

Supplement to
Travel Trade

September 19, 2005

HOME BASED

Trade

What You Should
Know About
Host Agencies



Anthony Gagliano



Nancy Peklo-Nosal



Marvin Davis



Peter Stilphen



Peter Coloyan

FEATURING:

***TN Agent
Succeeds
Thanks to True
Grit***

***Dare to be
Different***

***A Day (or Two)
In the Life
Of a Home
Based Agent***

***Get Ready,
Get Set, Go:
It's CRUISE-A-
THON Season!***

***Listening to
Female
Group Leaders***

TECHNOLOGY:

***Selling Cruises
Online***

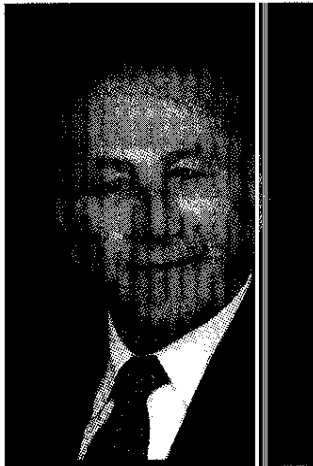
...and more!

HBTA has also added what Coloyan calls "the final piece to the host agency puzzle" by announcing its new Affiliate Stock Ownership Program, which will soon take effect, and will benefit HBTA agents back to the first day of their affiliation.

"Productive agents will be able to earn shares of

stock based on their sales. HBTA wants our affiliates to grow, and profit with us and to enhance their business and our company through that affiliation," said Coloyan.

For more information, call (866) 546-2929 or visit www.homebasedtravelagents.com



Anthony Gagliano

'A foundation

of integrity,

commitment,

loyalty and

honesty.'

'Old School Values'

Travel Planners International, based in Winter Park, FL, has specialized in working with professional independent contractors and travel agencies supporting their hosting needs since 1988. According to Anthony Gagliano, CEO, the host agency embraces "old school values."

"Travel Planners International is family owned and operated and bases its foundation on integrity, commitment, loyalty and honesty. These values consistently carry down to its staff, thus providing the highest quality of service to affiliates, ensuring that their success is our success," he said.

Travel Planners offers affiliates – there are 1,057 – a wide variety of services, including an exclusive agent-only Web site, a consumer Web site called AgentHub, giving affiliates a 24-hour Internet presence; a choice from all four GDS systems; after hours Reservation Center 24; a fully staffed help desk seven days a week; sales and marketing support; direct mail opportunities; ongoing training via conference calls and seminars at sea; E&O insurance coverage for all travel run through TPI; an online commission and reporting system and more.

TPI offers commission split of 70/30 with an option to build 80/20 based on annual sales. The initial contracting fee and annual renewal (both \$169) includes E&O insurance and 24/7 support.

For more information, call: (800) 631-3636, ext. 217 or visit www.travelagentfromhome.com