

# CORPORATE FACT SHEET

## 1. Your business, your hours

Your franchise is your business, so you have complete control over your working day. You choose when you start work and when you clock off. All we ask is that you work a minimum of 37.5 hours, and that being a Travel Counsellor is your only source of income.

## 2. Be part of a global community of high-flyers

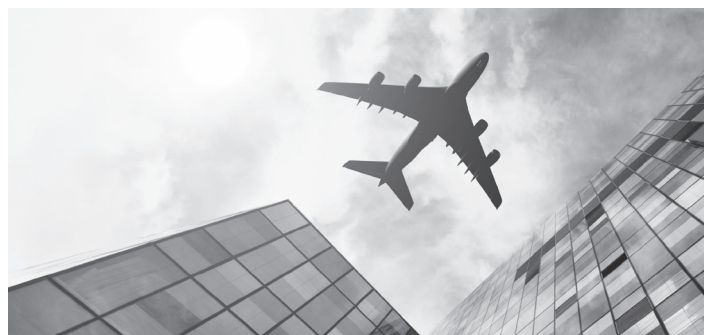
Even though you may be based in a home office, you're a member of a global network of professionals. Your corporate business development executive will help with daily commercial needs, and you'll network with fellow Business Travel Counsellors too.

## 3. Access unlimited resources, training and business development support

There's no charge for assistance from our dedicated corporate travel team. From ticketing support to promotional literature to building a client base, they guide you every step of the way.

## 4. Support to win new business

You'll receive thorough training in how to win new business and keep building your client base. Our corporate business development team work with you to perfect your sales call technique, show you how to use social media for lead generation, and how to network successfully. They'll help you to put presentations together and prepare proposal documentation, as well as assisting with client visits if you so wish.



## 5. Earn 60% commission, with no cap on earnings

You retain 60% of all profits made from bookings, and your earnings are unlimited. You will be assisted in techniques for winning new business. In the first year your earnings will be boosted if you can bring contacts you bring with you. As part of the initial planning process a personal business plan will help you to plan your finances and meet your targets

## 6. Use cutting-edge technology

Travel Counsellors is a business continually investing in technology. As a Corporate Travel Counsellor, you can have access to Galileo, Webex, our in-house booking system (Phenix), and a full suite of reporting tools.

## 7. Access our full inventory

Our buying power across seven countries means you can obtain competitive fares from all suppliers. This includes BA Bespoke fares, Consol, Cat 35 and IT fares.

## 8. Pay for your corporate franchise on a monthly basis

We charge an initial start-up fee of £295 (+VAT) which covers your training and equipment. You're provided with everything you need to run your business from home, including a Dell Latitude E5570 laptop or desktop computer, printer and webcam.

Your monthly business costs are: £20 (+VAT) line rental (plus call charges); £7 personal indemnity insurance; £40 (+VAT) monthly admin fee.



Take your business to the next level with Travel Counsellors.

Call: 0808 2312879

visit: [www.travelcounsellors.com/careers](http://www.travelcounsellors.com/careers)

travel counsellors



*With us...it's personal*