

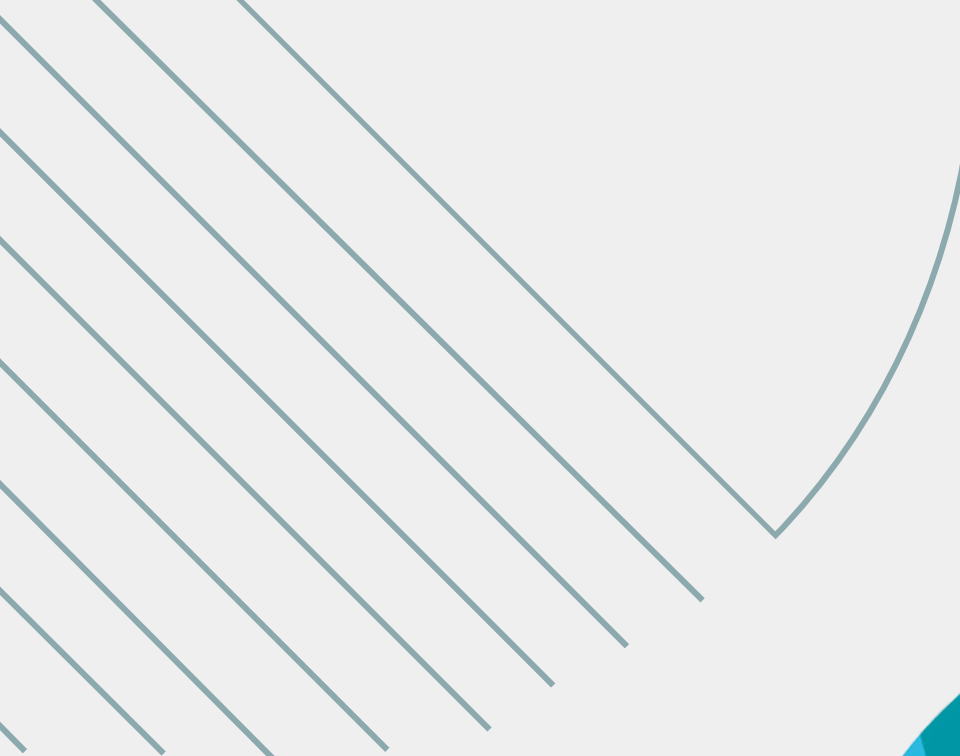


GLOBAL



Travel

NETWORK



The image features decorative elements in the corners. The top-left corner contains a series of parallel teal lines radiating from a point, with a teal arc above them. The bottom-right corner contains a teal arc above a series of parallel teal lines radiating from a point.

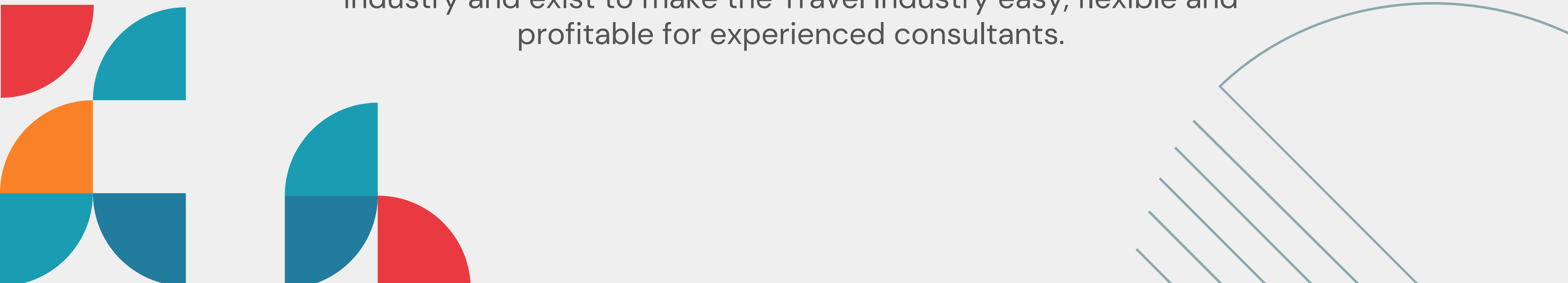
WHAT IT IS
AND WHAT IT
ISN'T...



WHAT IS GTN?

Global Travel Network is a platform that enables highly experienced travel advisors to operate their own businesses.

We offer the lowest fees for the highest commissions in the industry and exist to make the Travel Industry easy, flexible and profitable for experienced consultants.





