




 Why am I paying a one-time \$249 start-up fee?

 This is an investment in YOU! 😊 You are starting your own business. And we are providing our credentials (\$399/year), Errors & Omissions insurance (\$300/year), free annual membership to our Consortium (Travel Leaders Network - \$399/year), and our proprietary training, booking information, relationships with Travel Suppliers, templates and expertise (years of expertise and hard work!). If you started your own Travel Agency, you'd have to start at the bottom, where we did, and work your way into all of these relationships. Partnering with us means that you already have an edge over other Disney Vacation Planners just starting out!


 Why do I have to pay \$20 a month in Administrative Fees?


 This monthly fee pays for your Email address, Teams portal, Agent portal, and the fees associated with collecting your commissions, keeping track of your commissions, and paying your commissions. It also pays for the overhead of keeping a travel agency open and running smoothly – internet, utilities, etc.


 What kind of job is this?

 This is not your typical 9-5 job. You are not an employee; we are not your employer. You are an Independent Contractor (IC) and you are a business owner, who sets your own hours and works where you want to work! But you are also under the umbrella of our host agency, White Gloves Travel Company (WGTC), who are providing you with support, encouragement, and our own expertise and assistance. You are your own boss, but you are not alone! We are here to help you every step of the way!

 What is an Independent Contractor (IC)?

 IC's are self-employed people who work for themselves rather than working for an employer. You are not an employee of WGTC. This is YOUR business. But because you are under the umbrella of WGTC, our accreditation, our consortium, and Errors & Omissions insurance, you need to meet certain requirements (*training & the ability to show good work ethics and integrity*) to be able to sell travel under us, your host agency.

 How do I earn money?

 You earn commission from every booking you make. We have some of the highest commission earnings in the industry. It is straight across the board 80/20 split with us. You get 80% of your commissions and the agency gets 20%. At this time, 100% of the commissions the Agency shares with you (our 20%) goes right back into the agency to better serve our agents.



What is the commission rate and How do I get paid?



Each travel supplier (*Disney, Universal Studios, Royal Caribbean, Expedia TAAP, etc*) offers different commission rates. When the commission is earned (the client finishes his/her trip), the commission is sent to WGTC. You get paid after we get paid, usually within 10 days. White Gloves Travel Company will provide you with the tools to keep track of your commissions – forms to complete for us, so we can keep track of which agent gets which commission.



Can I get commission by booking my own personal travel?



Of course, you can! Also, some suppliers offer travel agent discounts (like Disney!), but some requirements need to be met before you can use them.



When do I get paid?



You get paid when we get paid. Typically, it is after time of travel.



How do we get our clients (leads)?



We all gain clients by marketing ourselves in a way that we each are comfortable with. This will be your business, you are an Independent Contractor (IC). WGTC provides many useful tools and resources to assist you in marketing yourself and finding those leads. Luckily, Disney is a much-sought-after vacation destination. Lots of people like to go there but need the assistance of a good Disney Vacation Planner!



Can I get my own CLIA Embarc Card?



A CLIA Embarc card can open up many more perks for you as a travel agent! Once you have your CLIA card, you'll be able to take advantage of Disney's Travel Agent Rates! And, while we do not require any quotas at all to host you as an agent, we do require a minimum of at least \$5000 in commissionable sales before you can procure a CLIA Embarc card through our agency. Please remember: Your CLIA Embarc card is yours, but your CLIA membership is under the umbrella of WGTC's agency membership. If you part ways with WGTC, your Embarc card is still yours, but the CLIA relationship benefits through a travel agency will be terminated, unless you associate with another CLIA travel agency. (We can explain more about how this works as you have questions and want to book a Travel Agent trip with Disney).

If you have any other questions or concerns,
please let us know. We are always available!

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