

## ERA of Travel Agent Frequently Asked Questions

### **Is ERA of Travel (EOT) a travel agency?**

No, EOT is an Elective Resource Agency. All commissions are paid at 100%.

### **What is an Elective Resource Agency?**

An Elective Resource Agency brings together the best travel providers with the best agent resources for the best experience for the traveler while paying the agent 100% of the commission.

### **Is ERA a Host Agency?**

No, EOT allows agents to choose the best resources the agents believe work best for them including any booking engine of their choice from any source, through any source.

### **Does EOT allow DUAL AGENCY?**

Yes, as long as the agent is an independent contractor, not an employee of another travel agency. Independent contractors by law can have as many beneficial business relationships as the Independent Contractor deems necessary. If a company is paying an Independent contractor on a W-9 (not an employee W-2), the agent has the right to affiliate with as many companies of their choice to conduct their business. This is the meaning of independence in an Independent Contractor.

### **How does the Travel Agent get Paid?**

EOT agents use an independent third party, Sion. Sion bills the provider and accounts for all the billings. The agent knows what commissions have been billed, owed and paid. EOT agents go online to Sion to submit booking for payment. When commissions are received by EOT, the agent will be paid 100% of the commission twice a month.

### **How does ERA of Travel make money if they pay 100% of the commission?**

EOT makes money by charging EOT agents an annual subscription membership fee of \$399.

### **How does an EOT Agent receive inbound leads of potential travelers seeking an agent?**

ERA of Travel has opportunities for Travel Agents to participate in an exclusive Travel Membership Club called 1Club. 1Club has been created to provide agents with a source of travelers who need an agent to book travel. The club members have been given exclusive travel promotions from EOT partners. Club members can only take advantage of these travel incentives through an EOT agent. Agent will be listed as an approved EOT agent for free through the month of October. Agents elect to continue to be listed for a monthly subscription fee. Agents can cancel at anytime for any reason.



**Does provide any other benefits?**

Yes, for the first 90 days, all agents automatically earn the highest designation and the benefits that come with those designation for all Travel Partner providers.

**Does ERA provide any training.?**

No, EOT is an “adult swim” agency. We do not keep a per cent of your commission to use to pay for agency “handholders” and trainers. EOT encourages all agents to become industry certified.. Professional training that gives the Travel Agent professional industry certifications and designations is the only way to become truly independent.