WHAT GTN ISN'T

Global Travel Network is not an Employer

We do not keep anywhere near the profit of a traditional travel agency, and therefore we will not cover the costs of any payments, errors, discounts or take on risk...

It is your business to manage



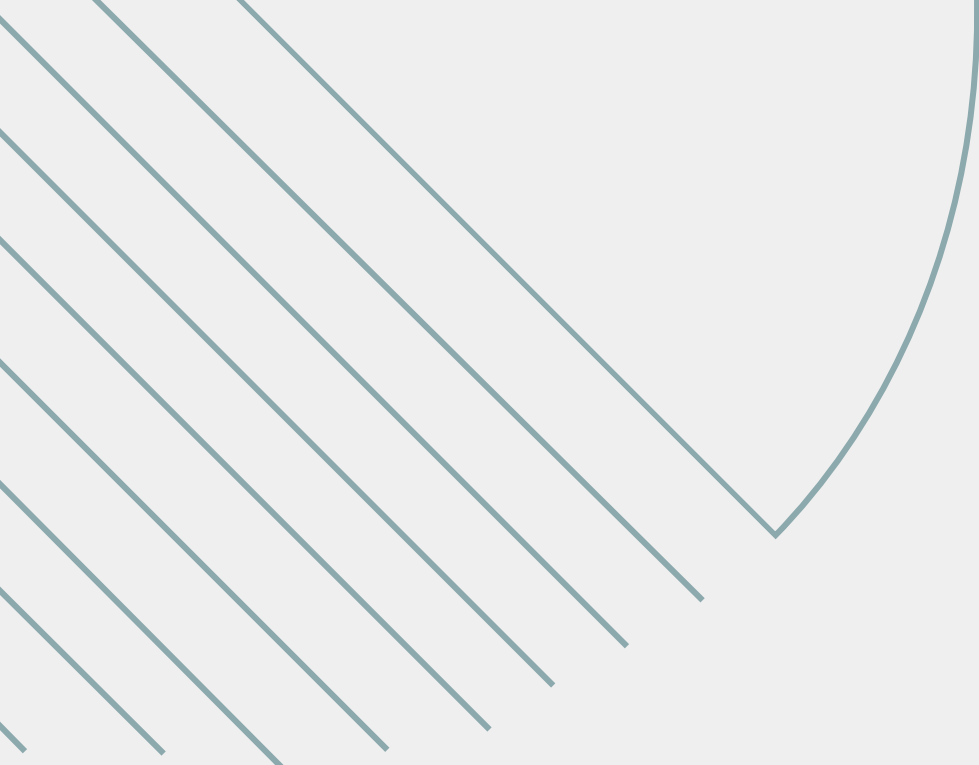
**IT DOESN'T ACTUALLY
COST YOUR BUSINESS
ANYTHING WITH GTN...**

BUT I PAY A MONTHLY FEE & 10-15%?

The main point of difference of Global Travel Network (and my purpose) is to create a platform that makes it **more profitable** for you to operate your business through GTN than if you were to operate on you own.

- Your monthly fee (almost) covers your costs... costs that would be higher if you weren't part of GTN
- 90% commission through GTN represents significantly more money than 100% as a completely independent travel business.

Let me show you...



TIME



THE ADMIN OF A TRAVEL BUSINESS

GDS

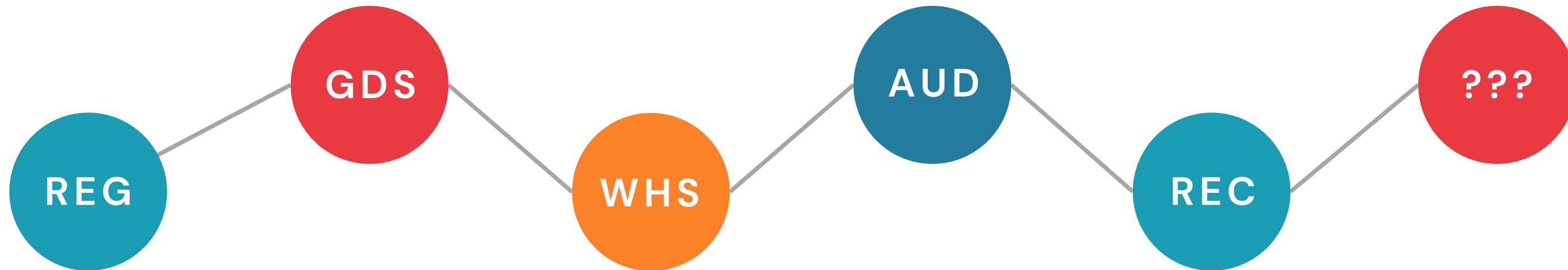
GDS contracts are an upfront 3-5 year commitment and there are constant updates that we are pushing through - particularly with NDC and private fares... They may not be perfect but we spend at least 10-20 hours/month on this!

