

FIVE ADDITIONAL WAYS TO MAKE MOOLAH USING FLIGHTSITEAGENT

From accommodation to bus tickets, cruises to travel insurance and airport lounge access, #FlightSiteAgent offers so much more than just air tickets for you to sell onto your clients at a mark-up.

Make more moolah by knowing our full range of products better. This will help ensure you are your clients' one-stop-shop for all their travel needs.

Here Kaashiefa Kolia, Sales Executive at FlightSiteAgent, shares six top tips on maximising your efforts to earn more commission.

Accommodation station

From hotels to self-catering, B&BS to backpackers, we have an option to suit everyone. Adding accommodation to your list of services is an effective way to increase sales. After all, your clients will need a place to stay while travelling so ensure you're there to arrange it for them.

You can make your bookings through www.flightsiteagent.co.za. Alternatively use Booking.com and earn 5% - 10% commission on all reservations. Just remember that commission will only be paid to your FRAG ID two months after your client's stay.

TIP: Advise your client that the credit card used to make the booking needs to be presented at check-in. This is a common blunder and leads to much frustration.

Book the bus

If you don't already know, we've partnered with six of South Africa's main bus carriers - Greyhound, Intercape, Translux, City-to-City, Citiliner and Eldo Coaches - and can provide you with access to competitive bus fares. As air travel can be pricey, travelling via bus has become an increasingly popular and affordable alternative to add to your product list. Still not convinced? By booking through the FlightSiteAgent platform, you earn 10% commission on all bookings made. It's as easy as that!

TIP: Claim your commission by sending a mail to finance@flightsite.co.za with your FRAG number and booking confirmation and we'll ensure your commission is paid to your FRAG ID.

Perfectly packaged

Packaged holidays are popular among travellers keen to vacay without breaking the bank. Fortunately for you we have contracts with all major tour operators - Beachcomber Tours, Club Med, Checkout Tours, Thompsons Tours, Trafalgar/Contiki Tours, The Holiday Factory, World Leisure Holidays, to name a few - and can offer the best deals to suit your clients' needs.

Different types of packages are available to sell too. The first includes flights, airport-hotel-airport transfers, accommodation and one meal plan. The second is all inclusive which means that all meals, select drinks, snacks and entertainment are included. Did we mention how easy it is to sell? Operators plan the trip for you - all you have to do is share it with your client. Quotes are sourced by sending a request to info@flightsiteagent.co.za and a friendly consultant will be in touch.

TIP: Most operators pay a commission of 12% on land and 9% on air and, you as the agent, will earn 75% of the commission earned. Once this amount has been received by us, your FRAG will be credited with your commission.

Cruising your way to increased sales

Another product to up-sell is cruising. From large cruise liners such as MSC and NCL to river boats - the smaller, more intimate alternative - this firm favourite way of seeing the world will ensure you're sailing to success.

TIP: When booking through msconline.com, a 10% commission is included in the quoted price and taken directly from the client. Agents only pay the nett amount to MSC. #Bonus

Travel insurance

Don't forget about adding travel insurance to your checklist when selling an air ticket. It's important that you, as the agent, educate passengers about purchasing travel insurance for possible incidents such as unforeseen medical expenses, lost luggage or flight cancellations. Your client will thank you later.

Here are a few of our top tips to finding out what your client wants:

- Ask your clients what type of holiday they have in mind, which activities they would like to engage in and what facilities they require.
Requirements like beach access, kids clubs for children, great spas and access to golf courses could dictate which accommodation you would recommend. Each destination also offers different activities like shopping, cultural tours and sightseeing or water sports.
- Establish where they have travelled before and at which properties they stayed.
- Identify the preferred accommodation rating i.e. 3, 4 or 5 star?

- Ask what type of meal plan they would prefer.
- Ask if there will be children joining and if so, how old they will be at the time of travel.
- What is their approximate budget? This will ensure you quote a realistic travel itinerary, first time round.
- Establish if your client has a preferred airline and class.
- Confirm if your client is flexible with travel dates and times.

TIP: Remember to always present the client with three quotes, and include travel insurance if they are travelling internationally.

ENDS