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## The Travel Manual - all you need to know: Dealing with the companies who the travel agent deals with (Volume 1)

*Mr R Roscoe*

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R Roscoe 1995-07-31 Original language: English PDF # 1 9.00 x .39 x 6.00l, .53 #File Name: 1453762752172 pages The Travel Manual All You Need to Know Dealing with the Companies Who the Travel Agent Deals with | File size: 33.Mb

**Mr R Roscoe : The Travel Manual - all you need to know: Dealing with the companies who the travel agent deals with (Volume 1)** before purchasing it in order to gauge whether or not it would be worth my time, and all praised

## The Travel Manual - all you need to know: Dealing with the companies who the travel agent deals with (Volume 1):

The book endeavors to help a person to set up in the travel business. It also enable a person to get a good basic understanding of this very lucrative area of business and all the perks that go with it and is a good string to the bow when applying for a new job as a person can save their new employer money when it comes to flights, travel, insurance, etc. In addition, it is ideal for companies who want to set up an 'in-house' facility for their company's travel arrangements. With this publication, you are buying invaluable information from an individual who ran his own travel agency.

About the Author After leaving school I was approached by an aircraft company based at Liverpool Airport offering me an apprenticeship as an aircraft engineer with the opportunity, when I was older, of reaching out for a commercial pilots licence. Although my love of aircraft has never diminished, I never did take up the offer that so many of my school and college friends would have given an arm, a leg and whatever else they could lay their hands on for such an opportunity. During the mid 70s I freelanced as a photographer doing work for magazines and companies such as Texaco, photographing weddings and also some international film stars, such as Sean Connery, Gerald Harper and other celebrities. In the early 80s, while working as an import/export agent, I took a nose dive when the Pound Sterling took a dive against the US Dollar. In September 1985 I went through rather a messy divorce and was also out of work for best part of 4 years. It was a frustrating and degrading time for many reasons, least of which was signing on for unemployment benefit. I was being treated for depression which was brought on for the most part by attempting to pay a mortgage, rates, electric, gas and other bills not to mention the food bill on a mere 85.00. per fortnight as well as a child custody battle. Back in 1988 I spent a bit of time helping a friend in his textile outlet, delivering, cleaning, selling, answering the phone, etc. After a couple of months this friend said to me, "Ray, why don't you set up a business selling industrial wipers to garages and I will sell you the cloth". I didn't pay much attention to that question simply because of the type of work I had done in the past, until he mentioned it again. Then I started to think about how many garages there were in my locality. I started the business after applying for a DTI grant and the Government Enterprise Allowance of 40.00. per week. That, together with some part-time work and the help of the friend mentioned earlier, helped me on the business road. Now the point of the foregoing is merely to show that it is possible to start a travel business and to grow without any previous experience. You may choose to set up a small travel business or use the information to train others, an area I decided to eventually go down.