# DISCOVER THE nexion TRAVEL GROUP DIFFERENCE

Whether you're an experienced travel advisor or new to the travel industry, Nexion® Travel Group's approach to your success is simply unrivaled. Be a part of something bigger. A powerhouse host agency backed by Internova Travel Group, Nexion Travel Group provides our members benefits and services that are, simply put, the best in the industry.

**SEE INSIDE FOR MORE DETAILS, OR JOIN TODAY!**

800-747-6813 | sales@nexion.com | nexion.com |

# THIS IS THE
# NEXION TRAVEL GR

## **THE COMMISSIONS** YOU DESERVE

- Earn more with the industry's highest commissions from 150+ air, cruise and land supplier partners
- Receive up to 90% of commissions
- Get paid twice a month via direct deposit
- Access and sell from 4,000+ cruises and cruise group block space programs, many with exclusive amenities for your clients
- Complement our commissionable airline contracts with easy GDS access – Amadeus, Apollo, Sabre and Worldspan are all available

## **TECHNOLOGY** THAT DOES MORE

- Quickly launch powerful booking tools for hotel, air, car, cruise and tour
- Manage your client relationships, promotions and bookings through a robust technology suite, CRM and lead management tool — all included in your membership
- Connect with colleagues and gain valuable insights through our online community
- Save time using our efficient back-office and invoicing tools

## **AWARD-WINNING MARKETING** THAT WORKS

- Put your agency in front of your clients with personalized, highly targeted, turn-key omni-channel marketing programs
- Opt into permission-based consumer marketing campaigns by vendor, client-level, campaign-level and more
- Easily post content and promotions through our Social Media Resource Center
- Enhance your agency's web presence with a free, robust, consumer-facing website – branded with your agency information – that fully integrates with our CRM and digital marketing suite
- Post your profile on our free, high-quality lead generation program, which pairs travelers with experienced travel agents based on specialty and location

## **EDUCATION** TO DEVELOP PROFITABLE NEW SKILLS

- Cultivate your travel career with award-winning business development and educational programs designed for every type of travel advisor — corporate, leisure, beginners and experienced
- Develop your expertise and every facet of your professional journey
- Tap into our certified travel specialist and niche/specialty programs, a 24x7 Learning Management System, and live & virtual classroom education

# OUP **DIFFERENCE**

## **VALUABLE NETWORKING** ACROSS THE INDUSTRY

- Network and learn at international, regional and specialty events
- Take advantage of award-winning coaching and mentorship programs
- Join our empowering team of supportive travel advisors, dedicated staff and industry experts
- Access a lifeline of support from fellow members and industry experts, including our formalized, local networking groups and our popular, online social community

Our **NEXstart program** is for new sellers of travel that allows you to earn while you learn as a member of Nexion Travel Group. This single-member-only program is geared for the entrepreneur-type professional starting from the ground up with no experience, business plan or book of business. Candidates have the right business savvy and skills but need direction and mentoring on starting their travel agency business. NEXstart offers a blended learning environment and will combine independent study with small group study halls and activities with Travel Leaders of Tomorrow.

**NEXstart Lite** is perfect for the professional who has a book of business, a strong business plan and is tech savvy. This self-paced, single-member-only program is geared toward the **independent learner** who doesn't need one-on-one mentoring. In addition to taking advantage of the benefits of Nexion Travel Group (including earning commission as you learn), NEXstart Lite participants will complete self-paced e-learning modules with the Travel Leaders of Tomorrow Independent Learner program. Our five-day, hands-on Essentials training at our headquarters is included.

If you love to cruise and want to start a career selling what you love, **NEXstart Cruise** is an easy and affordable way for you to launch your career as a travel advisor specializing in booking cruises. Designed especially for new travel advisors, **NEXstart Cruise** has been added to Nexion Travel Group's award-winning training programs to provide you with all the skills, knowledge and support you need to make your business a success!

The first of its kind in the travel industry, the **Veterans in Travel** program grants scholarships to qualified military veterans and the spouses of active duty personnel. The scholarship includes 50% off Travel Leaders of Tomorrow Virtual Campus travel agent training modules, activation fee for Nexion Travel Group membership and includes monthly group coaching.

**Visit nexion.com for further details.**

# nexion TRAVEL GROUP YOUR WAY

**Keep up to 90% of your commissions!** Build the package that works best for you. Choose your plan, and select the appropriate add-on options. You can change plans and add-on options at any time[1] to meet your changing business needs.

