

## ARE YOU ORGANISING TRAVEL FOR YOUR GROUP FOR PROFIT?

If you are you have up to now been ineligible to join the Group Travel Organisers Association as a GTO Member. The GTOA has some good news for you!

If your profit is modest – less than about £4000 a year –you can now join as a Commercial Member.

What does a Commercial Member look like? We're not talking about your charging a little more to cover the costs of organising – postage, telephone, stationery, advertising, etc. That's just covering your costs.

Likewise, if your supplier charges you for the members of your group travelling but gives you a free place as organiser, provided you only increase the price you charge your group members to cover your organising costs, that isn't profit either.

If, however, you inflate the price you charge your travellers either to give *yourself* a free place or more than cover your organising costs, that *is* profit and makes you eligible for Commercial Membership.

Any other ways you employ to make yourself a modest profit out of organising travel for your group would also make you eligible for Commercial Membership.

The only real difference between you and an existing Member would be that you are making a profit. Organisers are organisers!

The fee is £50 + VAT and the benefits are the same as for existing Members. They include

- Availability of organiser liability insurance
- Direct access to our suppliers by name including phone numbers, email and postal details
- Special offers from our supplier members
- Educational and familiarisation visits
- Website, Twitter and Facebook networking
- Membership handbook

- Membership of your local Branch for networking and social events
- Lively and informative newsletters on line and in hard copy
- National AGM weekend and trade show
- Legal helpline
- Shared departure opportunities

Come and join us!

Contact Phil Cameron, our Membership Secretary, by email at [gtomembership@gtoa.co.uk](mailto:gtomembership@gtoa.co.uk) or by phone on 01952 590484