Money

Daily receipting takes 1-2 hours / day
Supplier Payments take 3-4 hours / day
EOM Commission Claims & Payments take 8-10 hours/month
Records for accounting and audits take one million years

Questions

We spend on average 3-4 hours per day answering questions that are sent through and uploading information to the database so you have answers at your fingertips. This would translate to more time lost if you were on your own and had seek your own information.



Registration & Set Up

Registrations and accreditations are VERY time consuming.

My first AFTA/ATIA application took 6 months to be approved and it costs \$3500/year

Emails, VTO, supplier logins, merchant facilities, API connections, etc are all done for you.

Wholesalers

Again a LOT of time to find new suppliers, fill out countless application and commission forms and then have regular meetings with the reps so that if we need help they know who we are and feel like we value them so they will go the extra mile to help.

Outside of catch up's Kate spends 20-30 hours per month with our wholesale partners.

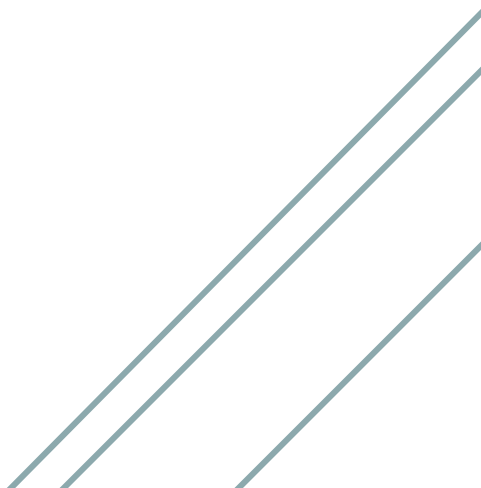
Reconciliations

Bank Rec - 1 hour / day
Air Tickets - 4 hours / week
Expedia Rec - 3 hours / month
Viator Rec - 3 hours / month
NIB Rec - 3 hours / month
Covermore Rec - 2 hours / month
Go Insurance Rec - 1 hours / month
Booking.com Rec - 1 hour / month
etc etc etc

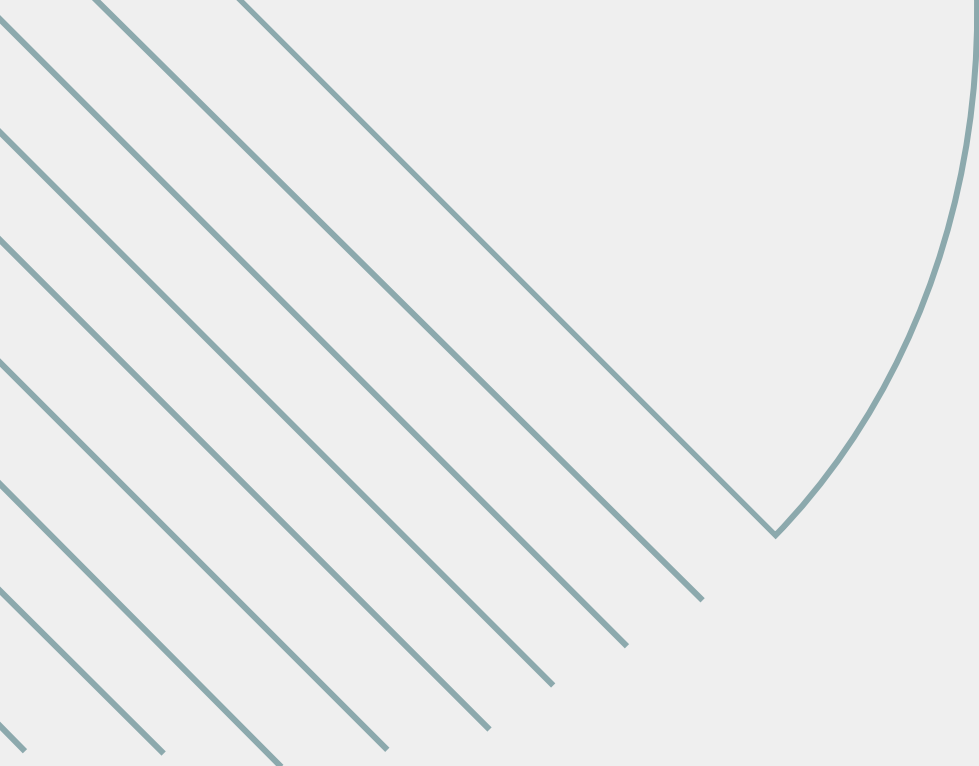


MONEY MAKING PARTS OF A TRAVEL BUSINESS

Everything that is left for you to do,
are money making exercises



MONEY



THE MATH OF 90>100

COMMERCIAL AGREEMENTS

The time I spend with suppliers creating new commercial agreements, increasing our base commission levels and adding incentives.

