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"The Information Magazine for Home Based Agents"

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I Like Getting Paid for My Time!

by Diana Monaco

What I'm finding is that **the world is becoming smaller and smaller**. Booking with a local tour operator can be as easy as an e-mail and a bank transfer. My seasoned traveler clients are happy that they don't have to be locked in to an air/hotel/tour package. They can be in command of their own itineraries.

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FAM 2.0

by Cory Andrichuk

Consistent and updated product knowledge has always been the key to success in any industry. And, the travel industry is no exception, especially when it comes to successfully matching your clients with the products that fulfill their dreams.

One of the benefits of acquiring knowledge in the travel industry has been **the FAM trip**. In fact, FAMs have been the cornerstone of product knowledge and learning in the travel industry since the dawn of time. The main objective is to FAMiliarize yourself with the specific product(s) and destination(s) - and, hopefully, have some fun while you do it! To have taken your first FAM is to have lived in the travel industry.

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The Power of Planning

by Keith Powell

There is power in planning when considering your business goals for 2010.

Planning is simply the steps we take toward achieving our goals. Planning is your guide and accountability process.

The important part about a business plan is that it be written by you, the owner of your business. For the home based agent, being the owner of your desk, your computer, your current/past travel customers, and your business contacts constitutes being the business proprietor. Take ownership!

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