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Red = New to Travel Industry **Blue = New to The Mark Travel Corporation**

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TMTC Training Topics

Intro to VAX VacationAccess – Learn how to Research, Market and Sell with VAX VacationAccess. Once your agency is registered to use VAX and has registered with TMTC, you are ready to begin booking vacations. Find out how easy it is to search for flights, hotels and features as well as how to use the reservation tool to build a vacation package.

TMTC Brand Overview – The Mark Travel Corporation offers agents a multi-brand sales proposition. We highlight the features, advantages, and benefits of each brand to show how agents can be more productive and profitable when building a vacation package.

Charter/Value Flights – Our Charter/Value flights are ideal for your clients because of convenient non-stop service, low deposit requirements, flexible name and date changes (unlike scheduled air flights), and even free checked bags depending on origin and carrier. Learn how to search for Charter/Value flights and other tools we have with Funjet Vacations to help you capture more sales.

Deals, Promotions, Promo codes – Learn where to find added values and the best deals in VAX. Show your clients the advantages of working with a travel agent by finding the best price or best value for your clients' dream vacation.

Anchor Stores in VAX – Funjetagent.com, BlueSkyTours.com, and UnitedVacationsAgent.com are "Anchor Stores" in VAX. Each page is designed to assist you and your clients with the vacation planning cycle for each brand. Navigate throughout each Anchor Store and uncover tools to help you compete and capture more sales.

Reward Yourself – These topics show how an agent can become more profitable when booking our brands. We discuss commission opportunities, our Agent Rewards Bonus Cash program, complementary rooms when booking Groups Your Way and Traditional Groups, and hotel incentives for agents.

Groups with TMTC – See how simple it is to book groups with TMTC starting with just 5 rooms. Learn about the different options for booking groups with Funjet Vacations, Blue Sky Tours, and United Vacations. Find out the difference between Groups Your Way and Traditional/Contracted Groups as well as how you can get started right now.

Price Match – Sending a Price Match request is fast, easy, and in many cases pre-approved! Learn how to properly submit a Price Match Request and get a response in less than 3 hours. Find out the similarities and differences with Terms and Conditions for all brands.

Travel Protection Options – Learn about the different options you can provide your clients to protect their investment based on their individual needs. Each brand has options with unique features for each plan, but each plan is focused on providing peace of mind and complete "End-to-End" Customer Care.

Advanced Booking in VAX Vacation Access – Discover capabilities in VAX that are not-so-obvious and realize how to maximize productivity when booking one of the Mark Travel brands. Learn how to book multiple-destination itineraries or having clients from different origins stay in the same room along with some simple time saving tips and making modifications to existing reservations.

TMTC Engagement Tools – Learn how to use Creative Connection. You can now create your own engagement pieces within minutes. Discover ways to enhance Social Media and your Website with our vast library of Hotel Images, Sales Collateral, and Customizable Templates.



THE MARK TRAVEL CORPORATION

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