COMMISSION OVERRIDES

A big difference from other agencies that you may not have fully realised, is that I choose to push override commissions directly to you rather than as a back end override.

COMBINED SALES TARGETS

As a group, we reach (and maintain) higher commission levels based on sales tiers. As an individual, you benefit from everyone else's TTV

EXAMPLE

4 Nights accommodation at Voco Gold Coast
Booked with Expedia at a cost of 1,132.80

Platinum
AUD 550,000 GBV per year

INDEPENDENT BUSINESS

Maximum 10% commission
– \$113.28 Commission
– \$0 Clip

= \$113.28 Business Profit

OPERATED THROUGH GTN

Maximum 13% commission
– \$147.26 Commission
– \$14.72 Clip

= \$132.54 Business Profit

90% WITH GTN IS 17% MORE THAN 100% ON YOUR OWN
\$19.26 EXTRA COMMISSION IN YOUR POCKET

YOU WOULD NEED TO SELL \$550K INDIVIDUALLY TO GET THE SAME COMMISSION LEVELS AS GTN
NO INDIVIDUAL SOLD MORE THAN \$200K LAST FINANCIAL YEAR

EXAMPLE

21 Day Athens to Barcelona Cruise with Viking
Entry Level Deluxe Verandah Stateroom (DV2) = \$22,095pp

INDEPENDENT BUSINESS

Maximum 10% commission

- \$4419 Commission
- \$0 Clip

= \$4419 Business Profit

OPERATED THROUGH GTN

Njord Member 13% commission

- \$5744.70 Commission
- \$574.47 Clip

= \$5170.23 Business Profit

90% WITH GTN IS 17% MORE THAN 100% ON YOUR OWN
\$751.23 EXTRA COMMISSION IN YOUR POCKET

NJORD MEMBERSHIP IS INVITE ONLY AND WAS A COMMERCIAL AGREEMENT I SIGNED WITH VIKING
I CHOSE TO PUT THE ADDITIONAL 3% AS FULL COMMISSION TO YOU GUYS

EXAMPLE

10 Day Tour Adelaide to Darwin on the Ghan
Platinum Cabin = \$25,510 total

INDEPENDENT BUSINESS

Maximum 10% commission
– \$2551 Commission
– \$0 Clip

= \$2551 Business Profit

OPERATED THROUGH GTN

Preferred Agreement 12% commission
– \$3061.2 Commission
– \$306.12 Clip

= \$2755.08 Business Profit

90% WITH GTN IS 8% MORE THAN 100% ON YOUR OWN

\$204.08 EXTRA COMMISSION IN YOUR POCKET

EXAMPLE

<p>Departing</p> <p>13 AUG (TUE)</p> <p>PER 6:25</p> <p>Perth Perth Intl Terminal 1</p> <p>Singapore Airlines SQ 224 . Boeing 787-10 Business (U)</p> <p> Layover time:3hrs 25mins</p>	<p>13 AUG (TUE)</p> <p>SIN 11:45</p> <p>Singapore Changi</p> <p>5hrs 20mins</p>	<p>Returning</p> <p>20 AUG (TUE)</p> <p>TPE 17:45</p> <p>Taipei Taoyuan Int'l Airport Terminal 2</p> <p>Singapore Airlines SQ 879 . Boeing 787-10 Business (U)</p> <p> Layover time:1hr 50mins</p>	<p>20 AUG (TUE)</p> <p>SIN 22:15</p> <p>Singapore Changi</p> <p>4hrs 30mins</p>	<p>Total fare</p> <p>1 ADULT</p> <p>AUD 5,877.26</p> <p><i>Total fare includes discounts, taxes and surcharges</i></p> <table border="1"> <tr> <td>Flights</td> <td>AUD</td> </tr> <tr> <td>Fare</td> <td>5,716.00</td> </tr> <tr> <td>Airport/Government taxes</td> <td>161.26</td> </tr> <tr> <td>Subtotal</td> <td>5,877.26</td> </tr> </table> <p> > Cost breakdown by passengers > Full fare rules and conditions > Baggage allowance </p>	Flights	AUD	Fare	5,716.00	Airport/Government taxes	161.26	Subtotal	5,877.26
Flights	AUD											
Fare	5,716.00											
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<p>13 AUG (TUE)</p> <p>SIN 15:10</p> <p>Singapore Changi Terminal 3</p> <p>Eva Air SQ 5804 . Boeing 777-300ER Business (U)</p>	<p>13 AUG (TUE)</p> <p>TPE 19:50</p> <p>Taipei Taoyuan Int'l Airport Terminal 2</p> <p>4hrs 40mins</p>	<p>21 AUG (WED)</p> <p>SIN 0:05</p> <p>Singapore Changi Terminal 3</p> <p>Singapore Airlines SQ 225 . Boeing 787-10 Business (U)</p>	<p>21 AUG (WED)</p> <p>PER 5:10</p> <p>Perth Perth Intl Terminal 1</p> <p>5hrs 5mins</p>									

