

Are you interested in becoming a Partner with **Signature Travel Network®**? The following overview is a rough outline of who we are and what we are looking for when speaking to new supplier partners.

WHO IS SIGNATURE TRAVEL NETWORK?

Founded in 1956, Signature Travel Network collectively generates \$7 Billion in annual sales with growth of over 500% over the past seven years. This growth is reflective of the commitment to exclusively align ourselves with the most esteemed travel agencies and supplier partners, while simultaneously expanding our reach to more than 6,000 travel consultants in the United States, Canada, Australia, Brazil, Mexico, New Zealand and the Caribbean. As a member-owned cooperative, Signature's sole objective is to serve the needs of our members.

SIGNATURE MEMBERS, WHO ARE THEY?

As of October 1, 2017, Signature has a total of 213 Members in 493 locations.

USA/Canada: Total 207 Members (481 locations)

- Total USA: 204 (458 locations)
- Total Canada: 2 (21 locations)

International Program: Total 7 Members (14 locations)

- Australia: 1 member (4 locations)
- Brazil: 3 members (3 locations)
- Mexico: 1 Member (5 locations)
- New Zealand: 1 member (1 location)
- Dominican Republic: 1 member (1 location)

PREFERRED SUPPLIER PROGRAM

As a participant in the Signature Travel Network Preferred Supplier program you will receive the following benefits:

- Preferred supplier status within Signature Travel Network
- Exclusive invitation to attend the annual Signature Conference for networking with frontline travel experts and agency owners
- Opportunity to train and update Signature travel consultants through webinars, intranet postings and meetings
- Access to Membership list so that you may develop a relationship and communicate with Signature members
- Signature Travel Network's targeted marketing approach creates new sales opportunities to consumers and travelers outside of your current traditional market reach
- Signature Travel Network has a proven track record to increase sales of new members, which primarily benefit our preferred supplier partners.

WHAT DOES SIGNATURE LOOK FOR IN A SUPPLIER PARTNER?

Trade Focus: We are interested in suppliers who are focused on trade and would like to build long lasting relationships; suppliers who understand the value of travel consultants and provide the support on a local and national level to support our members.

Established: Companies who have been in business for at least one year and have an excellent track record of working with trade.

Responsiveness: Signature agencies are looking for high quality services from our preferred partners who have a process in place that supports consultants during the booking process and before and after the client travels. Supplier has to have a plan in place for training coupled with sales promotions and marketing.

Sales: Interested applicants should have existing sales with Signature Agencies as we don't add suppliers to only shift sales from one supplier to another. As a supplier you want to be considered for incremental sales opportunities. So please check our current supplier list and pitch to us how you are different from our existing partners and where you can help drive incremental sales. If you do not currently track consortia sales, please start tracking sales and share a report with us at the beginning of the year for the year prior.

PROGRAM REQUIREMENTS

- Term: Annual
- Management Fee for all Sales: Minimum applies
- Marketing Commitment: Minimum applies
- Performance Incentive opportunities
- Signature Exclusive Amenity (year-round)
- Sales Reporting (monthly, quarterly and by hotel and destination sales)
- Liability Insurance: Supplier will at all times maintain commercial general liability insurance and business liability insurance.