

STG Seeking Independent Contractors

Steuber Travel Group is seeking self-starting, innovative, and kind independent contractor travel advisors. Steuber Travel Group's desired (but not required) qualifications include:

- A minimum of 3 years of sales or client management experience in the last 5 years
- A self starter with a network of potential clients seeking 4-5 star accommodations and travel experiences
- 1 year in the industry with at least \$100,000 in sales
- Experience that demonstrates extreme attention to detail

Our next class of I.C.s will begin training and onboarding the week of June 19, 2023.

I.C. Advisors who are best suited are those who enjoy working on itinerary designs, but are seeking the support of a brand including mentorship, access to systems and prebuilt process tools, as well as leads. Maybe you have loved your first year in business, but are overwhelmed with all that goes into running your own company. Let Steuber Travel Group help you with operations, so you can do what you do best: collaborate with clients and sell travel.

Steuber Travel Group provides independent contractors:

TravelJoy Processes/Systems and Templates including email language, authorization forms, and checklists set up for you to use.

Asana organizational boards and templates to help you manage your workload and stay on top of important deadlines.

Access to the STG **Travefy account** and library so you can reference previous itinerary designs and our custom meandering suggestions we have pre-built. If you wish to add a seat to our travefy library you can do so for a minimal cost.

Access to the STG **Axis account** and library so you can reference previous itinerary designs and our custom meandering suggestions we have pre-built

Mentorship and guidance on how to build your book to the 1 million dollar sales threshold and beyond

Internal and External Dining Guides for many destinations around the world to help you support your client's dining needs

A Director of Supplier relations dedicated to growing our relationships with suppliers around the world all of which are recorded in master spreadsheets shared with you; uploaded to loom videos, and sent via summary emails sent once a week

A Loom Training Video Library with recorded training videos on topics ranging from how to manage and navigate difficult conversations with clients (such as strikes, global incidents, COVID-19, etc) to how to prepare an airfare authorization quote.

Weekly team calls to provide updates on the industry, share lessons learned from the week, check in on what you may need support with, and more

FAM Opportunities to help you learn about the industry

Commission Splits

The hardest part of understanding the industry is split models. We keep ours simple. There are two thresholds. Threshold 1 is paid out at a generous split percentage. Threshold 2 is paid out at a higher split percentage. Two ladder rungs. That's it. We want you to focus on your business and not figuring out where you are on an ever-changing model. We also do not believe in charging surprise fees monthly or year over year.

Planning Fees

At Steuber Travel Group, you will be able to charge fees in accordance with our model and keep 100% of your planning fees. They will be paid out directly to your account, not once a month with commissions. We structure our model to give you the flexibility to charge your clients what is appropriate for the complexity of their trip design.

Host Agencies

Your Host Agency selection is one of the single most important business decisions you can make. Many newer-to-industry advisors do not know where to begin! Lucky for you, we have developed a system for assessing host agencies and we are partnered with one of the best in the industry: Jetset World Travel. We know you will *love* the community Jetset has to offer.

Jetset World Travel offers STG advisors the following perks:

Access to Virtuoso

Access to a long list of preferred partnerships such as Four Seasons Preferred, Hyatt Prive, Marriott Stars and Luminous, and more.

Access to Educational opportunities offered twice weekly— this is called Jetset University. Each month has a different theme or focus so you can learn about different areas of the world and meet with suppliers globally!

Invites to Monthly Business Chats on various topics with the entire Jetset Community to help you with managing back-office business elements

Invites to Monthly Motivational Sessions to discuss TedTalks and books that have inspired the team in the last month!

Access to an annual Summit Event where the entire host agency meets in person to experience team bonding and growing relationships with suppliers in a retreat-style format

FAM Opportunities to help you learn about the industry

Access to Jetset Help Board to collaborate with like-minded advisors and share knowledge on destinations, hotels, and other clients needs

What qualities do I need to be successful?

Established Network: The most successful advisors tap into their community and network to plan travel at a 4 and 5 star level.

Attention to Detail: Attention to detail is of the utmost importance. There is no margin for error. Names must be spelled correctly, hotels need to be reconfirmed, etc. Advisors who do not have attention to detail will not be the right fit for our agency.

Experience with customer service: We strive to demonstrate a high level of value to our clients. We are seeking advisors dedicated to the client experience from start to finish.

Initiative: This industry moves quickly. We must anticipate our clients needs and proactively address them. Advisors who are proactive and take initiative will be the most successful.

Business Minded: We are seeking advisors who are passionate about building their businesses in a way that best suits their lifestyles. However, advisors purely interested in discounted travel or planning travel for their immediate family will not be the right fit for our agency.

Kindness: We want to build a team of power-house, go-getting, supporting, traveler advisors. Therefore, kindness and compassion are crucial to this team.

How do I get started?

1. Submit your application attached to the following email: careers@steubertravelgroup.com
2. All applications are due by 11:59pm on April 30, 2023
3. Interviews will be conducted between May 22, 2023 and June 9, 2023
4. Final selections will be made by June 12, 2023
5. The IC Class will begin on June 19, 2023
6. STG charges **a one-time-only** start-up fee for *entirely new to industry* advisors to cover training and mentorship in your first year — \$1,500

What does STG offer?

- 1 week-long travel advisor training spread out over two weeks for ease of learning
- 1 dedicated page or section on our website highlighting you
- 1 inquiry form routed to your TravelJoy system
- Access to a pre-programmed workflow on TravelJoy to use with your network of clients
- Access to Virtuoso membership
- Access to an IATA
- The following tools: Asana, Canva + Social Media Marketing, G-Suite File System, Axus Itinerary Software
- Access to our pre-existing library of itineraries on Travefy and Axus
- Access to our pre-existing custom dining guides, template packing lists to modify for your clients, and Know Before You Go Guide templates
- Access to our marketing materials as well as features on our business social media