

Home SWEET HOME:

MORE Time - MORE Money - MORE Family



Extraordinary people

travel counsellors



Join Travel Counsellors and be part of a growing team that has booted their old jobs into touch. Enjoy the freedom and flexibility of working from home. Let your job fit in around your life, instead of trying to fit your life around your job. We will help you establish, grow and support you to build your very own business, one which you can sell on at some point if you wish to do so. At Travel Counsellors we're committed to helping you to be the best you can be by delivering the best professional support, allowing you to focus on what you do best - selling travel.

Recruitment Requirements

- Experienced travel professionals with preferably a minimum 5 years senior retail or corporate travel experience.
- Valid Galileo qualification
- Ability to work from home
- Be highly motivated & an expert in the selling travel
- Be passionate about delivering the utmost in customer service
- Have intimate & extensive product knowledge
- A positive attitude and outgoing manner
- The ability to attend our 3 day induction programme held in Cape Town

What Will It Cost?

- A R5,000 Joining fee, excluding VAT
- R500 monthly management fee (Plus Vat)
- A 60:40 Commission split (60% to you)
- For your own cost will be the rental of your home ADSL, 3G and the cost of any telephone calls that you make.

What Do I Get?

- The attached list of over 80 items describes in detail the full extent of our offering.

How does it work?

Home-based Travel Counsellors have the best of both worlds. They run their own business and have the freedom and flexibility that comes with being their own boss and they also get excellent back-up and support from a tried and tested company. Because they are home-based and supported operationally, they have more time to dedicate to their clients. They use this time wisely to build a strong emotional attachment with each client and with the assistance of our "System of Success" they promote, maintain & deliver the highest levels of customer service.

Our Travel Counsellors will;

- Trade as Sole Proprietors in their own name, i.e. Sarah Mills Travel Counsellor. No need to register a CC or Pty Company.
- Source and build a client base, with our support, tools and training
- Quote and make all land & air reservations themselves directly with suppliers
- Queue PNR's to our operations centre for ticketing (unless you choose our robotic ticketing option)
- Load and record all sales onto Phenix Retail system
- Issue all invoices to the client with the client paying Travel Counsellors head office directly.
- Receive 60% of everything that is earned on each booking by way of commissions, mark-ups and or service fees.
- Market extensively to their client base using the brilliant tools that are provided on our intranet system.

See What Some Of Our SA TC's Have To Say

“ I am happier and more contented now than I've ever been before. I'm making more money running my own business and being my own boss and I love the independence that it gives me. The administration and back office support I get from Travel Counsellors is fantastic and the excellent deals they have put together both locally and internationally, enables me to earn much higher profit margins. Their technology is brilliant and helps to make selling travel a pleasure once again. It's simply the best job in the World. ”

Says Helen Busse, Travel Counsellor, Port Shepstone

“ I now have the perfect work-life balance. I work hard, but remain in control. Most importantly I can watch my son's sports games in between visiting my clients. My son appreciates it and so do I. I also need not have worried about the security of a fixed income. In the first few months I easily matched my previous earnings, and now I am consistently exceeding them. ”

Says Debby Partner, Travel Counsellors, Johannesburg

“ After reading about Travel Counsellors offering a unique business model, empowering travel professionals from both leisure and corporate travel to dedicate more of their valuable time and expertise in the pursuit of complete client satisfaction, I was immediately attracted to the concept. As an owner of a small Travel Agency, I found that I was spending too much time commuting to and from work and worrying about administration duties instead of focusing on what I enjoy most about the Travel Industry.

Through the support that I would be able to enjoy from Travel Counsellors and working from the comfort of my home I would have the best of both worlds. It was an easy choice to make, with the innovative travel solutions at my fingertips and fantastic administration support I am now able to passionately dedicate my time in a relaxed atmosphere to what I love most about travel – satisfying my clients. “I love my job again!” **Says Charmaine Higgins**, Travel Counsellor, Johannesburg

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So What Happens Next?

If you meet our recruitment criteria and you wish to take your enquiry further, it's important that we meet you face to face. Either you can come to our head office in Cape Town, get a feel for what we do and how we do it or alternatively we'd be happy to visit you to demonstrate our systems and technology and to discuss Travel Counsellors in more detail.

