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HOT takeover major catalyst for TravelManagers growth

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A growth factor of more than 40 per cent in the four months since being acquired by House of Travel has culminated in TravelManagers signing its 100th Personal Travel Manager this week.

House of Travel Executive General Manager – Retail, Mandy Scotney said the signing of Sarah Tilley in Tasmania represents a significant milestone for TravelManagers since its acquisition last December.

“This rapid increase in Personal Travel Manager numbers is the result of a great model, a market leading proposition, combined with the added benefits House of Travel is in the process of delivering and continues to develop

“The HOT brand is well known to the industry on both sides of the Tasman and recognised for its market leading technology, innovation, leadership and partnership capability.

“All of this has proven hugely influential for consultants attracted by the TravelManagers model and the enormous benefits it provides them.

Scotney commented that since the HOT acquisition of TravelManagers, enquiries to join have more than doubled.

“These enquiries are coming from a diverse range of skilled individuals within the travel industry including corporate, high-end leisure, and specialist operators.

“Likewise the support of our industry partners and suppliers has escalated in tandem with HOT’s involvement and TravelManagers accelerated growth.”

This, she said, was further evidenced by an announcement last week outlining a forthcoming series of exclusive destination and product familiarisations for TravelManagers’ Personal Travel Managers to the Pacific and Hong Kong.

Citing a recently conducted TravelManagers business survey, Ms Scotney said more than 50 per cent of Personal Travel Managers polled indicated that the flexibility the model offered them was a strong motivator in their decision to join.

“When it came to the final decision, two key drivers emerged - that the TravelManagers model was designed specifically for the Australian market with booking and accounting processes developed to cater to local market conditions and the fact that TravelManagers offers the strongest earning potential of any other similar company.

“The results speak for themselves – our 100 Personal Travel Managers love their ability to balance work with lifestyle, earning potential and financial security.”

Reaching the 100th Personal Travel Manager mark, Scotney said, represents a momentous benchmark and with more consultants coming on line everyday, TravelManagers’ growth is set to continue.

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