4,802.26 AUD *
PER SQ (D) SIN SQ (D) TPE SQ (D) SIN SQ (D) PER

4,756.15 AUD NETT Outbound **1**
 Comm: 46.11 Inbound **2**
Purchase By: 26 Jul 2024

Outbound										
1	SQ 224	PER - SIN	06:25 - 11:45	13Aug24	05:20 hrs	D (class)	Boeing 787	40K	30h45	<input checked="" type="checkbox"/>
	SQ 876	SIN - TPE	08:20 - 13:10	14Aug24	04:50 hrs	D (class)	Boeing 787	40K		
Inbound										
1	SQ 879	TPE - SIN	17:45 - 22:15	20Aug24	04:30 hrs	D (class)	Boeing 787	40K	11h25	<input checked="" type="checkbox"/>
	SQ 225	SIN - PER	00:05 - 05:10	21Aug24	05:05 hrs	D (class)	Boeing 787	40K		

EXAMPLE

Business Class flight from Perth – Taipei with Singapore Airlines
Charging SQ Website price of \$5,877.26

INDEPENDENT BUSINESS

Maximum 1% commission on fare

- \$5,820.10 Nett Fare
- \$57.16 Commission
- \$0 Clip

= \$57.16 Business Profit

OPERATED THROUGH GTN

Negotiated Private Fare

- \$4,756.15 Nett Fare
- \$1,121.11
- \$112.11 Clip

= \$1,009 Business Profit

90% WITH GTN IS 1665.22% MORE THAN 100% ON YOUR OWN
\$951.84 EXTRA COMMISSION IN YOUR POCKET... FOR A 'PRICE BEAT'

EXAMPLE



Trip details

Return trip

Melbourne to London

Tue, 8 Oct 2024

London to Melbourne

Wed, 16 Oct 2024

Grand total

AUD 2,684.58

Fare per passenger 1510.00

Taxes, Fees, Charges per passenger 514.58

Carrier imposed fees per passenger 660.00

Total Price per passenger 2684.58



2,551.88 AUD *

MEL QR (O) DOH QR (O) LHR // LGW QR (M) DOH QR (M) MEL

Exclusive

From	To	Carrier	Flight	Class	Date	Time	Status	Bag	Equipment
1 MEL	DOH	QR	989	O	08 Oct	1605	HK	25K	Boeing 777-300
2 DOH	LHR	QR	11	O	09 Oct	0110	HK	25K	Boeing 777-300
3 LGW	DOH	QR	328	M	16 Oct	1455	HK	30K	Boeing 787-8
4 DOH	MEL	QR	988	M	17 Oct	0305	HK	30K	Boeing 777-300

EXAMPLE

Economy Class flight from Melbourne – London with Qatar Airways
Charging QR Website price of \$2,684.58

INDEPENDENT BUSINESS

Maximum 1% Commission on fare

- \$2669.48 Nett Fare
- \$15.10 Commission
- \$0 Clip

= \$15.10 Business Profit

OPERATED THROUGH GTN

Negotiated Private Fare

- \$2551.88 Nett Fare
- \$132.70 Commission
- \$13.27 Clip

= \$119.43 Business Profit

90% WITH GTN IS 690.93% MORE THAN 100% ON YOUR OWN

\$104.33 EXTRA COMMISSION IN YOUR POCKET... FOR A 'PRICE BEAT'

