

Are you interested in becoming a Preferred Partner with **Signature Travel Network**? The following overview is a rough outline of what Signature is looking for when looking at tour operators, specialty operator or Destination Management Companies (DMCs).

BENEFITS

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 and other Signature events for networking with Signature frontline travel advisors 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 advisors 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 and focus primarily on the US market.
- **Responsiveness:** Signature agencies are looking for high quality services from our preferred partners who have a process in place that supports advisors 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 preferred partners and where you can help drive incremental sales. IMPORTANT: 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 and for any future travel.

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 (minimums apply)

For a list of our current portfolio of preferred supplier partners with Signature, please visit <http://www.joinsignaturetravelnetwork.com>.

PROCESS

Please know that Signature reviews the Land & Specialty Supplier Partner portfolio once per year, typically in the second quarter of each calendar year. To be considered, you must submit your information through the online form which will ensure that your information and interest for consideration is received by Signature.

Additionally, after completing the online form, you can reach out with the requested additional information in Q1. This information should include an existing sales report of business generated by Signature agencies for the current and future year as well as any other information you might want to share that sets you apart from the competition.

For any additional questions, please contact our team at land@signaturetravelnetwork.com.

Signature Travel Network

Team: LAND & SPECIALTY SUPPLIER Partnerships

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