

## Change

\$3,400

\$.38

## Definitions

- **Travel Advisors** – Includes all who worked a full calendar year when calculating sales / revenues
- **Sales** – Total of transaction including taxes and fees
- **Revenue** – All commissions and fees generated by Travel Advisor
- **Mean Average** – Adding the total of sales/revenue and dividing by number of Travel Advisors included in total
- **Median Average** – Is the “middle” value of the Travel Advisors in the calculation or the “halfway” point
  - Set of numbers including 1,2, 4, 8, 10
  - “median” value is?
  - “mean” value is?

## 2020-2021 Gold Club

- **Qualifying Period** – August 01, 2019 to July 31, 2020
- **Minimum Revenue requirement**
  - **Full-Time \$125,000**
  - **Part-Time \$100,000**

Average Sales have increased 23% from 2016 to 2018

Average Revenues have increased 26% from 2016 to 2018

\$125,000 represents 94.3% of 2018 Average Revenue

# Travel Advisor Sales 2016 - 2018

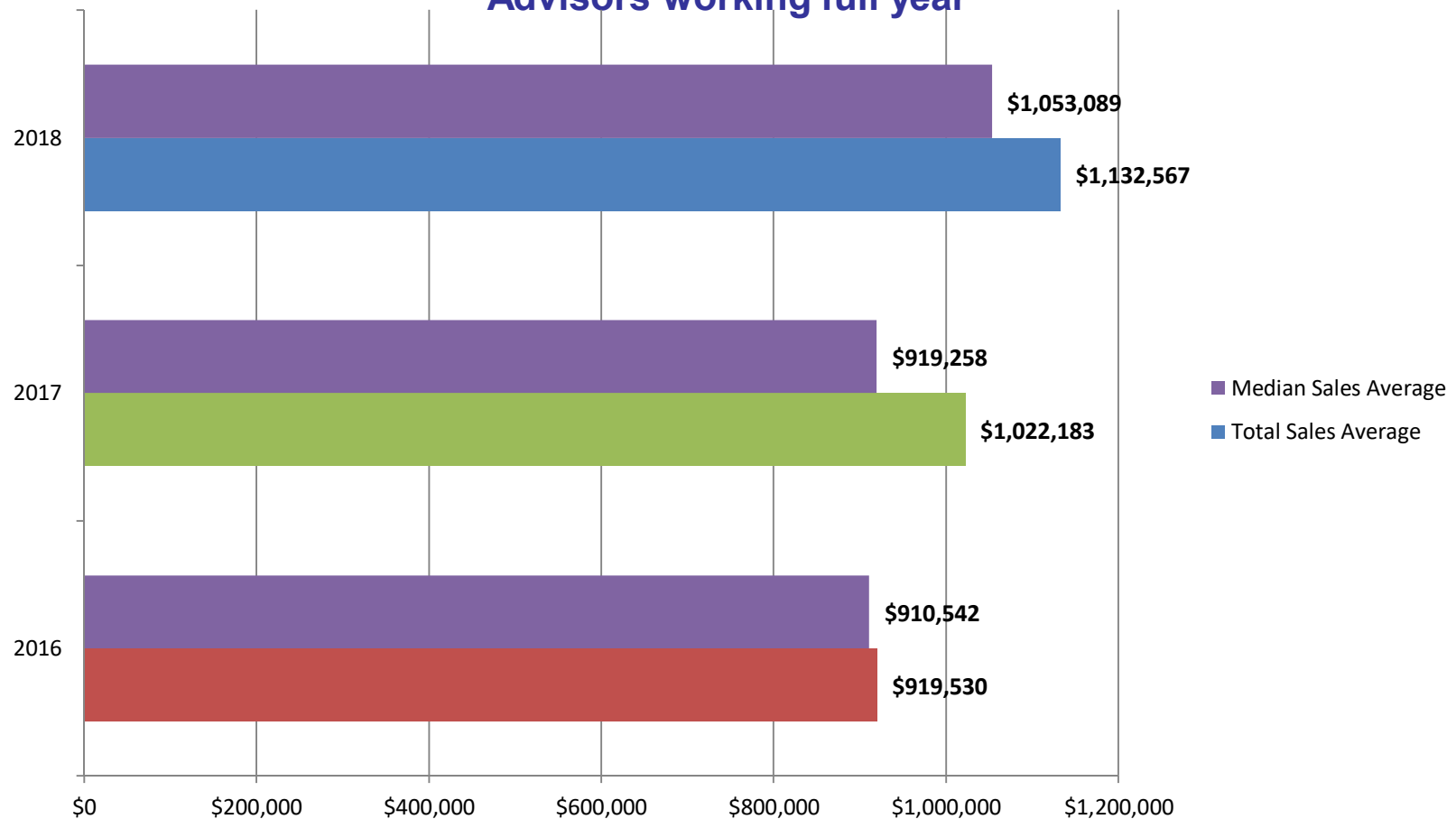
Advisors working full year

Total Sales Average per Advisor



## Median & Mean Sales 2016 - 2018

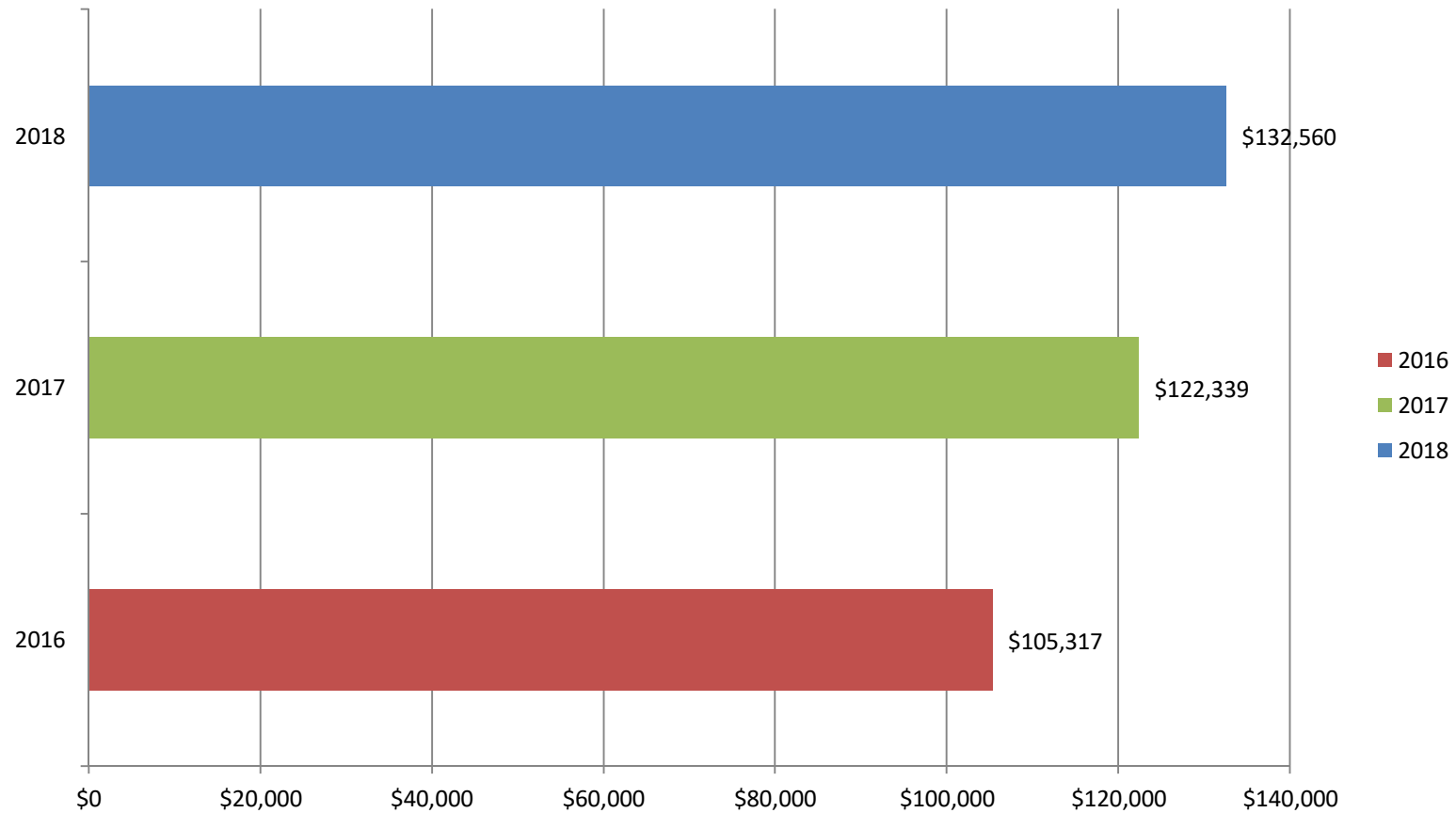
Advisors working full year



# Travel Advisor Revenue 2016 - 2018

Advisors working full year

Total Revenue Average



## Median & Mean Revenue 2016 - 2018

Advisors working full year

