



TRAVELMANAGERS

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TravelManagers Australia - The secure way to be your boss

Wednesday, 23 July 2008

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Have you ever considered working for yourself and possibly buying or starting up your own travel agency? Like any business, operating a travel agency can be a complicated and expensive business especially given the rules and regulations pertaining to both legislative and financial compliance and their associated costs. A few include licensing requirements, TCF participation and IATA accreditation which often require the provision of a financial bond or guarantee and the setting up of a dedicated account for client funds. In fact, it is claimed by many potential new entrants to the industry that travel agency businesses are one of the most regulated in the country.

While many travel consultants believe that their salaries do not fairly reflect their skills and experience they feel they lack the necessary capital and are daunted by the above mentioned red tape to start their own business .

A business model with real appeal, which is hotting up is that mirrored by specialist company TravelManagers Australia.

How does it work and what are the differences between traditional consulting and working as a personal travel manager? We asked Mandy Scotney executive general manager for House of Travel retail.

“The technology which TravelManagers provides plays a large part in ensuring someone can consult in the way they like too. What it does offer which is different is flexibility around the working place and hours and most importantly the earning potential.

These of course are related to your personal drive, ambition and commitment, which makes the satisfaction even greater because whatever you put in you will personally receive.”

Scotney describes it as being a representative of TravelManagers Australia.

“You consult to your clients and both you and clients benefit from the in-house systems and procedures that have been developed to process bookings, payments and documentation on behalf of both your clients and TravelManagers Australia’s suppliers. “

As with the traditional bricks and mortar travel agency model you are the personal intermediary between the client and the various providers of the different services they purchase. Payment is made to TravelManagers Australia who in turn pays each individual supplier directly. As such it is TravelManagers Australia’s responsibility to comply with TCF, licensing and client accounting issues. This allows you to focus on what you do best i.e. servicing the clients’ travel requirements and ensuring their satisfaction.

So how is this different to being employed and working in a traditional travel agency environment?

“Initially your income will be commensurate with the revenue your skills and consulting professionalism generate. This, in the case of an experienced travel professional, particularly if they have their own established client database, will be significantly more than what the large majority of travel consultants and many agency managers are earning right now.”

However Scotney emphasises, as outlined in a recent travel agency salary survey published in a respected industry paper, it is the quality-of-life, flexible hours, the avoidance of commuting and the greater control over one’s destiny, which most office-based consultants and agency managers covet.

“It is this freedom to choose in consultation with your clients when and where you work. This is what our personal travel managers are attracted to. Modern customised technology supports this flexibility and ensures that statutory business requirements are strictly adhered to.”

On top of that there is the back up and reassurance that comes with being linked with a big name. TravelManagers Australia is responsible to you as the personal travel manager, the client, the client’ service providers, the State licensing authorities and the TCF for ensuring the timely and accurate

finalisation of payment and the passenger's receipt of tickets and other documentation.

TravelManagers Australia, through its ownership by House of Travel, claims it offers the security of working in partnership with one of Australasia's major travel organisations while providing the industry's most comprehensive personal consulting package.

"We can ensure you are professionally equipped to efficiently service your clients and sell with confidence. Nobody else has such an all-encompassing offering or the depth and quality of easily accessed community knowledge and central administration support covering all aspects of the travel agency business.

TravelManagers Australia delivers the best rewards for your expertise and commitment while providing excellent supplier arrangements and allowing you the flexibility to work to the mutual convenience of you, your family and your clients."

CONTACT

Tel: 1800 019 599 Email: info@travelmanagers.com.au

www.travelmanagers.com.au/tm_application.asp

ABN: 35 113 085 626 Licences No's: NSW 2TA5758, QLD 3168806, SA TTA198473,
TAS TAS158, VIC 32695, WA 9TA1394