



JOIN OUR TEAM

My Path Unwinding Travel has been in business for over 5 years and we have experienced tremendous growth. We are based in the Charlotte, North Carolina area with home based advisors throughout the US. We are an Authorized Disney Vacation Planner but also book travel around the globe with a wide range of suppliers. Our advisors are carefully selected to make sure they are a fit. Here are a few things to know about working as an independent contractor with our agency.

Becoming a travel advisor that specializes in Disney Destinations (and perhaps beyond) is often more challenging than expected. While we do provide some referrals, advisors primarily need to find their own clients and close the sale. Ultimately this is a sales position, not just a Disney planning role.

Advisors work as independent contractors. This means you are not an employee but work for yourself. You set your own hours and decide how much time to devote to your business to promote your services and to support your client's needs. This is not a salary/ hourly position. You may choose to work part time, but we are seeking travel professionals who will set a goal of booking approximately \$70,000 or more of travel total in their first year and to grow by at least 10% each year from there.

My Path Unwinding Travel does not charge any fees to join. Depending on your location, you may have start up costs for business licenses or seller of travel registrations. You are responsible for your marketing costs such as business cards, cell phones, ads, etc. You are responsible for your own equipment (phone, computer, printer, etc). There is a monthly required fee for Travel Advisors of \$25 that covers email, our client relationship manager, insurance postage, etc.

Advisors who have reached minimum sales levels will be listed on our agency website and may be eligible for agency leads. In general, advisors generate their own leads for clients.

Once offered an advisor contract, training is free and done on your own schedule. It includes training on our CRM and other tools. Certain training must be completed before you begin selling. Destination training is designed based on what makes sense for your background, interests, clients, etc.

Advisors are paid after your clients have traveled. (This is standard in the industry.) This means that you will have a lot of upfront work and time invested but not be paid at times for a year or longer after you make the sale.

Advisors are paid a split of the commission the agency receives. Your split increases with your sales.

Available advisor benefits including membership in travel associations, agent rates, full commission for personal travel etc. are available and subject to productivity requirements.

All applicants complete an application, an interview (by phone or video conference), and must be willing to undergo a background check before being offered a contract.

We currently prefer advisors with 6 months industry experience who have personally experienced or sold: club level at a Disney Resort, concierge on Disney Cruise Line, Adventures by Disney vacation, or Four Seasons Resorts.

To be considered to join us as a Travel Advisor please provide the following information via email and/or a separate document.

Name, Address, Phone, Email

How were you referred to us? Why are you applying to join this agency?

Employment history. Please provide current and past five years of employers if applicable. Provide title, dates of employment, brief job description and reason for leaving any positions. Do you have any experience in travel sales? Do you have any other sales or marketing experience? Please include volunteer or other unpaid relevant experience.

Please provide highlights of all your travel experience in the last five years (or longer if you choose). List major resorts, cruise lines, countries visited, etc.

Please provide details of *all* your travel experiences in the last 2 years. Be as specific as possible (names of resorts, type of accommodations)

Please provide a description of your experience with Disney Destinations including year visited, resorts, cruise line, Adventures by Disney, etc.

Do you have a current passport?

If currently employed, please describe how you plan to balance your employment with your work as a travel agent?

What experience do you have with computers, word processing, and spreadsheets? Have you ever used a Client Relationship Manager or other types of databases?

Do you have a blog? Facebook? Twitter? Other social media outlets? Please share your social media contact info.

What online travel communities do you participate in? What is your online user name on those forums that don't use real names? (e.g., DISBoard name)

What is your experience as a travel agent, if any?

Describe how you have helped plan travel for yourself or others. What info do you provide? What resources do you use?

What are your goals for becoming a travel agent? Is this a small hobby? A part time goal? Hoping for a full time career? How many hours per week do you hope to spend in this position?

How have you booked your own trips? Have you used a travel agent? Why or why not? If you have, you have you used and what did you find were the pros and cons? Do you use Expedia, Orbitz or other online sites?

What travel specialty or specialties do you have or would you like to develop?

Please provide three non family member references. These may include friends you have helped with trips. One reference should be a business/professional reference.

THANK YOU FOR YOUR INTEREST!

Karen Shelton, Owner
My Path Unwinding Travel