



# THE HOMWORKING TRAVEL AGENT STARTER KIT



# THE HONEST UK GUIDE NO ONE GIVES YOU (BUT EVERYONE NEEDS)

Before we start... let me say this  
If you've downloaded this, chances are you're  
thinking one (or more) of the following:  
“I feel like this could be for me...”  
“But I don't fully understand how it works.”  
“And I don't want to make a stupid mistake.”

Good.

That tells me you're not rushing, and that already puts you ahead of most people.

This starter kit isn't here to convince you.  
It's here to give you clarity.

No hype.

No pressure.

No “six figures from your sofa” nonsense.

Just the truth, explained properly.

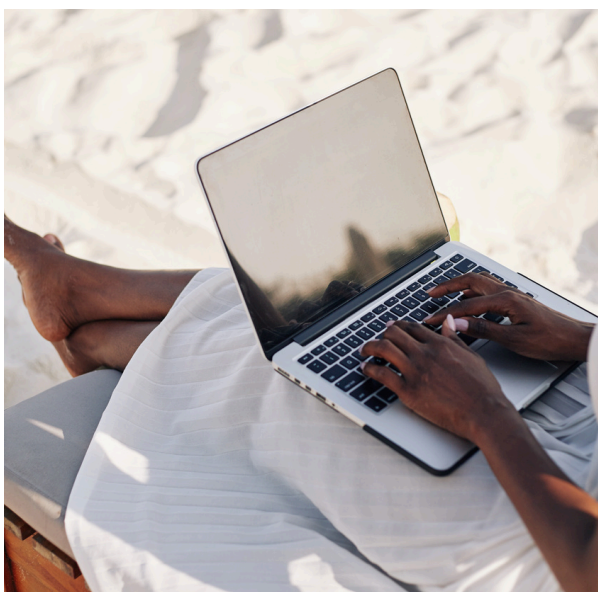


# SO... WHAT IS A HOMEWORKING TRAVEL AGENT?

Let's clear this up early, because the internet does a terrible job of it.

A homeworking travel agent is someone who:

- runs their own travel business
- works from home (or anywhere)
- sells holidays legally and professionally
- operates under a licensed UK travel company
- earns commission from suppliers



You are self-employed.  
You are not an employee.  
You are not a Facebook seller.  
You are not winging it.

You are a business owner.

That one mindset shift changes everything.



## WHAT IT IS NOT (AND THIS MATTERS)

A real homeworking travel agent is not:

- ✗ reposting screenshots
- ✗ taking bank transfers
- ✗ guessing prices
- ✗ selling holidays "on the side"
- ✗ operating without protection
- ✗ relying on vibes and hope

If anyone tells you that's how it works - that's your red flag 🚩



# LET'S TALK MONEY (HONESTLY)

You don't earn by charging clients upfront fees.

You earn commission, paid by suppliers like:

- tour operators
- cruise lines
- hotels
- airlines
- transfers
- insurance
- add-ons

Typical UK commission looks like:

- 10–15% on package holidays
- 10–20% on cruises
- up to 40% on insurance & extras

That means:

- one good booking can earn a few hundred pounds
- repeat clients build long-term income
- group bookings can be very lucrative

But let's be clear:

- ⚠ This is commission-based
- ⚠ There's no guaranteed wage
- ⚠ Consistency matters

This is a business - not a shortcut.



## DO YOU NEED EXPERIENCE?

No formal qualifications required.

What you DO need:

- training
- support
- confidence
- systems
- guidance on getting clients

Most people don't struggle with booking holidays.

They struggle with:

- marketing themselves
- showing up online
- believing they're "allowed" to do this
- knowing what actually matters

Those are learned skills.



# THE MISTAKES THAT CATCH PEOPLE OUT

I see this constantly:

- X choosing based on price alone
  - X not checking financial protection properly
  - X hiding behind a logo
  - X waiting to feel confident
  - X expecting instant results
  - X treating it like a hobby
- Avoid these and you're already ahead of most beginners.

## THE QUESTION YOU REALLY NEED TO ANSWER

**Not:**

“Can I do this?”

**But:**

“Am I willing to learn, show up, and build something properly?”

If the answer is yes - this industry has space for you.



# SO... WHAT'S YOUR NEXT STEP?

Not rushing.

Not signing up out of panic.

Not jumping at the cheapest option.

Your next step is guidance.

That's why I built The Travel Agent Academy - to teach the business side properly, not just how to click buttons.

But for now?

Pause.

Reflect.

Re-read this.

That's how smart decisions are made.

## A final word from me

Homeworking travel can be:

- ✦ flexible
- ✦ profitable
- ✦ empowering
- ✦ genuinely life-changing

But only if you go in informed, supported, and confident.

This starter kit isn't the finish line.  
It's the beginning of clarity.

And that's exactly where every Travel CEO starts.



# ABOUT THE AUTHOR



*Hello there!*

I'm Janine, founder of The Travel Agent Academy, co-owner of a UK-licensed travel agency, and a certified business and mindset coach.

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I've spent more than 20 years in the travel industry, from working overseas to building and running real travel businesses that book holidays every single day. I don't teach theory or outdated advice. I teach what actually works now: how to run a travel business properly, how to market yourself with confidence, and how to think like a Travel CEO, not "just an agent". If you want honesty, clarity, and real strategy from someone who's built this from the ground up, you're in the right place.

## Get in touch!

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