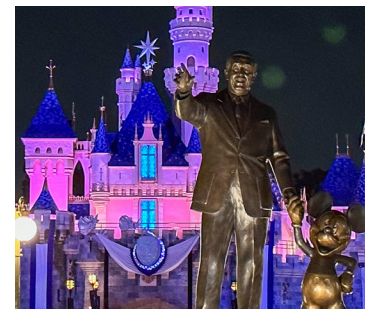




OFF TO NEVERLAND[®] TRAVEL

Make *dreams* come true by visualizing, planning,
and creating *magical* Neverland Getaways.

{ <http://magicmaker.offtoneverland.com> }



OFF TO NEVERLAND TRAVEL[®] • 4308 OAK CHASE • FORT WORTH TX 76244

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Our story begins in 1998. Our owner, Chet McDoniel, was on his 2nd trip to the Walt Disney World® Resort. The only other time he had been was when he was five years old, so this trip was very special. While the trip was amazing, something happened that made him fall in love with Disney. He tells in his own words:

"After fighting with the crowd to find that perfect spot to view SpectroMagic, my parents had decided that if we couldn't see the parade, we might as well ride a high-profile attraction while we were here. Then a Cast Member walked right up to us on the street as we were trying to hurry to get out of the parade's way. It hadn't started, but Jiminy Cricket had made several announcements. She knelt down, eye-to-eye level with me and in the middle of the chaos, said with a great big smile, 'I saved a special place just for you, sweetheart.' She turned and walked over to handicapped seating area not 10ft away where there was just enough room to park my chair. My front wheels were practically hanging off the curb. I turned to say thanks and she winked and left. I watched the parade in all of its splendor. My dreams came true, and my vacation was made perfect."

That kind of vacation magic is what we are all about at **Off to Neverland Travel®**. Our owners, Chet & Joni McDoniel, are strong believers in the wonderful memories that are made when families go on vacation. We chose to specialize in Disney travel because we believe Disney provides a level of service and entertainment that no other destination can provide. While Disney is our specialty, we can help our clients with their vacation plans to any destination.

Chet & Joni McDoniel have worked in the travel industry since 2002, and they love their careers. They welcome any and all professionals to join them in selling travel and helping families make memories that will last for years to come.

We are currently looking for independent contractors to join us in our goal of making vacation magic. No matter where your Neverland is, it is waiting for you and your clients. This could be your chance to change your career, make some side money, and/ or just have a job that you love!

discover Neverland

Neverland is that place you dream about on a Monday morning. It is that place where you can forget about bills, homework, and deadlines. For some it is relaxing on a beach with a good book. Others find their Neverland in the history of Europe or in the adventure of the Outback. Perhaps your Neverland is walking down **Main Street, U.S.A.®** to board a flying elephant. Wherever your Neverland is, you know how important it is to get there. As a **Magic Maker®** for **Off to Neverland Travel®**, you get to help others discover their Neverland and plan their dream vacation.

{ <http://magicmaker.offtoneverland.com> }

What to Expect

WHAT OFF TO NEVERLAND TRAVEL® WILL EXPECT OF YOU:

- A passion for **Disney Destinations**. You must be able to show a love for the **Disney Destinations**. Your love of Disney should transcend mere fandom, and instead be a passion you want to convert into a business. In addition, you must have visited at least one of the major **Disney Destinations** in the past two years.
- Strong oral, written, and online communication skills. Moderate computer skills and knowledge.
- A self-motivated attitude when it comes to building your business. A basic understanding of social media is required. The ability and interest to build your business through sales and marketing.
- Successful completion of **Off to Neverland Travel®**'s Orientation and a background check.
- Promptly submitted paperwork as required by **Off to Neverland Travel®**. This is to keep in accordance with our Errors and Omissions Insurance Policy. Adherence to company policies and a positive, professional representation of the **Off to Neverland Travel®** brand.
- Commitment to making magical vacation memories for your clients! Commitment to growing your business by staying engaged and connected with **Off to Neverland Travel®**, Disney and other supplier communications on a weekly basis.

