



## 78 Reasons To Join *ICT*<sup>®</sup>

1. Preferred airlines, both international and domestic, with commission rates as high as 20%.
2. Multiple agents? No problem. You can add other agents to link to your master account.
3. *Incentive Connection Travel* doesn't require a long-term commitment. Your only long term commitment is to your clients.
4. 70 – 80% of all commissions including backend, up front and bonuses with no transaction or invoice fees.
5. Joining is *ICT* is easy and takes just one business day.
6. Sabre GDS (**OPTIONAL**) is \$25/month and **free** to you if you make 100 bookings of any combination of air, cruise, car, hotel....any Sabre listed product and no back-office fees, inventory fees, license fees or software fees.
7. You can enjoy your family because you are of the *ICT* family. We relieve you of the time consuming paperwork that cuts into your free and allows you to concentrate on building your business
8. Your clients remain yours as *ICT* protects your clients and your privacy.
9. Technologies support when you need it and how you need it -- e-mail or toll-free number.
10. You feel secure – *ICT's* encrypted and cutting-edge technology ensures that you keep your transactions and clients' information private.
11. No productivity requirements - *ICT* does not require you to reach lofty sales quotas, levels or plateaus.
12. It's your money and you will keep it. *ICT* never charges per-invoice fees.
13. *ICT* makes the complicated part of travel sales simple so you can just relax and enjoy selling travel.
14. You can continue to use the business name that your customers are familiar with.
15. You can book cruises through an easy-to-use online booking tool right on your desktop.
16. *ICT* provides dedicated customer service - support with experienced travel experts.
17. You have access all the selling tools you need. From the prestigious Travel42 (Weissman Reports), to a Client Booking Engine. They provide all the tools and information you need at your fingertips.
18. You stay well-connected because *ICT* is well-connected with memberships in ARC, ASTA, CLIA, NACTA and IATAN, PATH and OSSN.

19. Air ticketing - 24/7
20. I can view and search Sabre whenever you need.
21. Even if you don't know a GDS, the Sabre Graphical booking portal translates commands for you.
22. You are independent but YOU have the clout of a multi-million dollar business behind you.
23. *ICT* offers a complete bank merchant program so YOU can accept credit cards for bookings and/or service fees.
24. You have more time for more important things—like teaching your daughter to ride a bike.
25. You get special reduced rates on certification and destination specialist programs offered through The Travel Institute.
26. *ICT* has no retail trade, so there is no issue with us competing with you.
27. You can generate all the reports you need - by sales, commission, suppliers, agent, and more.
28. You can book tours and resorts online via *Sabre*<sup>®</sup> *Vacations* booking engine .
29. Easy one-time login gives you immediate access to many different suppliers..
30. Through *ICT*, you can offer your customers special pricing and discounts on bon voyage gifts and photo albums.
31. You can benefit from the leverage of a Top 25 Host Agency.
32. *ICT* is a member of the industry leading consortium *Ensemble Travel Group* which means more sales and marketing opportunities for you.
33. *ICT* offers free and low-cost direct-mail campaign services targeted to the right client at the right time with the right message (Cohorts).
34. You can search and sort Web-based air fares on your desktop.
35. You can attend the *Ensemble Travel Group's* annual conference featuring hands-on training, in-depth workshops and networking opportunities.
36. Quality control - *ICT* uses quality-control software and procedures to ensure accuracy.
37. You will never have to worry about ARC reports.
38. Direct-deposit commission payments to your bank account on time...every time.
39. Up to 18% commission on more than 40 preferred tour, cruise and resort operators.
40. *ICT* offers exclusive deals on air consolidator pricing and information directly available on your desktop.
41. No ARC bond or ARC restrictions, requirements or paperwork. *ICT* handles it all.

42. You have access to thousands of hotel rooms at discounted rates.
43. It's nice to know that you don't have to compete with your own host agency. *ICT* doesn't sell direct to consumers - ever.
44. *ICT* delivers special benefits, policies, and upgrades from various preferred partners.
45. You have access to preferred car rental programs -- available worldwide -- with commissions up to 15%.
46. It's not all about the work. *ICT* gives you *ICT's* FAM trips, seminars at sea and other travel benefits!
47. *ICT* gives you a customized travel insurance program with high commission earnings opportunities...as high as 37%
48. You can get started with no activation fee.
49. You can offer your customers unique shore excursions available at major ports of call - and earn 15% commission.
50. *ICT* helps you take care of your marketing so you can take care of your clients.
51. You don't need to have GDS experience to be a successful *ICT* member.
52. You can sell with confidence knowing your host agency has over 20 years of experience as a Host and 30 years in Travel, Corporate Meetings and Incentives. Our experience will guide you to succeed in any phase of hospitality and travel.
53. With *ICT*, you eliminate the need or cost of any back office accounting.
54. You appreciate the complete start-up manual and Web-based training on the *ICT* web sites.
55. You receive regular notices from keeping you up to the minute about the industry, promotions and happenings.
56. You get access to hundreds of cruise sailings available through *ICT's* blocked group space, offering exceptional prices and amenities.
57. *ICT* uses market intelligence to help you determine the right products for each customer.
58. *ICT* gives you bonus commissions on blocked group space (up to 18% and more!)
59. *ICT* offers ongoing training programs regionally and via the Internet so you are always learning new things.
60. You will look forward to the daily email updates with suppliers, information, marketing, promotional updates and industry news.
61. You can view destination and product videos available right on your screen.
62. Your clients love *ICT's* free access to the Travel 42 travel reports.
63. *ICT* enables you to review all client activities from your desktop, including all deposits and final payment.

64. You can find all active cruise promotions and special pricing programs - all through your desktop.
65. ICT's travel resources are extensive -- travel advisories, visa information and more are just one click away.
66. *ICT* gives you access to a cruise browser where you can book published rates and cruise block space.
67. You can check out all of your preferred suppliers and their contact information through the supplier Contact page of our web site.
68. Various permissions and access levels are available for agencies that have multiple users.
69. You have access to all past invoices and booking records for reporting and analysis.
70. You will enjoy having access to mass-market, premium, and ultra-luxury suppliers to fit all of your clients' needs.
71. Your daily commute to work is measured in feet, not miles.
72. *ICT* helps you be more efficient and allows you to focus on your customers.
73. You will love being able to offer your clients a variety of vacation options including last minute trips, tour packages and customized vacation itineraries.
74. *ICT* is totally committed to independent agents.
75. You can sell travel insurance immediately.
76. You get access to Sabre with no complicated GDS contracts, segment requirements or other restrictions.
77. *ICT* makes online marketing easy with email campaigns you can send to your clients fills out the booking they want and you finalize. Quite a time saver.
78. With *ICT* you have everything the biggest agencies have with a Family feel.