BECAUSE YOU want to go where you can’t Google

TRAVEL ADVISOR: the original travel hack

IF TIME IS MONEY, think of us as your asset managers

2019 ASTA PRESS KIT
Our Mission

ASTA, short for the American Society of Travel Advisors, is the world’s leading association of travel professionals. Our members include travel advisors and the companies whose products they sell such as tours, cruises, hotels, car rentals, etc. We are the leading advocate for travel advisors, the travel industry and the traveling public. The mission of ASTA and its affiliated organizations is to facilitate the business of selling travel through effective representation, shared knowledge and the enhancement of professionalism.

Founded in 1931 as the American Steamship and Tourist Advisors’ Association, ASTA and its affiliates now comprise the world’s foremost travel trade association with members in 120 countries. Our work encompasses every aspect of the travel experience. Here is just a sample of the activities in which ASTA is involved:

**GOVERNMENT AFFAIRS:** We promote and defend the travel agency community and the traveling public at all levels of government and within every segment of the travel industry.

**INDUSTRY AFFAIRS:** We fight to ensure a level playing field and fair competition throughout our industry which, of course, benefits industry professionals as well as consumers.

**EDUCATION:** We provide our members with the finest education and information resources available, so that they are able to provide the utmost in professional service to their clients. ASTA’s educational research allows ASTA member agencies and future travel professionals the opportunity to expand their business through specialization, giving advisors the tools to sell unique travel experiences, comply with government regulations and adhere to a code of ethics.

**CONSUMER AFFAIRS:** We constantly monitor the travel industry to identify “scam” operators and others whose practices cheat consumers and negatively impact our industry. Only ASTA members subscribe to a 12-point code of ethics which stands for “Integrity in Travel.” This is the pledge our members stake their reputations on. And we provide traveling consumers with a complete range of informational resources.

**CONSUMER AWARENESS:** Through its advertising and public relations efforts, ASTA strives to make the traveling public aware of the many benefits of using a travel professional to arrange and purchase travel.
ASTA - A Living History

Since its founding on April 20, 1931, as the American Steamship and Tourist Advisors Association, ASTA has remained true to its mission: to enhance the professionalism and profitability of members worldwide through education and training, effective representation in industry and government affairs and identifying and meeting the needs of the traveling public.

**IN THE 1930s**, when advisors were booking 80 percent to 90 percent of all steamship travel, the association was urging ship lines to adopt advisor-friendly policies and trying to persuade hotels and railroads to pay advisor commissions.

When World War II curtailed all but essential travel **IN THE 1940s**, members fought for their association's survival. In 1946, the International Air Transport Association (IATA) cut advisor commissions from 7.5 percent to 5 percent, a mere year after its formation. ASTA's parent group once again fought for its members. Around the same time, the association changed its name to the American Society of Travel Advisors.

**IN THE 1950s**, ASTA won a 27-year battle for rail commissions and broke new ground by introducing a home-study course, the industry's first basic training tool.

**IN THE 1960s**, the Society made numerous strides in education, holding its first School at Sea and opening seven travel-advisor schools. In 1968, when President Lyndon B. Johnson restricted residents’ travel outside the United States, ASTA waged the largest grassroots campaign of its history.

**IN THE 1970s**, ASTA formed several groups that continue to benefit members today. ASTA Marketing Services, Inc. (AMSI) a subsidiary of ASTA, helps member advisors obtain high quality products and services at discounted prices. The ASTA Political Action Committee (ASTAPAC) leads the fight for advisors’ interests in the political arena. ASTA's Chapter Presidents’ Council made its debut, and the decade also saw the first rise in air commissions in 25 years, from 5 percent to 7 percent, before the ‘70s ended with the deregulation of airlines.
IN THE 1980s, the Society continued its emphasis on education, holding Trainingfest, School on Rails, School at Sea and School on the Road. IN THE 1990s, ASTA published the Travel Advisor Manual. In 1995, when seven major airlines capped agency commissions on domestic tickets at $50, ASTA filed an antitrust lawsuit that was settled out of court for $86 million. Before the end of the decade, commissions were cut or capped five more times.

In 1999, ASTA prompted a U.S. Justice Department investigation of five carriers’ plan to launch a joint Web site. ASTA published the Air Travelers Bill of Rights and secured Congressional endorsement of the Bill’s key principles, as well as spurring passage and funding of the Consumer Access to Travel Information Act.

IN THE FIRST DECADE OF THE NEW MILLENNIUM, ASTA continues to support travel advisors and fight for the traveling public in the legal and legislative arenas. Several ASTA-endorsed bills to protect passenger rights and end airline preemption have gone to Congress. ASTA has also pursued legislation to address the consequences of airlines’ anticompetitive, predatory behavior by giving travel agencies the right to bargain collectively.

In 2016, ASTA fought new disclosures in the FAA Reauthorization bill before Congress - saving travel advisors $56 million. We’ve held over 100 U.S. House and Senate meetings in 2016 alone. ASTA petitioned the Department of Labor (DOL) to remove travel agencies from regulatory “blacklist”, helped get more than half of the U.S. Senate to support Cuba travel freedom and successfully opposed legislation against the use of independent contractors.

