21st Century Chapter 10 Your Home Office Computer Network and More Chapter 11 Selecting your Host Agency Chapter 12 Establishing your Agency Relationship with Suppliers Chapter 13 Travel Reservations and Reference Resources Chapter 14 Setting up your Supplier Files Chapter 15 Developing your Marketing Plan Chapter 16 Creating a Print and Digital Marketing Strategy Chapter 17 Using Direct Mail Chapter 18 Travel Advertising Chapter 19 Travel Promotion Chapter 20 Cold Calls Canvasing and Telemarketing Chapter 21 Travel Marketing Techniques for the 21st Century Chapter 22 The Internet and the Travel industry Chapter 23 Organizing your Marketing Files Chapter 24 Developing your Knowledge and Skills Chapter 25 Legal Issues and Protecting your Business Chapter 26 Home Based Travel Agent Benefits Chapter 27 Tax Benefits for Home Based Travel Agents Chapter 28 Getting Connected to the Travel Industry Chapter 29 Travel Professional Community Chapter 30 Where do I go From Here There is so much to learn as an entrepreneur in the travel industry It's not just about booking travel It's also about launching your own business and setting it up for success That is why How to Start a Home Based Travel Agency is such a critical resource for those new to the industry or making a move to an independent contractor status It is filled with practical tips and real world advice that can be applied immediately We value this textbook so highly that we include it in our entry level program curriculum the TRIPKit Guida Botelho CTIE Director of Education for The Travel Institute About the Authors The Ogg Family has a cumulative tenure in the travel industry of over 100 years Their experience and understanding of the Home Based Travel Agency opportunity combined with their enthusiastic entrepreneurial spirit make this title a must read for those looking to either start a home based travel business or to further their success as a Travel Professional To Access More Tools to help you get started as a Home Based Travel Agent visit www HomeBasedTravelAgent com Start Your Own Travel Business The Staff of Entrepreneur Media, Rich Mintzer, 2012-02-01 Pack Your Bags Full of Profits At over a billion dollars the travel industry is evolving creating new trends and new opportunities for eager entrepreneurs like you Our experts take you step by step as you embark on your most exciting adventure starting a business Discover success as an independent travel or specialty tour

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