If you are happy with what you see and hear and we think you've got what it takes, we'll invite you to complete an application form.

If you're an experienced travel professional who shares a passion for travel, who insists on delivering the highest level of customer service and is looking for a more financially rewarding career, then you wouldn't wish to join a better company than Travel Counsellors.

Questions You May Have

How long does it take to set up?

Your application will only take few days to process and once approved it's a matter of registering for one of our induction courses. Once you have completed this and as long as you have ADSL at home you can literally plug in your laptop and start. Before you start as a TC it is important to be free of all previous contractual work obligations and to leave your previous employer with your reputation and name intact.

Do I need to come with a client base?

It is desirable to come with a client base but not compulsory. Our training highlights methods and techniques which will soon assist you to develop your own client base.

Can I choose my own hours?

Yes you can. The most important thing to us is that you devote enough time to the development of your client base to give your business a solid foundation and that you are available when your clients need you.

Do I get ideas for marketing myself?

Yes, our Business Development Executive will tailor-make a detailed plan to help you market and network your name in your area. Plus our amazing Contact Centre is crammed full of personalised marketing offers that you can send out.

Do I need to achieve sales targets each month?

Not in the first twelve months, but we do ask that you use the tools available in our system to create your own business development plan which includes setting yourself goals. In the second year we would like to see our Counsellors achieving a minimum average monthly turnover of R150,000 in gross sales.

Is there out of hours support?

In addition to the tremendous support provided by our team at Head Office, there are also staff on standby out of hours to assist if needed, as well as 24/7 **EMERGENCY** service.

Is there an IATA licence? Yes, you can process scheduled air bookings, and the ticketing is done by our team at Head Office.

I'm concerned that I may feel isolated. Is there anything to help with that?

Yes, we have a range of systems in place to support you. There's our intranet, TCTV weekly webcasts, message boards and our regular road shows held throughout SA. We also conduct group online training and supplier broadcasts. Additionally we distribute copies of GSA, TNW and TIR free of charge.

I've always enjoyed going on educational trips, will I have the same opportunity with you?

Yes, we have excellent relationships with all of our suppliers. We host lots of educational trips throughout the year which you can apply for.

Other companies offer a better commission split, will you match them?

Travel Counsellors offers outstanding value for its fee structure. Besides the superior administration and technology support we provide which surpasses anything in the market, we are also continually making investments in technology costing millions of Rand each year. This ongoing investment ensures that you stay at the forefront of the travel industry and comes at no additional cost to you.

No other company offers the scope of hands on business development support and marketing tools which are so critical in helping you to win new business. Many items that other companies charge for are free with Travel Counsellors, for example; Travel Counsellors will not charge you merchant fees when collecting service fees from your clients by credit card, or indeed courier fees to deliver documents to your clients, or for developing your personal corporate and leisure websites. No other company supplies free laptops, printers, stationery, ticket wallets, luggage labels and marketing items, or free quarterly copies of GSA, monthly copies of TIR and weekly copies of TNW. When you compare the "creeping below the line" additional costs of other home-working companies, to the all inclusive approach of Travel Counsellors, you will soon discover that we offer the best recruitment package in the market.

A Note From Will Puk (Director, Travel Counsellors SA)

If you're feeling frustrated in your existing business or unappreciated in your existing role, or simply want more freedom and flexibility in your life yet want to stay in the industry you know and love, then becoming a Travel Counsellor could be the answer for you.

Becoming a Travel Counsellor means that you'll be joining the cream of the industry, people who are handpicked, highly motivated and experts at selling travel. We're offering you the opportunity of a new lifestyle. It's not an easy option, but over 1200 Travel Counsellors bear testament to our success.

In a recent survey 94% of Travel Counsellors said that they were happier now than in their previous jobs & 97% also said, they would recommend Travel Counsellors to agents currently working for other travel companies.

At every level we will promise to support, counsel and develop you through our systems and training to build your business. It is essential that you allow us to show you how we lead the field. Our competition simply can't offer you the support, training, technology, or central management expertise, which will enable you to succeed in your new venture.

Do your homework and become a winner with Travel Counsellors

Extraordinary people

To find out more call us daytime or evening on 0861 88 99 00

or email careers@travelcounsellors.co.za or visit www.travel-homeworking.com

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