Unprecedented Business Opportunities: Facts about Being a Travel Agent by Dylan Barris

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The travel industry is one of the fastest growing industries in the world today. The United States is blessed with scenic byways, natural wonders, historical landmarks, and entertainment hotspots. With such a glut of visual wonders, it's not surprising that Americans seek similar attractions abroad. In fact, estimates state that an average of 1.5 million Americans travel each day. The sheer number of travelers justifies entering the travel industry.

What's good about starting a travel agency is that you don't need a license to become a bona fide travel agent. No state requires a certificate, but you will want to attend training programs to receive basic industry credentials. There's the Certified Travel Industry Executive (CTIE) in which you will study basic travel agency business plans, financial management, the negotiation process, marketing, and identifying fraud. You can also become an Accredited Cruise Counsellor through the Cruise Lines International Association (CLIA). Aspiring travel agents are encouraged to receive continuous training to gain awareness about industry news, changes, and developments. You can do this on your own, but an easier way is to consider joining a travel franchise.

Many aspiring travel agents turn to a travel agency franchise to benefit from discounts in fares, hotel deals, and other travel perks. Browse the Internet to find a franchise agency to help you through the maze of the travel industry. Be sure the franchise is well established and has an excellent reputation. Without any doubt, it must offer a comprehensive training program.

Now, here's the most interesting part of starting a home travel business: monthly income. Travel agents receive their salary through commissions from partner airlines, cruise lines, hotels and rental car agencies. Travel agents who start with an established franchise benefit from negotiated commission rates, meaning you have the potential to earn top commissions right away.,. A 15-percent commission from a cruise line is not unusual.

Lastly, another reason to start a travel agency is the benefits an agent can receive. Travel suppliers offer FAMs, which is short for familiarization trips. These trips are subsidized by hotels, cruise liners, and other business partners. FAMs are designed to help travel agents learn more about the amenities and attractions of a vacation destination, which in turn will help them promote the destination more effectively to clients. FAM suppliers offer discounted rates, so it's a real win-win situation for agents.

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