WHAT YOU CAN EXPECT OF OFF TO NEVERLAND TRAVEL®:

- **Marketing:** In-depth marketing guidance, pre-approved sharable blogs, and graphics, in-house photo library along with access to Travel Leaders Network's social media and print marketing
- **Technology:** Wide range of in-house technology including a personalized advisor website, a purpose-built, in-house, AI-based, Client Retention Management System, integrated workflow programs, a dedicated agency communication platform, live chat staff support, client management support tools
- **Education:** Comprehensive In-House Orientation and Continuing Education programs providing individualized support and guidance, regular exclusive supplier partner training, a yearly agency conference, monthly staff-led Zoom calls, and access to Travel Leaders Network's extensive library of training courses
- **Support:** We want you to succeed and will be with you every step of the way. We are not an agency with thousands of contractors so you'll always be an important part of our team.
- **Additional:** Errors and Omissions Insurance Coverage, Prompt Payment of Commissions (every two weeks), Workman's Compensation Insurance, and the support of a veteran team of over 140+ agents nationwide.

REQUIREMENTS & RECOMMENDATIONS FOR JOINING:

- Extensive knowledge of **Disney Destinations** products is required in order for us to contract with you.
- No prior travel industry experience is required. Prior sales and/or marketing experience preferred, but will consider those who are self-motivated with a willingness to learn.
- Computer with knowledge and comfortability of basic computer functions
- Dedicated Phone Line (You must be able to answer the phone (or in voicemail greeting) identifying yourself as an **Off to Neverland Travel® Magic Maker®**. Due to our insurance policy, no one else may answer this phone.)
- An initial administrative fee of \$49 (for background check, account setup, and associated startup fees) plus first month affiliation fee of \$34 is to be paid upon signing the contract.

"We want to be the ones who are knowledgeable and who can take care of their concerns and wishes to make their vacations as good as they can be, so that the next time they don't even hesitate to call again."

Chet McDoniel, Owner
as quoted in *Travel Trade Magazine*

"We keep moving forward, opening new doors, and doing new things, because we're curious and curiosity keeps leading us down new paths."

- Walt Disney





Becoming a Magic Maker®

There are some schools of thought out there that becoming a travel agent requires a lot of education. Our opinion is that the most important thing you need to start with is a passion for what you are selling and that the best way to be successful in this industry is to just jump in and do it. We can teach you how to get quotes, marketing strategies, and how to book your clients' vacations. Having a passion for Disney Destinations and their products, along with a natural inclination to plan and research will give you a great start to the tools needed to be successful as a **Magic Maker®**. And then we can help with the rest!

Application & Interview

Our application process consists of three steps. The first part of the application includes some basic questions regarding your interest in contracting with **Off to Neverland Travel®** and sharing of your travel experience. Steps 2 and 3 include uploading your resume and a marketing plan. Upon passing all parts of the application, you'll be asked to schedule a Zoom interview during normal business hours.

Orientation

If you are accepted as a new **Magic Maker®**, you will then be enrolled in **Off to Neverland Travel®**'s Orientation. This Orientation will provide you with a thorough overview of all of **Off to Neverland Travel®**'s resources, tools, and policies; along with an in-depth introduction to disneytravelagents.com and other important aspects of starting your business. This orientation consists of seven phases of courses, tutorials and reading assignments. While it is a self-paced program, all assignments are to be completed in the order given within a 4 week time frame. While we encourage apprentices to focus on the materials of Orientation, should you have a client ready to book and need assistance, the staff will be glad to help you through the process (for a reduced commission split). We do ask that you refrain from active marketing until Orientation is completed though.

Continuing Education

After completing Orientation, in addition to regularly scheduled **Off to Neverland Travel®** exclusive supplier training sessions, you will have the opportunity to further your education in the travel industry and improve your personal business-building skills by enrolling in **Magic Maker University**. This self-paced course should be completed within 4 months of sign-up. It covers a wide range of sales and business skills necessary for professional growth, including opportunities for one-on-one tutoring and marketing strategizing. More information will be provided at the end of Orientation.

Neverland Levels

Off to Neverland Travel®'s Levels Program is designed to recognize your efforts and to provide benefits for those who reach certain yearly commission plateaus.

Gross commissions are defined as the amount of commission paid to the agent after the split with **Off to Neverland Travel®**.

Monthly Affiliation Fee

In exchange for the support, technology, and services offered, **Off to Neverland Travel®** will collect a monthly affiliation fee of \$34 from **Magic Makers®** of all levels, excluding the You Can Fly Level and above.

Magician Level

The following level is for independent contractors participating in Orientation and have not met the requirements necessary to move into the Sorcerer Levels as explained to the right.

