

Grow Your Independent Business with Virtuoso®



AS AN INDEPENDENT CONTRACTOR, you create your own vision, set your own goals, and make your own decisions. Your success, and your client's satisfaction, is directly related to how well you organize your resources and apply your skills.

THE PRESTIGIOUS VIRTUOSO NETWORK offers unmatched advantages to Independent Contractors who have affluent leisure clients and want to optimize their luxury travel business and revenue. Those advantages are all yours if you align yourself with a Virtuoso-Member host agency, which you can do without giving up your independence or compromising the privacy of your client list.

HIGHER COMMISSIONS, LOWER OPERATING COSTS, and a host of other benefits await you as a Virtuoso travel advisor.

Virtuoso Benefits for Independent Contractors

FINANCIAL BENEFITS

HIGHER COMMISSIONS are yours with preferred cruise lines and tour operators. Virtuoso's international air travel is available at high commissions or low net fares. Virtuoso's preferred hotels pay commissions promptly. Virtuoso's On-Site ground operators let *you* establish the price your customer pays for custom destination services.

LOWER OPERATING COSTS and freedom from managing staff lets you focus on what you love to do. Meanwhile, Virtuoso's technology, marketing and support services do a lot of the heavy lifting for you. Big ticket items such as GDS contracts and ARC bonds are usually orchestrated by your host agency. You'll experience faster, better response when you use suppliers' Virtuoso-dedicated reservation lines. And, you can have your own personal website — a site that you can customize, update, and change from virtually any remote location.

MID- AND BACK-OFFICE SOLUTIONS provide you with operational savings from consolidated negotiation with an array of vendors.

COMPETITIVE PRODUCT ADVANTAGES

VIRTUOSO AIR 24/7 serves your international, first class, business class, private jet, and cruise-bound clients, often with lower fares and attractive commissions for you.

VIRTUOSO VOYAGER CLUB offers hosted group travel on deluxe and luxury class ships with a complimentary cocktail party and exclusive shore events and meals.

VIRTUOSO'S HOTEL AND RESORT PROGRAM gives your clients added amenities and upgrades valued up to \$450 per stay at no extra cost to your client.

VIRTUOSO'S ON-SITE ground operators are an exclusive network of the world's best local experts who can provide any level of service from simple airport meet-and-greets to posh, private, highly customized FIT touring in more than 75 countries.

VIRTUOSO'S SPECIALTY SUPPLIERS, a world class collection ranging from insurance and rental car companies to active and adventure vacation operators, offer you special pricing and/or best available commissions.

The world's finest travel agencies and advisors are Virtuoso.



Virtuoso® Benefits for Independent Contractors

PERSONALIZED MARKETING

VIRTUOSO LIFE, Virtuoso's award-winning travel magazine, arrives in your clients' homes presented as a gift from you and personalized with your name and contact information.

BEST OF THE BEST, Virtuoso's annual compendium of preferred hotels, resorts, spas, and lodges provides the definitive word on the world's most exquisite stays and details the complimentary Virtuoso amenities provided to your clients.

VIRTUOSO INSIGHTS, a powerful prospecting magazine that converts qualified prospects into devoted clients.

THEMED TRAVEL CATALOGS focus on a particular theme or destination with specially created offers from a variety of suppliers.

DIRECT MAIL, funded by suppliers, is directed in your name to those clients who best match the appropriate demographic profile and travel interest — always with your advance permission.

E-MARKETING is directed in your name to those clients for whom you have supplied email addresses and wish to receive outstanding travel offers.

PROFESSIONAL SUPPORT

VIRTUOSO MEMBER SALES SUPPORT provides phone and email support over extended hours to Virtuoso advisors to assist with any network-related issue.

VIRTUOSO COMPOSER, a revolutionary, password-protected intranet site, provides agent-level detail and contact/booking information for thousands of leisure travel options, as well as online directories and other features to help you manage your business and effectively sell to affluent consumers.

THE VIRTUOSO TRUST offers both live training and education at Virtuoso conferences, up to nine product training webinars weekly, plus a wide variety of sales courses and professional development programs available to all member advisors online 24/7, many with

incentives for Advisors. The Trust also supports Virtuoso's highly successful Sales Campaigns with participating suppliers - complete with training, detailed timelines and action plans to generate impressive sales.

RESOURCES AND OPPORTUNITIES

AT HOME WITH VIRTUOSO. Though Virtuoso requires that Independent Contractors align themselves with a Virtuoso-Member Host agency, our services and technology are flexible enough to let you work from your office or home, or even from the road. It is completely up to you.

NETWORKING OPPORTUNITIES connect you with On-Sites from around the world, as well as Virtuoso's preferred suppliers and key staff. Our annual Travel Mart and Regional Sales Meetings offer exceptional professional, networking, and learning experiences.

MORE TO COME. At Virtuoso, we never sit still. More exclusive Virtuoso travel products, higher levels of customized, personalized marketing; strategic additions of key suppliers and international expansion is on the way. All of this means an increasing level of opportunities for you to grow your business.

TO QUALIFY: You can affiliate with a Host Virtuoso-member agency according to your own agreement with that agency, which may include doing business under your own name or a DBA name. We invite you to ask the Virtuoso-Member owner or manager who shared this brochure with you for additional details about how you can grow your business as an independent travel sales professional.

For more information about how you can operate as an Independent Contractor with these Virtuoso benefits and more, please contact:

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VIRTUOSO MEMBER.
 SPECIALISTS IN THE ART OF TRAVEL