

SCULLY TRAVEL GROUP

CONCIERGE NETWORK



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SCULLY TRAVEL GROUP

CONCIERGE NETWORK

We attract successful, fun energetic leaders
who want to succeed
COME JOIN US!

Travel – River cruising, adventure trips, unique weddings to exotic destinations, all sounds wonderful. How about planning a multi-generational family African Safari or a genealogy group ancestry visit back to the towns and castles of Ireland. Image creating these WOW vacation experiences and getting paid to do this? We can show you how if this your passion and you have the willingness to learn.

- As a new travel concierge, unexperienced in the “ways” of travel, [Scully Travel Group, Concierge Network](#) will show you the business of selling travel. How to earn a living and travel, world-wide, in an amazing and fun business.
- Or, are you an experienced agent and looking for a place to “land” please give us a call. We have many former agency owners, who just wanted to sell travel in a secure agency. Scully Travel was the place where they felt the most comfortable. We are a family owned business, with an eye for detail.

Training – will be provided by successful, experienced and passionate travel executives

Benefits – that will allow you to finally experience the joys of travel and have the time and flexibility to set your own hours, all while learning and enhancing your skills

Ability to earn is endless – your earning potential is based on how much you are willing to put it



ABOUT US

Scully Travel Group

- Scully Travel Group has been providing clients with superior service since 1988.
- We offer our expertise and knowledge to insure our clients make informative and intelligent decisions regarding the many travel options that are available today.
- As a full-service agency, we have thrived over the years always keeping our customers, agents and Professional Concierges happy.
- We offer a small, secure, yet highly competitive environment. You are part of an elite travel consortia, providing all of the programs, products and services that allow you to stand apart from the thousands of "agents" in the business. Bigger is not always better!
- We are here to support you and will help you design the travel business of your dreams. We understand what it means to run a business, have a family and be successful.
- *Our goal is to help you drive sales, grow your business and promote you and your brand. We want YOU to succeed, but most of all be happy with us. We are your partner, we are here for you, we want you to thrive and grow your business.*



Since 2001 Scully Travel has had Independent Contractors selling travel. The world of travel is growing and the demand to provide expertise has too. Being an Independent contractor is one of the best ways to achieve a growing demand.

Here is what some of our Concierges say

"I have been with Scully Travel for over 10 years and I would not go anyplace else. Dan offers an environment that allows me to be competitive with my customer, make money and I am always learning by traveling. I have the best life!"
Anne S.

I thoroughly enjoy working at Scully Travel, we have an amazing group of agents with very diverse knowledge of the travel industry. Dan and Bob are supportive which creates a very pleasant environment to work in. I would not work for anyone else. Val A.

Our Successful Concierges come from all type of backgrounds –

If you are a

- ✓ Stay at home Mom
- ✓ Recently Retired
- ✓ Just Graduated
- ✓ Want a new career
- ✓ Hate your job
- ✓ Always thought about selling travel
- ✓ Want to love your job, make money and get to travel extensively

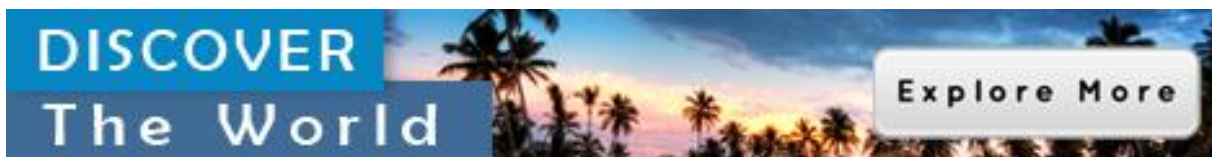
Scully Travel Group, Concierge Network is here for you!

Earnings

- Receive up to 90% commission
- Additional income for IC's that sell under you
- Revenue streams with groups/affinity/branding and we show you how

Worldwide Travel Discounts and Educational Support

- Enjoy Travel discounts from participating Cruise lines
 - Like Royal Caribbean, NCL, Oceania, Viking, Windstar, and more
- Enjoy Travel discounts from participating tour operators and escorted tours
 - Like CIE, Classic Vacations, Globus Family of Brands and more
- Enjoy discounted worldwide major hotel chain travel agent rates
 - Like Starwood Hotels, Fairmont, Hilton and more
- Enjoy opportunities to participate in Familiarization, "FAM", trips with various tour operators worldwide
- Enjoy sales conferences and workshops from industry leaders
- Enjoy various cruise ship inspections for various cruise lines
- Enjoy wholesaler/vendor functions designed to introduce destination and properties to the industry
- Enjoy the Scully Travel Conference and FAM for all agents and IC's – TBA
- All designed to support your efforts to sell





Scully Travel Group Concierge Network

Credentials and Support

- Introduction Training and new agent Training – *Included*
- Live with actual one on one person – *included*
- Laser Focus and Group Training – *Included*
- Scully Travel Group Concierge-ID – IATA* or CLIA – *Included*
- Personal email address – *Included*
- 100 Scully Travel Group Business cards – *Included*
- Webmail access to email and supplier information – *Included*
- Access to Membership privileges to the Ensemble Travel Consortium extranet, a travel consortium in North America, which provided you with consumer privileges in all areas of the business – *Included*
- E&O(Errors & Omissions) insurance – *Included*
- Access to E-marketing Marketing programs for individual branding– *included*
- Access to various supplier booking engines with Arc# and commission tracking already loaded – *Included*
- This access allows you to top tier phone numbers, higher ques and Top-tier commission rates with a comprehensive selection of suppliers – *Included*
- Participate in Webinars and training sessions for all travel vendors – *Included*
- Participate in top tier FAM trips– *included*

- e-mail updates on industry events/news, supplier news, FAMs, etc
– *Included*
- Inside assistant available – *Included*
- Back office and CRM support – *Included*
- Yearly Sales and recognition Meeting 2018 – TBD
- Web-based CRM – *Included*
- Invoicing Support and training on Client Base/Trams back office –
Included
- Direct deposit commissions – included
- Business Development Available – *Included*
- **IATAN card becomes eligible when IC earns \$5,000.00 per year
in commissions.*



PRICING

Scully Travel Group, Concierge Network – NO MONTHLY FEES

–ONE PRICE \$599.00

for 1 Full YEAR Truly an ALL-INCLUSIVE Program

–Second Year Renewal \$399.00

–Third Year 299.00 or 99.00* if your commission are more than
\$100,000.00 plus – You are also moved into our ELITE STATUS*

Let's review what is INCLUDED: all-Inclusive

- 1) CLIA/EMBARK or IATAN CARD (up to a \$390 value)
- 2) Web Solutions – personal email and custom BIO web-based page (\$\$)
- 3) Personalized Business cards (\$25.00 value)
- 4) Consortia Membership Access \$750
- 5) E&O (\$2000)
- 6) Higher Commissions (takes years of bookings) priceless
- 7) Training from seasoned Executives (other Host companies are charging up to \$1,000.00 for modules of training)
- 8) Invoicing
- 9) CRM services
- 10) Client Base/Trams back office
- 11) Business Development Support

Total Value = thousands of dollars PLUS

Commission Program

<u>Gross Commissions received</u>	<u>Commission Level</u>
\$0.00-\$10,000.00	50%
\$10,001.00-\$20,000.00	60%
\$20,001.00-\$40,000.00	70%
\$40,001.00-\$60,000.00	75%
\$60,001.00-\$100,000.00	80%
\$100,001.00 and above	90%