- **Apprentice (Magic Makers® currently in Orientation):** Apprentices will receive 40% of the commissions earned.
- **Magician:** **Magic Makers®** who have completed Orientation but have not enrolled and graduated from Magic Maker University will be considered to be at the Magician level and will receive a 60/40 split of the commission. However, Apprentices and Magicians are not eligible for the **Off to Neverland Travel®** Summit, Commission Benefits, The Neverland Market, yEARS of Loyalty benefits, FAM opportunities or discounted travel. Sorcerer level can be earned by enrolling and completing Magic Maker University.

Sorcerer Levels

The following paid levels can be achieved once graduated from **Magic Maker University**. **Magic Makers®** in the Sorcerer Levels are eligible for the benefits listed to the right.

Neverland Level

Up to \$20,000 Gross Commissions - **Magic Makers®** will receive a 60/40 split of the commission.

Pixie Dust Level

\$20,000 to \$50,000 Gross Commissions - **Magic Makers®** will receive a 65/35 split of the commission

Second Star Level

\$35,000 - \$49,999 Gross Commissions **Magic Makers®** will receive a 67/33 split of the commission.

You Can Fly Level

\$50,000 and up Gross Commissions - **Magic Makers®** will receive a 70/30 split of the commission and no monthly fee is due.

Above the Clouds Level

\$62,500 - \$74,999 Gross Commissions **Magic Makers®** will receive a 72/28 split of the commission and no monthly fee is due.

Reach New Heights Level

\$75,000 and up Gross Commissions **Magic Makers®** will receive a 75/25 split of the commission, no monthly fee is due and your Summit fee (should you choose to attend) is waived.

****Levels are on a per-year basis.**

Why Opt for Sorcerer Levels

The Sorcerer Levels represent a fantastic opportunity for those who are dedicated to excellence in the travel industry. By aiming for the Sorcerer Levels, you're not just positioning yourself to earn higher commissions—you're embarking on a journey that will elevate your professional prowess and client satisfaction. You'll also have access to the following benefits:

- **Eligibility to Attend Annual Summit**
Our annual meeting where many of our **Magic Makers®** gather at a popular travel destination (often, but not always, at one of the **Disney Destinations**) to share ideas, gain new experiences and expertise, and just network and have fun with your fellow **Magic Makers®**.
- **100% Commission on Your Travel**
Once you sell \$10K of travel (not including your vacations), you will receive 100% of the commission on your own vacations (where you are a confirmed passenger).
- **FAM Trips**
Training (discounted) vacations to help you become familiar with the different suppliers we sell.
- **IATAN Card**
This card requires \$5K of commission earned in a rolling twelve-month period. Once achieved, it offers you deep discounts in the industry including reservations at the **Walt Disney World®** Resort, **Universal Orlando Resort™** and many other travel experiences.

GETTING CLIENTS

A common question among new agents is, "Where do I find clients?" That is a great question and one that we will help you find the answer to in-depth once you start Orientation and **Magic Maker University**.

You will be responsible for gathering your own clientele through your personal network. Mainly, they will come from people you already know... friends, family, etc. They can be coworkers, contacts of your spouse, parents, school or church connections. Those contacts are much easier to work with than cold internet leads. The possibilities are numerous and we will help you explore those in both Orientation and **Magic Maker University**.

The **Off to Neverland Travel®** Website has options for your clients to pick your name from a list of our **Magic Makers®** so that you are easily found. In addition, you will be provided a personalized version of our site that you can use in all your brand marketing that includes direct "Request a Quote" access. We know that the best recipe for success is to connect and be present in front of people from your personal network. Word of mouth is the most powerful marketing engine we have. Our onboarding process and continuing education will help you craft the best strategy to grow your business.

GETTING PAID

In terms of getting paid for your clients' reservations, we split all commissions and fees that we receive from your clients' travels. From **Disney Destinations**, we usually receive 10% of the total package minus tax. You will receive 60% (after Orientation) of the received commissions and fees.

Magic Makers® are paid twice monthly. Commission is paid in the month after a client completes their travel. For example: Your client booked a trip with you and travels during the month of September to the **Walt Disney World®** Resort. You would receive payment for your share of that trip's commission either on the 15th or 30/31st of October pending receipt from the supplier.

**"It's kind of fun to do
the impossible."**

- Walt Disney





Make your *dreams* come true.

If you are ready to make your own dreams come true and help to fulfill the dreams of your future clients, then we are ready to help you start the process.

The first step is to fill out an application by visiting the link below.

{ <http://magicmaker.offtoneverland.com> }



This is an independent contractor position that is commission only. If accepted, you will not be employed by Off to Neverland Travel®.

OFF TO
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TRAVEL

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