

INDUSTRY NEWS

TRAVEL PLANNERS INTERNATIONAL GROWS AS A HOST TRAVEL AGENCY

Travel Planners International (TPI) is a Host Agency supporting professional outside sales agents, independent contractors, and retail travel agencies. Says Ken Gagliano, president, "As an approved host agency for NACTA (National Association of Commissioned Travel Agents) and OSSN (Outside Sales Support Network), we have supported professional outside sales agents and independent contractors for over 14 years and are members of ASTA, CLIA, ARC, and IATA." TPI recently moved into new offices with two T-1 telephone lines giving them the capabilities to host their agent's websites, and give their agents free email addresses. TPI pays its agents 70 percent commission based on its negotiated overrides on all travel sold, including service fees. "We get 16 percent on Carnival, Royal Caribbean and Celebrity," adds Mr. Gagliano. For example, for a \$2,000 cruise

at 16 percent, the agent would earn \$224 (\$2000 x 16 percent = \$320 x 70 percent = \$224.) TPI has a no startup fee for experienced agents. TPI charges an annual participation fee of \$169, which includes: \$1,000,000 professional liability insurance; unlimited calls to its after-hours reservation center; unlimited calls to its after-hours reservation center for the agent's clients; and unlimited toll-free 800 calls to its Travel Planners International 7-day HelpDesk.

Travel Planners International, 800-631-3636, Fax 407-834-3602

VACATION.COM'S PROMO CALLED A SUCCESS






Vacation.Com and MasterCard International have just completed the first phase of Prompt & Win, a promotion resulting in a response rate of 97 percent. The Prompt & Win promotion was orchestrated to drive incremental sales volume to MasterCard, as well as build brand recognition and rapport among member travel

agents. The program provides all participating agents with a chance to win a \$25 MasterCard Gift Card instantly, while automatically entering their agency into a monthly drawing for \$500. To date, monthly grand prizes of \$500 have been awarded to Durney Travel Agency (Aberdeen, WA) and Nejaime's VIP Travel (Stockbridge, MA). The promotion runs through the rest of 2002. Vacation.Com is a travel services marketing company currently serving a network of more than 9,000 travel agency locations across the U.S. and Canada. Its membership network is focused on leisure travel distribution, accounting for approximately 33 percent of all travel agencies in North America. With more than \$25 billion in annual sales, Vacation.Com - Powered By Real Travel Agents - is a subsidiary of Amadeus Global Travel Distribution and maintains its headquarters in Alexandria, VA and a Toronto office serving its member agents in Canada.

Vacation.Com, 800-843-0733

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