ASTA empowers members to reach out to consumers; it provides tools for members to launch or improve their own advertising and public relations campaigns. To this end, the Society launched TravelSense.org, a consumer-driven website that gives the traveling public direct access to member advisors.

From 1931 through the present, the industry has continually faced rapid changes in technology and shifting alliances among the travel community. Yet through all those advances and realignments,

ASTA has remained the one true voice of travel advisors.
Frequently Asked Questions

What is the role of the travel advisor and how has it changed?

Travel advisors create personalized value for their customers. This includes providing professional advice and arranging transportation, accommodations, cruises, tours and/or other travel products and services that represent the best value for each unique customer.

The job of a travel advisor has grown and adapted to reflect the changes within the travel industry, and to reflect the difference in the way people think about travel. ASTA travel advisors recognize that consumers today have done their homework and are more knowledgeable about what they want. Clients who turn to an ASTA travel advisor desire an in-depth, personal approach and want the advice and expertise of a professional.

Travel Advisors are the experts for the international destinations that you’ve never heard of

They can make recommendations when you’re not sure where to go

A travel advisor understands what you truly want to get out of each trip, even when you don’t

The world is more connected, and travel advisors specialize in complex itineraries

They ensure you truly experience the destination - not just tick landmarks off a list of things to see

Travel Advisors understand the true value of some experiences

They have access to benefits you can’t get otherwise - our industry is built on relationships

The travel agency community specializes in those things you simply cannot find online

They’re there for you if something goes wrong, providing a safety net beyond travel insurance
Where can I find a travel advisor?

Go to TravelSense.org and use the “Find an Advisor” tool. Search for advisors with expertise in destinations or specific subjects that interest you. Rest assured that every travel advisor you find on TravelSense.org is a vetted ASTA member in good standing. How? Because it’s tied to our membership database!

How many travel agencies are there in the United States?

The Census Bureau’s number for U.S. travel agency employment is at 105,085 (2015, latest available). This is the number we use most frequently, and it represents an 8 percent increase over five years.

Further, the research firm IBISWorld uses the number of 232,848 in the U.S., which probably captures everyone in the ecosystem (self-employed independent contractors, part-timers, hobbyists, etc.).

Our members have been reporting improved business conditions post-recession and that outbound travel from the U.S. has remained strong, with the National Travel and Tourism Office reporting a 7.8% increase in U.S. outbound travel spending January-October 2017 versus the same period in 2016.

ASTA represents approximately 2,600 domestic travel agency and supplier travel companies employing nearly 30,000 people and varying in size from the one-person home-based advisor to storefront agencies. ASTA members are in every state and Congressional district and range from the large business-focused travel management companies such as Carlson Wagonlit and BCD Travel to the household-name online agencies like Expedia.

In total we represent over 9,000 members in over 120 countries.

How big is the travel agency industry in my state?

ASTA has created a state-by-state guide to outline the impact of our industry in each state. This includes data on retail locations, jobs and economic impact, as well as ASTA members broken down by congressional district. Click here to learn more or visit ASTA.org/Advocacy.
Has the Internet Replaced the Travel Advisor?

There are some things technology cannot replicate, and personal touch is one of them. The Internet is a valuable resource, but it cannot replace the expertise, guidance and personal service of a travel advisor. At a time when travelers are stressed out with hectic schedules, travel advisors have all of the information at their fingertips, saving valuable hours of Internet research. Advisors also can offer insider tips based on personal experience.

It’s fun to imagine a world where daily activities like cleaning and driving are made more simple. But travel is a highly personal and emotionally complex experience. In a complicated world of automation and information overload, travel advisors are more important than ever because of their experience based insight.

Advanced technology plays an important role in the travel industry. But as access to purchasing travel broadens, those truly unique experiences will become less and less available. If you really want to get the inside track, try working with a travel specialist who has been there, done that, and has your best interests in mind.

Today’s successful travel advisors leverage new technologies to help them better serve their clients. They’re connected on social media, using advanced booking platforms and even integrating AI to streamline the customer experience on their websites.

Do Travel Advisors Charge Fees?

There is no simple way to answer the fee question, except to say that yes - many travel advisors charge a fee. This could range from $50 to several hundred dollars depending on the complexity of the trip. Don’t be scared off by fees. Remember, you’re paying an expert. That fee will come back to you in some way through the added value your advisor provides.

We’re living in a world where human connections are more important than ever. It’s how we build trust. When we travel, we’re connecting to the world through the people we meet and the experiences that make us feel alive.
What Percentage of Airline Tickets, Rental Cars, Cruises and Hotel Rooms Are Sold By Travel Advisors?

The travel agency industry in the United States is a vital part of the transportation infrastructure. While the physical elements of travel include planes, trains, cars, hotels, cruises and tours, it is the travel advisor that make it all happen.

Travel advisors of all sizes and shapes, including online travel advisors, sold **$148 Billion** in Annual Travel Sales in 2015 (latest available data). This is broken out above.