LET'S DO THE MATH

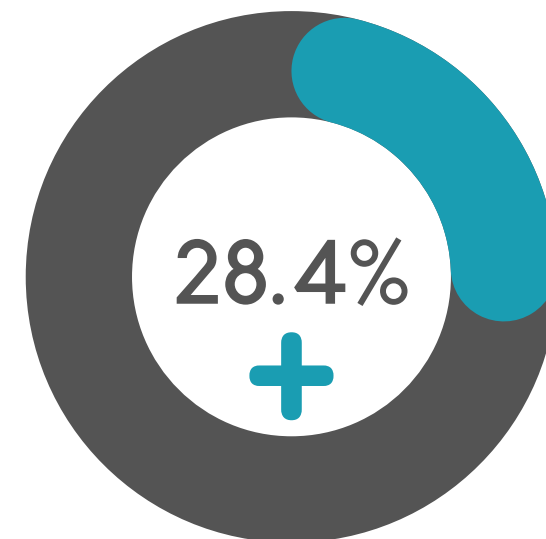
If you were to book those (fairly basic) examples:

- 4 Nights Accommodation
- 1 x Viking Cruise
- 1 x Tour on the Ghan
- 1 x Singapore Airlines Business Class Fare
- 1 x Qatar Economy Class Fare


YOU WOULD END UP WITH \$2030.74 MORE

Operating with GTN (after the 10% clip), than what 100% is on your own

\$7,155.54 vs \$9,186.28



This doesn't take into consideration the amount of time you would also need to spend on business admin



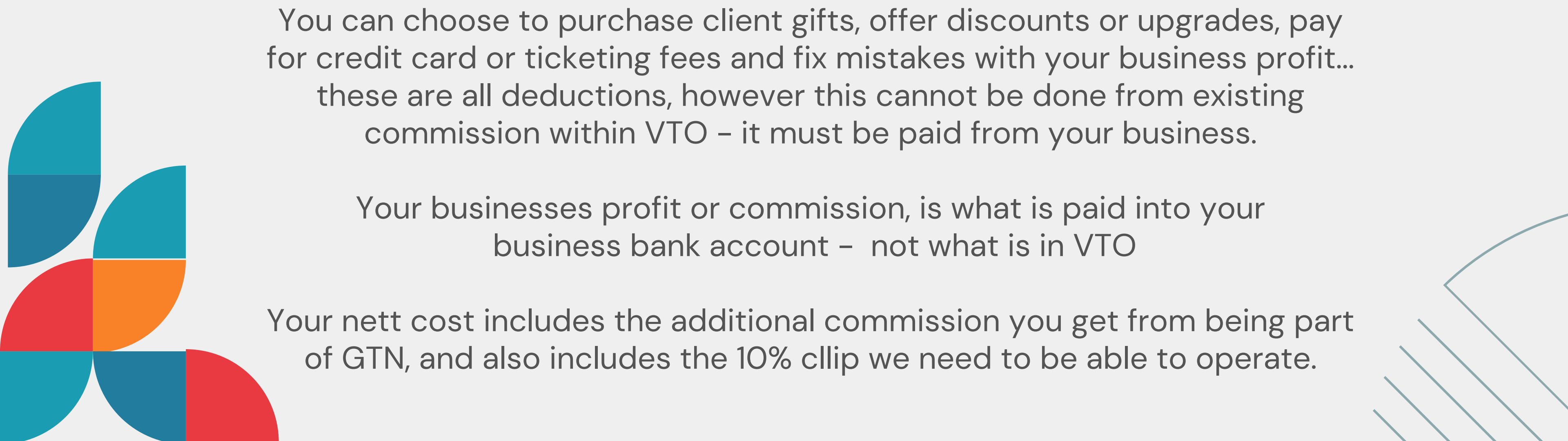
YOUR BUSINESS... EXPENSES

Your business, is just that – your business.

You can choose to purchase client gifts, offer discounts or upgrades, pay for credit card or ticketing fees and fix mistakes with your business profit... these are all deductions, however this cannot be done from existing commission within VTO – it must be paid from your business.

Your businesses profit or commission, is what is paid into your business bank account – not what is in VTO

Your nett cost includes the additional commission you get from being part of GTN, and also includes the 10% cllip we need to be able to operate.





'WRITE OFFS'

ERRORS

CLIENT GIFTS

DISCOUNTING

TICKETING FEES

FAMILY & FRIENDS

CLEARING FUNDS

'WHAT ABOUT...?'

