



CADENCE®

A WORLD OF TRAVEL, IN SYNC WITH YOU®



THE NATION'S LEADING LUXURY HOST AGENCY

CADENCE® founder and CEO, Wendy Burk, started her award-winning travel agency in 1994 with only three employees. Today it has grown into an internationally recognized full service travel management company, bringing success to a community of over 100 passionate independent travel agents both in-house and around the world. We host experts from leisure, business and group travel. What will your niche be?



# FIND YOUR BALANCE

**Q:** Why do experienced travel agents around the world choose CADENCE as their host travel agency?

**A:** We love what we do, and it shows.

“ CADENCE has been such an amazing member of Virtuoso and one of our fastest growing members. Wendy's passion for her team is something that has actually inspired me and helped me push the limits of what we can be. When you're dealing with CADENCE, you're dealing with one of the best. ”

*Matthew Upchurch, Chairman & CEO of Virtuoso*

“ Joining CADENCE 3 1/2 years ago was the smartest thing I did to enhance my career in the travel industry. I have watched my business grow each year in a questionable economy. The CADENCE affiliations continue to assist me every day. ”

*Jane, 11+ Years Industry Experience*

“ We love working with CADENCE. They're extremely innovative, their growth has just been amazing, their agents are so experienced, they're extremely well traveled, and they're wonderful to work with... In short, they are truly one of our favorites. ”

*Alexis Romer, VP Travel Industry Ritz-Carlton Hotel Company*

“ CADENCE is all about its IC's. The agency is growing like crazy, commissions are high, and the benefits to our clients are tops! I will be with CADENCE until I retire! Any IC looking to make a change should definitely consider CADENCE. ”

*Liz, MCC & Former Agency Owner*

JOIN OUR TEAM! CALL: 877.551.4777

PROUD MEMBER OF VIRTUOSO | NACTA MEMBER | ASTA PREMIUM MEMBER | CLIA MEMBER  
WBENC MEMBER | ARC ACCREDITED AGENCY | PATH MEMBER | GBTA MEMBER | MPI MEMBER  
SITE CRYSTAL AWARD | VIRGIN GALACTIC ACCREDITED SPACE AGENCY | IATA ACCREDITED AGENT

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## INDUSTRY RECOGNITION

### CADENCE is a proud member of Virtuoso®

Less than 1% of America's travel agencies are members of this exclusive, invitation-only luxury travel network. Gain access to complimentary upgrades, special amenities and industry leverage to negotiate the absolute best rates. To add value, savings and earning potential, we hold strategic partnerships with preferred suppliers and elite status with the most recognized vendors, cruise lines, tour operators and industry names, including:

- FOUR SEASONS PREFERRED PARTNERS
- RITZ-CARLTON STARS SOCIETY MEMBERS
- ORIENT EXPRESS BELLINI CLUB
- MANDARIN ORIENTAL FAN CLUB

## EARNINGS

At CADENCE, we truly understand the powerful earning potential a paid-for-performance basis. That's why we invest our time and resources to create a competitive atmosphere streamlined for your success using sales incentives, special offers, and motivating reward programs.

“ Looking for a positive career change? Join us as a prestigious member of one of the nation's leading high-end travel management companies. ”

Wendy Burk  
CEO & Founder of CADENCE

## REPUTATION

You need the support of a recognized, reputable, and financially secure host agency to build the successful business of your dreams. Since our humble beginnings, our certified women-owned business has experienced tremendous growth and proven our ability to thrive in today's travel industry. In fact, CADENCE was recognized by Virtuoso® as one of the nation's top performing agencies in the category of year-over-year growth.

## COMMUNITY

Our strong sense of community at CADENCE is based on truly genuine, personal relationships. We believe in creating an encouraging environment where industry knowledge, affiliations, resources and technology are shared, ultimately expanding your networks and increasing your leads. We believe that loyalty is earned each time we assist an agent in carving their niche and developing a successful business. The proof of our beliefs shows in our agent longevity, referrals, and steadily growing list of agents.

## SUPPORT

**Your CADENCE support team is unconditionally committed to you.**

Our Independent Agents are assigned multiple in-house points of contact to ensure constant, effective support. Unlock your potential with ongoing training, continuous interaction and dedicated personal service.



## TECHNOLOGY & RESOURCES

Empowering you with tools for your success:

### PRODUCTS & SERVICES:

- Top-tier vendor commissions\*
- Free direct mail promotions\*
- Virtuoso sales materials
- CADENCE branded gear
- Email marketing\*
- Consumer websites
- Weekly invoicing
- Commission tracking
- Teleconference meetings\*
- Preferred Partner Amenity programs\*

### TECHNOLOGY:

- 24/7 online agent reports\*
- Online booking tools
- Private company intranet\*
- ClientBase Plus
- (CRM & reservation card)\*
- Mobile apps\*
- Sabre GDS\*
- Automated QC systems
- VOIP phone system
- CADENCE social media\*

### SUPPORT:

- Ongoing vendor training\*
- 24/7 tech support\*
- Air Desk
- Social media setup
- In-house support staff\*
- Custom marketing materials
- Sales incentives & promotions\*
- Group rates & in-house specials\*
- Networking events with agents\*
- Vacation coverage

\*FREE services included with affiliation!

JOIN OUR TEAM! CALL: 877.551.4777

EMAIL: JOINUS@CADENCETRAVEL.COM

VISIT: WWW.JOINCADENCETRAVEL.COM