



Travel for Charity • Cruise for a Cause

Great Western Travel Club Foundation
Travel Consultant Recruitment
Mission, Vision, Values.

Rewarding donor loyalty while creating a
new revenue stream



Who are we?



- Great Western (GW) Travel Club a Washington State Nonprofit Corporation.
- 501c3 nonprofit foundation
- Foundation that supports other nonprofits in their fundraising goals.
- A Travel Club that offers Travel as a fundraising tool for charities to raise money.
- On going fundraising method for Nonprofits.
- A full service accredited Travel Agency

Our Mission create a Win-Win-Win Program



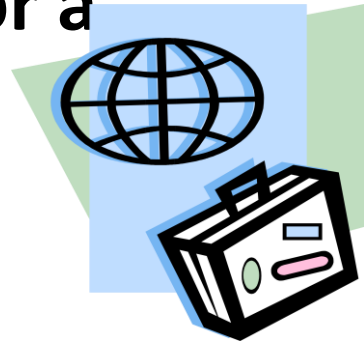
- Creating a win for Nonprofits and Charities and their supporters.
- Creating a win for supporters by offering them a discounted vacation experience while making a donation.
- Creating a win for Nonprofits and Charities by adding a new fundraising revenue stream
- Creating a win by working with fun people on your own terms.

Vision

- Become the “Expedia” for Nonprofits
- Help NP’s create a new revenue stream to support their causes.
- Reward NP supporters with vacation options only available through their Travel Club.
- Have offices in every state supporting NP’s throughout the USA.

How can a vacation increase fundraising?

- Vacations can sometimes be hard to justify. With our program we can offer access to higher quality vacations for the same dollars or less. Further we can provide the feel good component in the form of a donation in the travelers name to the charity. Same dollars, same behaviors... much better results.
- Our Tag Line: **Travel for Charity. Cruise for a Cause.**



Nonprofits and Charities Travel Club

- Offering donors participation in the Nonprofits/ Charities Travel Club gives them special discounts not available to the general public and a donation for every trip booked.
- Nonprofits/ Charities are giving something of value back for their loyalty creating happy supporters and happy supporters are loyal supporters.
- For every trip taken through the “Club” a donation is made to a Non Profit/Charity.
- Dedicated webpage for Non Profits and Charities

GW Travel Club is marketed and branded as the charities Travel Club

- Example: Canine Companions we create a web landing page for every club.



Travel for Charity & Cruise for a Cause!

- Donors don't have to feel guilty about choosing to donate or take a personal vacation.
- Now they can do both and feel good about it because every trip they book a donation is made to a Non Profit/ Charity.



Fact

- Donors of NP's are vacationing all the time and charities are not getting any revenue or recognition.
- Offering a Vacation Club to donors gives them back something for their donations and puts the NP organization in front of them with special offers throughout the year.
- It is easier to ask for something (donations) when you give something (vacations)

Vacation Options for NP donors.



- Full scale travel agency that can book trips anywhere in the world.
- Cruises
- Car Rentals
- Hotel stays
- Luxury resorts and villa's throughout the US, Canada and Mexico
- Monthly specials and promotions just for NP Members.

386,000 Non Profits in US



- Average American is associated with and supports at least one Not for Profit
- NP memberships range from hundreds of supporters to millions
- GW Travel Club markets to the NP's as a fundraising option.
- GW clients are the NP's members and donors
- GW Creates the tools for the NP to market travel specials to their base
- The NP gets a donation on every trip booked by their members.

The donor benefit

- A vacation experience with discounts up to 70% off retail rates.
- Special group Cruises for your donors
- From an Avis car rental to Westin hotel night or luxury cruise or golf vacation a donation is made.
- NOT a contest with one winner but everyone wins 365 days a year.



Typical Donor Bios

- All of our charities have very diverse donor/member bases but they all have usual statistics:
- 6 figure & higher income levels
- Advanced education levels
- Travel often (at least 2 weeks vacation)
- Participates in the charities activities
- Passionate and loyal to the charity and its supporters/partners.

The marketing campaign

NP partner markets their club to their database through their channels.

GW creates the creative and travel specials for the NP to promote.

- Email travel promotions
- Reviews and articles
- Dedicated web page
- Social media links



Agent Opportunities

- Create your own business part time to full time with full flexibility.
- Full training to be a Accredited Travel Agent
- Work with Not for Profits/charities
- Amazing travel benefits.
- Earn from \$10k to \$70k plus great benefits!
- Make a difference in your community and charities you care about.
- Join the growing Travel Industry.
- Be part of something new and exciting.

NOT Multi Level Marketing

- We are not Multi level marketing!
- We are not a scam or fly by night company.
- No up front fees or hidden costs and agenda.
- Full training, support and guidance.
- Commission based and bonus on commission.
- You report to one Regional Director.
- Sales and marketing driven

Full Flexibility

- Make your own hours!
- Work from home or remotely.
- Selling Travel and working with NP partners can be a part time supplemental career or a full time career.
- Income is based on your performance
 - Min expectation is $\frac{1}{4}$ time work load \$10-14k a year.
 - Targeted gross Sales \$250k would be $\frac{1}{4}$ time
 - \$250k = booking two group cruises of 50 per group.
 - Realistic and attainable.
 - Over a year working with 10 charities.

GW Agent Goals

- Attain and manage 10 nonprofit organizations
- Implement a marketing program with each of them to promote their Travel Club.
- Become their personal Travel Concierge
 - Suggest and promote destinations and group cruises.
 - Understand their membership base and promote trips that interest them
 - Book their trips and establish a strong relationship = repeat clients.

Keep it simple and easy

- The only “sales” is in recruiting your NP partners.
- Once recruited the focus is on marketing promotion of trips to the members and customer service in booking trips.
- The key is understanding the NP membership how to reach them and how to service them.
- After that it is servicing repeat clients.

Benefits

- Once you complete your training and make your first sales you get your IATAN accreditation and card..
- Amazing Travel benefits:
 - Agent BIG Discounts on hotels, car rentals, resorts, cruises.
 - Invitation to FAM trips all around the world.
 - Cruises for \$25 a day!
 - Discounted access to Disney and Universal studios
 - And many many more worth Thousands of dollars!

What does it take?

- Outgoing personality.
- Customer service oriented.
- People person.
- Detail oriented.
- Organized.
- Like to travel and or help people take trips.
- Support for charitable organizations.
- Wants to make money and make a difference!
- Ability to work independently with support

How much money can I make?

- ¼ time = \$10k- \$14k
- ½ time = \$27.5k
- Fulltime = \$45k to \$70k
- You are paid on commission. Commissions are paid after the travel partner gets paid in full then within 30 days.

How long does it take to get started? What is needed?

- Online education from a week to a month depending on how much time you dedicate to complete the courses.
- You need a computer and internet access and a phone. Basic computer knowledge.
- Recruit your first partners and set them up as a travel club partner.
- Start earning commission within 30 days.

Thank you

- For your time and interest in Great Western Travel Clubs

Questions

- We want to hear from you.
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