'WRITE OFFS'

Mistakes aren't the end of the world... make a win vs loss tally and move on quickly

ERROR EXAMPLE

- Missed TTL & the fare increases by \$200, commission was supposed to be \$1200
- You **cannot** use your commission to 'cover' this cost, and the line **cannot** be in a 'negative' – negatives don't exist in GTN, because they actually need to be paid. The \$200 needs to be paid by your business to fix the error.
- You will then get the commission payment (based on \$1200 rather than \$1000) which offsets 90% of the cost of the negative.
- We do more work on an error and than on normal booking, GTN cannot be running at a loss for this work which is what would happen if the error was paid with your VTO commission.

\$200 ERROR MATH

\$1200 VTO BOOKING

Total Commission: \$1200

GTN Clip: \$120

Your Commission: \$1080

Missed TTL: -\$200

Your Final Commission: \$880

\$1000 VTO BOOKING

Missed TTL: -\$200

Total Commission: \$1000

GTN Clip: \$100

Your Commission: \$900

Your Final Commission: \$900

**YOUR BUSINESS IS NOT LOSING \$200
BY PUTTING THAT ON FILE TO INITIALLY FIX THE ERROR**

THE \$20 DIFFERENCE IS PART OF YOUR NETT COST TO OPERATE

\$100 CLIENT HAMPER

\$2000 VTO BOOKING

Total Commission: \$2000

GTN Clip: \$200

Your Commission: \$1800

Client Hamper: -\$100

Your Final Commission: \$1700

\$1900 VTO BOOKING

Client Hamper: -\$100

Total Commission: \$1900

GTN Clip: \$190

Your Commission: \$1710

Your Final Commission: \$1710

**BY PAYING FOR THE HAMPER OUT OF YOUR BUSINESS ACCOUNT
IT IS AUTOMATICALLY A BUSINESS PROFIT / TAX DEDUCTION**

THE \$10 DIFFERENCE IS PART OF YOUR NETT COST TO OPERATE

\$250 ROOM UPGRADE

\$5000 VTO BOOKING

Total Commission: \$5000

GTN Clip: \$500

Your Commission: \$4500

Room Upgrade: -\$250

Your Final Commission: \$4250

\$4750 VTO BOOKING

Room Upgrade: -\$250

Total Commission: \$4750

GTN Clip: \$475

Your Commission: \$4275

Your Final Commission: \$4275

**BY PAYING FOR THE ROOM UPGRADE OF YOUR BUSINESS ACCOUNT
IT IS AUTOMATICALLY A BUSINESS PROFIT / TAX DEDUCTION**

THE \$25 DIFFERENCE IS PART OF YOUR NETT COST TO OPERATE

\$300 DISCOUNT

FAMILY/FRIENDS/PERSONAL

\$300 VTO BOOKING

Total Commission: \$300

GTN Clip: \$30

Your Commission: \$270 (= actual nett)

Discount to supplier nett: -\$300

Your Final Commission: -\$30

\$0 VTO BOOKING

Discount to supplier nett -\$300

Total Commission: \$0

GTN Clip: -\$30

Your Commission: \$0

Your Final Commission: \$0

YOU ARE MORE THAN WELCOME TO USE THE TRAVELLER'S CARD TO PAY THE NETT DIRECT TO THE SUPPLIER AND RECEIPT AS A CCCF IN VTO - NO ACTUAL MONEY OR WORK THROUGH GTN ADMIN (ALL ON THE DATABASE)

OTHERWISE THE \$30 DIFFERENCE IS PART OF YOUR NETT COST TO OPERATE

WAIVE \$66 IN AIR TICKETS FEES

TICKETING FEES FORM PART OF THE TOTAL COST OF THE TICKET

\$1000 VTO BOOKING

Total Commission: \$1000

GTN Clip: \$100

Your Commission: \$900

Waiver AT's Fees: -\$66

Your Final Commission: \$834

\$934 VTO BOOKING

Waiver AT's Fees: -\$66

Total Commission: \$934

GTN Clip: \$93.40

Your Commission: \$840.60

Your Final Commission: \$840.60

COVERING THE COST OF THE AT'S FEES FOR A CLIENT FROM YOUR BUSINESS ACCOUNT AUTOMATICALLY MAKES IT A TAX DEDUCTION

THE \$6.60 DIFFERENCE IS PART OF YOUR NETT COST TO OPERATE

LET'S DO THE MATH

\$200 Missed TTL
\$100 Client Hamper
\$250 Room Upgrade
\$300 Discount to Nett (for Family/Friends)
\$66 Waive Air Tickets Fees (2x22 & 2x11)
Total Cost to Your Business = \$916

IF THIS WAS PAID OUT OF YOUR GROSS VTO COMMISSION

We would be doing all the admin work on the above payments
For a loss of \$91.60 per consultant

Monthly Loss = \$4213.60

Annual Loss = \$50,563.20

Even half of that is \$25,281.60



PERSONAL BOOKINGS

**NETT BOOKINGS FOR
FAMILY & FRIENDS**







NETT BOOKINGS

From a GTN Admin point of view, a nett booking is a loss for us because we are having to do work for free.

