

# EMBARK ON A CAREER IN TRAVEL, AND EARN WHILE YOU LEARN



  
**NEXSTART**  
NEW ADVISOR CAREER DEVELOPMENT

NEXstart is geared for the entrepreneur-type professional starting from the ground up with no experience, business plan or book of business. They have the right business savvy and skills but need direction and coaching on starting their travel agency business. NEXstart offers a blended learning environment and will combine independent study with small group study halls and activities with Travel Leaders of Tomorrow.

  
**NEXSTART** LITE  
NEW ADVISOR CAREER DEVELOPMENT

NEXstart Lite is perfect for the professional who has a book of business, a strong business plan and is tech savvy. This self-paced program is geared toward the independent learner who doesn't need one-on-one mentoring.

In addition to taking advantage of the benefits of Nexion Travel Group, NEXstart Lite participants will complete self-paced e-learning modules with the Travel Leaders of Tomorrow Independent Learner program.

Earn while you learn as a full member of Nexion Travel Group	Yes	Yes
Keep 60% of commissions earned on cruises, tours, hotels, cars, travel insurance (i.e. non-ARC) and service fees	Yes	Yes
Keep 70% of commissions earned on cruises, tours, hotels, cars, travel insurance (i.e. non-ARC) and service fees	Yes, upon completion of Travel Leaders of Tomorrow Virtual Campus	Yes, upon completion of Travel Leaders of Tomorrow Independent Learner
Keep 50% of commission booked on airline tickets	Yes	Yes
After earning \$5,000 in commission within a 12- month period, eligible to move to any plan type that Nexion Travel Group offers; applicable fees will apply	Yes	Yes
One-on-one coaching sessions with Nexion Travel Group Business Development coach	Yes*	No
Group sessions with Nexion Travel Group Business Development coach	Yes*	Yes*
Essentials five-day, in-person training registration fee	Encouraged	Included
Nexion Travel Group membership activation fee	Waived	\$495
Nexion Travel Group monthly plan type fee while on 60/40 or 70/30 plan for first two years	Waived	\$19 monthly fee
Travel Leaders of Tomorrow Virtual Campus	Yes - \$1,800 (\$450 x 4 months)	No
Travel Leaders of Tomorrow Independent Learner	Yes	Yes - \$295 Nexion Travel Group discounted price
One-year Basic Membership package for The Travel Institute	Yes, complimentary (after beginning Travel Leaders of Tomorrow module 4)	\$24.99 (optional)
The Travel Institute TripKit (including Travel Agent Proficiency (TAP) Test (\$250 fee)	Required	Recommended
Potential to earn Travel Leaders of Tomorrow tuition reimbursement up to \$1,000	Yes	No
<b>Overall Program Cost</b>	<b>\$2,050</b>	<b>\$790</b>



\*At Nexion Travel Group, we want our new-to-the-industry members to feel ready to make strides toward building a successful business. NEXstrides is an innovative, one-year business coaching program available to NEXstart and NEXstart Lite program members, so they have the confidence and direction needed when starting a business as a travel professional. Led by our certified business coach, NEXstrides is included in the value of membership.

## DISCOVER THE NEXION TRAVEL GROUP DIFFERENCE

### JOIN US TODAY!

# NEXSTART

NEW ADVISOR CAREER DEVELOPMENT

## EMBARK ON A CAREER IN TRAVEL, AND EARN WHILE YOU LEARN

The NEXstart program gives you all the benefits and mentorship of being a full Nexion® Travel Group member while tapping into the extensive training of the Travel Leaders of Tomorrow program. Gain the knowledge and experience needed to become a travel advisor, while partnering with North America's foremost host travel agency.



Travel Leaders of Tomorrow focuses on blended learning, where the participant will combine independent study with small group study halls and activities. Virtual campus activities include guest faculty from all aspects of the travel industry. The program includes:

#### FOUR CORE MODULES:

- Each module is approximately four weeks long and covers all aspects of the travel industry (cruise, tour, destinations, technology, marketing strategies)
- Takes four to five months to complete entire program

#### TRAINING MATERIALS AND RESOURCES:

- Textbooks and Travel Agent Proficiency test (TAP) from the Travel Institute
- Access to Learning Management System (LMS) for interactive, self-paced e-learning and reviews
- Weekly instructor-led study halls
- Role plays and group presentations
- Monthly travel industry guest faculty, interactive webinars during and after the program

#### SOCIAL MEDIA:

- Facebook private group for all program participants

#### NEXSTART PLAN FEATURES (FOR NEW SELLERS OF TRAVEL)

- Keep 60% of commissions earned on all non-ARC and service fees; once you complete all four modules of Travel Leaders of Tomorrow content, you will keep 70% of commissions earned on all non-ARC and service fees
- Keep 50% of commission booked on airline tickets
- \$450 per module of Travel Leaders of Tomorrow content (Program includes four modules with each containing 4+ weeks of training)
- \$250 for Travel Institute textbooks and Travel Agent Proficiency Testing
- Waived Nexion Travel Group membership activation fee (valued at \$199) for all agents who complete all modules of the Travel Leaders of Tomorrow program
- Core training provided by Nexion Travel Group
- No Nexion Travel Group monthly plan type fee while on 60/40 or 70/30 plan for first two years
- Potential to earn tuition reimbursement up to \$1,000
- After earning \$5,000 in commission within a 12-month period, you are eligible to move to any plan type that Nexion Travel Group offers; if selecting Nexion 80, Nexion 90 or Nexion 90 ARC Plus, monthly fees will apply

In addition to taking advantage of the benefits of Travel Leaders of Tomorrow, NEXstart allows you to earn while you learn by being a full member of Nexion Travel Group. NEXstart offers one-on-one sessions with Nexion's Business Development team to help you create your customized business development plan while supporting you along the way. In addition, you have access to:

- **Nexion Fundamentals:** Covers the basics you will need to know to work with Nexion Travel Group in our member portal
- **Air/Car/Hotel:** Covers an overview of Nexion Travel Group's exclusive tools, relationships and programs in these areas
- **Cruise:** Exclusive Nexion Cruise Block Space and booking tools that offer added amenities and competitive pricing
- **Marketing:** Exclusive lead services, direct mail campaigns, e-marketing and web-based programs to attract new clients and keep in touch with existing customers
- **Professional Development:** Education and business development geared toward you realizing your full potential of becoming a travel professional

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