## NEXION **PROGRAMS**

| | NEXION 90 ARC PLUS | NEXION 90 | NEXION 80 | NEXION 70 |
|---|---|---|---|---|
| Non-ARC Commission and Service Fees | 90% | 90% | 80% | 70% |
| ARC Airline Commission[2] | 80% | 70% | 60% | 60% |
| SNAP! Commission[3] | N/A | 50% | 50% | 50% |
| One-time Activation Fee | $199 per agency | $199 per agency | $199 per agency | $199 per agent |
| Monthly Membership Fee | $159 first member<br>$39 each additional member[4] | $29 first member<br>$15 each additional member[4] | $9 first member<br>$9 each additional member[4] | NONE (single-member plan only) |

*[1] Changes take effect on first of the month following a 30-day advanced notice.*
*[2] ARC airline tickets must be issued through Nexion Travel Group GDS program.*
*[3] Commission processed through Nexion Travel Group non-GDS ticketing tool, SNAP!*
*[4] Additional members must be on same plan type as agency owner.*

## **ADD-ON** OPTIONS

| GDS IMPLEMENTATION FEE | STANDARD GDS PACKAGE | DELUXE GDS PACKAGE |
|---|---|---|
| **$99 per agency per GDS set up**<br>(Amadeus/Apollo/Sabre/Worldspan)<br>All GDS users within an agency must be on the same GDS package, but not all members within an agency need to be GDS users.<br>Veterans in Travel, NEXstart and NEXstart Lite members cannot enroll in a GDS. | **$55 a month per member**<br>(for first and second member)<br>Includes access to one GDS of choice, ticketing fulfillment and support with some air ticketing fees.<br>**$29 a month per member**<br>(for third+ members)<br>Includes access to one GDS of choice, ticketing fulfillment and support with some air ticketing fees. | **$140 a month per member**<br>(for first and second member)<br>Includes access to one GDS of choice, ticketing fulfillment and support with no additional fees for exchanges and group ticket fees.<br>**$29 a month per member**<br>(for third+ members)<br>Includes access to one GDS of choice, ticketing fulfillment and support with some air ticketing fees. |

*Pricing subject to change. Visit nexion.com for current plans and pricing.*
*We have **no** long-term contract, **no** annual fees and **no** minimum sales requirements.*

## GET STARTED NOW!

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# JOINING NEXION TRAVEL GROUP IS **THE BEST DECISION YOU CAN MAKE**

Nexion Travel Group is the travel industry's premier full-service host travel agency and provides the most advantageous resources to travel advisors of all experience levels. We support our members to grow their businesses and increase their profits with our size, strength and expertise.

Our pledge is plain and simple: We will always go above and beyond to empower you to build your business and increase your profits. We provide ticketing, operations and fulfillment support to Independent Travel Advisors and deliver the best-in-class tools, technology, marketing, education and support our members need to reach their full earning potential.

Whether you are a seasoned veteran or new to the travel industry, corporate or leisure focused, the difference is clear: **Joining Nexion Travel Group is the best business decision you can make.**

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# nexion TRAVEL GROUP

THE TRAVEL PROFESSIONAL'S HOST AGENCY

OUR **VISION:** To be the most valued, sought after and innovative Host Travel Agency.

OUR **MISSION:** Empowering success for our members, industry partners and colleagues.

## CORE **VALUES:**

### EXCELLENCE

We are passionate and committed to excellence in all aspects of our operation. We understand the importance of our work and the impact it has on our members, industry partners and colleague relationships.

### EXPERTISE

We employ a talented, knowledgeable, diverse, strategic and innovative team of travel industry leaders who do all in their power to assist each other, our members and industry partners with a positive, professional and approachable attitude.

### INTEGRITY

Through courage to do the right thing, we adhere to the highest ethical standards of honesty, transparency and fairness. We aspire to act with conviction and hold ourselves and each other accountable when dealing with conflict by having a respectful and appropriate communication style.

### SATISFACTION

As the undisputed leader in travel professional host agencies, we commit to superior satisfaction by providing the highest quality customer service and timely follow-through to our members.

### EDUCATION

We will provide and professionally deliver the highest quality education and unwavering support to our members to ensure they have every opportunity to be successful and competitive in the travel marketplace.

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