

## travel agent incentives and programs



### travel agent website

[www.clubmedta.com](http://www.clubmedta.com)

Travel Agent Web Site

- Access special offers and promotions for the travel agency community based on your geographic location
- Create and send personalized online promotional offers to your client base at the touch of a button
- Access comprehensive listings and complete village information on more than 80 Club Med villages worldwide
- Take Virtual Tours of the most popular Club Med destinations
- Access a complete online brochure and marketing collateral ordering system
- Access the latest news on Club Med trade and consumer events

### travel agent incentives

**club med sales specialist:**

The Club Med Sales Specialist program is a continuing education program designed for Travel professionals to learn more about one of the industry's most respected brands...Club Med. Enabling you to learn about selling Club Med to your clients, the Sales Specialist test can be taken online at [www.tauniv.com](http://www.tauniv.com).

Upon completion of this 2-hour course, you will receive:

**club med specialist rewards:**

- **Booking Bonus:** A \$50 additional incentive on your first booking.
- **777 Loyalty Program:** Automatic enrollment.
- **Graduation Diploma:** A Club Med Sales Specialist diploma.
- **E-blast:** You'll receive regular e-blasts with special offers for you and your clients.
- **ICTA Credits:** Qualification as a Club Med Sales Specialist earns travel agents 3 CTC Continuing Education Units from the Institute of Certified Travel Agents.



### 777 loyalty program

Upon graduating from the Sales Specialist program, you will be automatically enrolled in the 777 Loyalty program. This program allows you to earn one free night toward your own Club Med vacation for every new booking consisting of at least two adults staying for three nights or longer. There is no limit to the number of free nights you can earn.

**7 bookings = 7 nights = your free 7-night club med vacation**

Best of all, it's so simple to participate! Just provide your personal Sales Specialist agent ID number when you book. Then, send us your completed redemption and tracking form when you are ready to plan your personal vacation.

- Forms are available through Club Med's fax-on-demand line at 1-800-736-6950.
- Completed forms should be faxed to Club Med's Inside Sales Department at 1-305-925-9043.

Earn a minimum of 12% commission on the land portion, while earning 10% or more on all air components and additional services such as ATP Tennis, Golf Clinic, Baby or Petit Club Med.

### tiered commission program

With Club Med's tiered commission program, the more you book, the more your agency earns.

- Tiers range from 10% to 17%.
- ALL revenue counts towards your agency's volume production, even taxes!
- Bookings with charter air receive full-scale commission on air portion.
- Receive a minimum of 10% commission on the airline portion of air-inclusive packages and customized air itineraries with participating airlines, including Alaska Airlines, American, Continental, Delta, Mexicana and US Airways.

### other incentives

Throughout the year, Club Med provides travel agents with additional opportunities:

- Bonus commissions
- Merchandise incentives
- National and regional fam trips
- Travel Agent reduced rates program based on availability
- For reduced rate travel visit [clubmedta.com](http://clubmedta.com) or call 1-800-248-5463



## gds / vax

**applicable global distribution systems (GDS):**

- APOLLO/ LeisureShopper (>LSS/V:CMD)
- WORLDSPAN/ TourSource (☒☒TS/CMD)
- SABRE/ Tours (☒☒TOR/CMD)
- AMADEUS/ TourSource (T-CMD/)
- VAX/ VacationAccess ([www.vaxvacationaccess.com](http://www.vaxvacationaccess.com))

