



# TRAVELMANAGERS

personally yours

## TravelManagers Best Month Ever

Wednesday, 13 May 2009

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TravelManagers total sales for April 2009 were their highest on record and while chief executive officer, Joe Araullo says he is rapt with the result it's not total sales figure he is focusing on.

"The reality is we are an expanding and growing company. Every week we are talking to more personal travel managers to be part of our network which is hugely exciting but it also means, of course, total sales will naturally be increasing."

Mr. Araullo says his real weekly interest focuses on the average volume of sales per personal travel manager across the TravelManagers network.

"The fact that the third week of April saw TravelManagers achieve its highest level of average weekly sales across all of our personal travel managers is much more significant and something I am very excited about."

Mr. Araullo says it represents incremental growth which is where the true future success of an organisation lies.

"This type of financial result shows the high caliber of personal travel manager we have. It shows that not only are our well establish personal travel managers continuing to grow and expand their businesses but that the large majority of our latest members are delivering from day one, now that is impressive and they deserve this accolade."

"TravelManagers network wide commission levels have also been consistently increasing and are another compelling performance measurement. When comparing April 2009 to April 2008 our margin grew by one and a half percent, which is significant, especially given the economy."

TravelManagers has always prided itself on the level of support and back-up they provide their personal travel managers as one of their differentiators.

"There is no doubt a solid induction to the business, the best technology and staff whose role is specifically to support our personal travel managers is going to result in constantly improving productivity. The fact we have just recorded our highest level of average weekly sales across our entire network, tells me it is working."

Mr. Araullo says being a new personal travel manager yet to establish their own network of customers can be daunting and a stumbling block to someone looking at the personal travel manager role.

"We work hard on providing strong marketing and business advice which helps with lead generating and establishing a professional reputation in the market. This financial result shows our latest recruits are getting the right support and combined with their attitude, passion and energy, they are hitting the ground running."



## CONTACT

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