### Fast Facts:

- 22% of U.S. Travelers Used A Leisure/Corporate Travel Agency in 2016**
- Arranged Over **259.7 Million** Air Trips in 2016
- Employed 118,974 Paid Employees in 2015
- Generated Annual Payroll Output of **$6.8 Billion** in 2015
- Earned Annual Revenues of **$15.1 Billion** in 2015
- Operated 9,400 Airline Accredited Firms with 12,374 Retail Locations in 2016
- Are Primarily Small Businesses Owned and/or Operated by Women (68%)

Sources: ARC, Census Bureau, PhoCusWright Travel Agency Landscape, Travel Weekly Power List, Company financial reports, MMGY's Portrait of U.S. Travelers, TNS Global's TravelsAmerica, Statista.com

Notes: Updates are provided to any past outdated or erroneous data.
* Large online travel agencies (OTAs) such as Expedia and Priceline may not be included in the data.
** Includes online or intranet tools that agencies provide. Multiple booking methods applicable for different portions of each trip planning
ASTA Membership

Who are ASTA members?

ASTA remains the world's leading association of travel professionals. ASTA's membership numbers reflect the shift and consolidation taking place within the travel industry, specifically among travel agencies. In response to the changes, ASTA has adapted its membership criteria to provide opportunities for all travel professionals and travel businesses to join from homebased individual advisors to larger travel agencies and affiliated travel suppliers.

We represent approximately 2,600 domestic travel agency and supplier travel companies varying in size from the one-person, home-based advisor, to storefront agencies and the large travel management companies such as Carlson Wagonlit and BCD Travel to the household-name online agencies like Expedia.

Our membership encompasses over 9,000 members in over 120 countries. Looking for a member? Visit our member directory @ www.ASTA.org

Fast Facts:

Over eight in ten (84%) of ASTA agencies either realized a profit or broke even in 2015

78% of travelers who last used a travel advisor within 5 years agree that their travel advisor looks out for them

56% of all Millennials agree their advisors looks out for them

Almost 2/3 of those using a travel advisor feel that the advisor(s) made the experience better

TOP 3 REASONS for using a travel advisor = saving time, avoiding mistakes and improving the travel experience

Travel advisors save 3.5 hours in planning time and over $300 per trip on average

How Do I Choose A Travel Advisor?

Every travel agency is different and accordingly, some are better suited to a given consumer than others. Here are some tips on choosing a travel advisor who is right for you.

**LOOK FOR THE ASTA LOGO:** Through its continuing education and training programs, ASTA prepares its members to operate high-caliber, competitive businesses. ASTA members are required to adhere to an enforceable code-of-ethics.

**SEARCH ONLINE:** Go to TravelSense (www.TravelSense.org) and use the “Find an Advisor” tool. Search for advisors with expertise in destinations or specific subjects that interest you.

**SEE IF THEY ARE ASTA VERIFIED:** Go to TravelSense (www.TravelSense.org) and look for the ASTA Travel Verified Travel Advisor designation (VTA) and logo.

**ASK AROUND:** Tap friends, neighbors and relatives who use an advisor they trust. You may want to visit or call several agencies to find the one that best suits your needs.

**INTERVIEW THE ADVISOR:** Consider everything from the appearance of the office to the advisor’s willingness to listen and answer questions. The best advisors want to establish a long-term relationship with a client, not just make one sale.

**ASK ABOUT FEES:** Good advisors will notify their clients of any additional fees, including service fees, up front. Doing otherwise is pointless, as the fee will appear as a separate charge on the client’s credit card bill.

**CHECK INDIVIDUAL CREDENTIALS:** Many advisors have been trained in business management, travel and tourism or geography. Others have supplemented their agency experience with extensive education and training courses. Some travel advisors are Certified Travel Counselors (CTC), having completed an educational program with the Travel Institute, or Master Cruise Counselors (MCC), having completed a program with the Cruise Lines International Association (CLIA).
Useful Sources

U.S. Travel Association: General Industry Data and Trends Airlines Reporting Corporation (ARC)

National Travel & Tourism Office, U.S. Department of Commerce: information on travel to and from the United States

U.S. Department of State - Bureau of Consular Affairs: Travel Advisors

Cruise Lines International Association (CLIA)

International Airlines Transport Association (IATA)

Useful Articles Citing ASTA

Ready to plan your spring break trip? These questions will get you started. Washington Post

No, Really, That’s a Travel Agency The Wall Street Journal

Travelers Turning to Travel Advisors Lodging Magazine

Should You Use a Travel Advisor or Book Online? Wall St. Cheat Sheet

Why You Should Use a Travel Advisor USA Today

How to Pick a Travel Advisor New York Times

Want to Make Six Figures? How Pay and Perks are Making This Job A Hot Second Career Forbes

Why the travel industry’s ethics matter Washington Post

When and why you need a travel advisor Boston Globe

There’s a Travel Advisor for That Boston Globe

Millennials: Here’s why you should use a travel advisor for your next trip Matador Network

Flying Smarter: First Class, Business Class and Upgrades for Less Forbes

Who Uses a Travel Advisor in This Day and Age? The Atlantic

Online Booking Is, Like, So ’90s: The Humble Travel Advisor Is Making A Comeback NBC News