



Welcome to TerraMar Travel, Inc. Our agency is registered with the local municipality and Chamber of Commerce. We are registered sellers of travel with the states of California, Florida and Washington. Also, we are an approved IATAN (International Airlines Travel Agent Network) and CLIA (Cruise Lines International Association) agency. Our primary owners and many of our Travel Professionals are Certified Travel Counselors with The Travel Institute and Accredited, Master, Elite or Luxury Cruise Counselors with CLIA. We are also members in good standing with: Vacation.com, ASTA, NACTA, ARTA, OSSN, The Travel Institute, and PATH.

We are offering outside, independent Travel Professionals the opportunity to affiliate with us and enjoy the benefits of being a true professional. TerraMar Travel, Inc. is not a "card mill", only issuing credentials to travel agents. We expect our Travel Professionals to actively pursue clients and book travel in order to earn commissions. It is suggested that all new agents take the appropriate steps to obtain their own accreditation with CLIA and The Travel Institute, as well as taking other training that is available.

Our outside independent Travel Professionals pay a reasonable fee of \$450 to join our company. This fee includes coverage on our company Errors and Omissions insurance policy, database management program, 250 business cards (optional), and access to our procedures manual along with other training materials. There is an annual renewal fee of \$200 per agent (to cover E & O insurance and database management program) renewable December 1 of each year (fees subject to change). We also require a background check before processing your application for a non-refundable fee of approximately \$45 (subject to change).

We offer our agents 60 - 80% (based on experience) of the gross commissions, including bonus commissions and overrides, received by the company as a direct result of your efforts when you book travel.

It is important to be trained and to have as much knowledge as possible regarding the travel industry. Periodically we will provide information regarding seminars, FAM trips, printed and other resource materials, and cruise line and other news so that you can stay more informed and knowledgeable about the travel field.

If you would like to become an outside independent Travel Professional with TerraMar Travel, please let us know and we will send you our application and Independent Contractor Agreement. Your TerraMar Travel Professional kit with business cards and training materials will be sent to you once we receive the completed forms and agency fees. If you have any questions please call or email our office.

Sincerely,

Rhonda Shumway CTC, ECCS, DS, LCS
President, TerraMar Travel Inc.