I have no problem whatsoever with you booking yourself and your friends or family at nett if you would like to... we just ask that it is paid with the traveller's card directly to the supplier.

It's not just our time - it's yours as well... if there is no commission coming back in, you don't even need an invoice in VTO as no money will be coming in or out of the GTN Client Account.

If you/they want a record, you can just import the PNR/use a sector template and then receipt it as a CCCF (Credit Card Charged Forward) in VTO (all in the database)





DOMESTIC & NETT BOOKINGS

If (I'm not sure why, other than for yourself/family/friends) you book a domestic flight and have not put any mark up on it, it would also be much quicker to simply issue this on the client's credit card, directly in air tickets.

Again, if there is no commission coming back, it doesn't need to even be in VTO

You could very quickly import the PNR and add a CCCF receipt – certainly much quicker than waiting for the pax to pay, filling in a booking form, and then Megs and Alana having to ticket it and then send you the eTicket to send to your client.

Issuing in VTO as 'NYOP Airline' on the client's CC will charge them exactly what they would be charged online... and it's actually cheaper for them ie Qantas charge 1.1% CC fees, but Travelpay is 1.2% for Mastercard and 1.4% for Visa

Using NYOP Airline, you can remove your commission and charge nett.





MISTAKES HAPPEN

FIX IT AND MOVE ON QUICKLY

BE KIND TO YOURSELF & DON'T STRESS

NO BUSINESS ON EARTH OPERATES WITH ZERO WRITE OFF EXPENSES

'WRITE OFFS' ARE A BUSINESS (AKA TAX) DEDUCTION

ALWAYS KEEP A WIN VS LOSS TALLY

SUPPLIER RELATIONSHIPS ARE CRUCIAL

IF IT'S MASSIVE - GET US INVOLVED

YOUR LOSSES WILL NEVER OUTWEIGH YOUR WINS



YOUR LOSSES WILL NEVER OUTWEIGH YOUR WINS

YOUR WINS HAVE NO LIMIT

YOUR LOSSES DO



PROFESSIONAL INDEMNITY INSURANCE

PIPL INSURANCE

PROFESSIONAL INDEMNITY INSURANCE

Provides protection for wrongful advice, potential mistakes or errors while you or your consultants are conducting professional service. For example, booking errors or incorrect advice on visas etc.

PUBLIC AND PRODUCTS LIABILITY INSURANCE

Provides cover in the event you are legally liability to pay compensation for personal injury or property damage. This policy also extends cover for trade shows and exhibitions.

GTN'S PIPL INSURANCE COVERAGE

Summary of Cover	
Limit of Liability	Current Cover
- Any one Claim	\$500,000
- In the Aggregate, any one period of insurance	\$1,000,000
- Fidelity Cover	\$5,000
Excess	
Any One Claim	\$1,000

MAXIMUM LOSS \$1,000



BOTTOM LINE

My goal will ALWAYS be to maximum your business profit

Your business is your business – You can do whatever you like for your clients with your business profit

But not with your VTO commission

Quite simply, I cannot spend the majority of my time working on increasing your profit, push all the bonus commissions forward, pay Megan & Alana to do all of your admin, answer your questions and help with errors, and then have a pay a financial loss.



PLEASE DON'T

Ask to be reimbursed for any error, gift, discount, upgrade etc
from your VTO file

Ask to reallocate client funds / adjust your invoice in VTO to
'cover a negative'

Ask to be reimbursed more than what you charged the client

Ask for a booking to be paid if funds haven't cleared

Ask for work to be done that would result in
a negative / \$0 commission



PLEASE DO

Reward your clients however you see fit...
from your business profit, not from your VTO file


Book yourself, your friends and family at nett if you want to
Just pay the supplier directly

Value the time we give to suppliers for updates and catch ups

Apply for waivers for EVERY SINGLE ERROR

Make sure you have a win/loss tally

Get me involved for any disasters



**EVERYTHING WE HAVE
COVERED TODAY IS ON THE
DATABASE :-)**