



TRAVELMANAGERS

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TravelManagers Expanding its Home-Based Personal Travel Manager Model

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Travel managers is keen to ensure the industry is aware of their desire to expand their operations across all Australian states. Chief executive officer of TravelManagers, Joe Araullo says a large part of the success of their expansion to date has been referral based.

"The majority of recruits have come as a result of referrals from our established personal travel managers. There is no doubt this has come about as a result of their acknowledgement that they are with the best firm when it comes to personal travel managers."

Mr. Araullo says the support the company provides them in all aspects of their role, whether it is servicing existing clients or generating new client inquiries and the emphasis placed on technology is crucial to this endorsement.

"We want to provide our personal travel managers with the very best in technology, marketing, training and support. Our growth figures month on month are indicating we have the mix right and now it is time to press ahead more resolutely with expanding."

TravelManagers' IT director Matthew Harris says technology is pivotal for a personal travel manager's success.



"Our technology is state-of-the-art. We provide our new personal travel managers with a choice of using their own existing computer or assisting them to purchase a new one. With our guidance and support not only do we save them time and money, it allows them to get up to speed quickly."

Mr. Harris says each new personal travel manager's computer is loaded with the appropriate software that TravelManagers' former travel agency owner/managers and senior travel consultants need in order to serve their clients. However, they are also able to take advantage of all TravelManagers' resources including linking up electronically with the other personal travel managers across our national network.

"Social networking is part of everyday life so there is no reason why it shouldn't work from a business perspective and our personal travel managers take advantage of the myriad of opportunities presented by this medium".

Mr. Araullo says TravelManagers is committed to supporting its personal travel managers through all members of its team at the national partnership office which comprises experienced managers and support staff.

"All of our team are experts in their respective fields which is a significant factor in TravelManagers' growth. Computers and top-of-the-line technology are just one component in our program, that we believe ranks as one of the most extensive in the industry."

TravelManagers say a checklist of partnership features can be viewed at www.join.travelmanagers.com.au and that this demonstrates why TravelManagers is the smarter choice for home-based travel professionals.

For a confidential discussion regarding becoming a personal travel manager contact Aaron Stinson, recruitment manager, at: aarons@travelmanagers.com.au or 1800 019 599.

CONTACT

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<http://join.travelmanagers.com.au/>

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