



Social Butterfly Express
P.O. Box 141023
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Changing Pace Travel LLC Host Agency Review

Dear Potential Changing Pace Travel ICs;

My name is Rosalyn Cooper Owner/Lead Travel Consultant of Social Butterfly Express, LLC based in Cleveland, Ohio. I started my journey into the Travel world back in March 2018. Steve & Nasha were in my training class when I first started, and I appreciated the bond/knowledge that they shared while we were under the same Host Agency. I watched them grow as a Dynamic Powerful Black Couple in the Travel Industry which you don't see often. When they earned their own IATA number, I couldn't have been more excited for them and still provide the same support. As I started to grow into Romance Travel which includes Destination Weddings, Anniversary, Honeymoon, etc. I needed more support around me that understood the path I wanted to take my brand into. After being with the host agency that we both started off with, I knew a change was needed if I wanted to continue to grow. As you have probably noticed within the Travel Industry, there are many opportunities when it comes to joining a Host Agency, but they **DON'T OFFER** that Family Vibe that CPT offers.

They say when you go through your tough times that's when you find out who's truly with you. Although I wasn't an official IC yet, Steve and Nash both checked in throughout the pandemic more than my old host agency did and that said a lot about how much they care. At the end of 2020 I decided to reach out to Steve to see if they'd thought about bringing on an IC and if they can be a Host Agency. His answer was YES!! Little did I know that as much as I was watching them, they were watching my growth as well and made it known. In 2021, I became the first IC to start the journey of CPT becoming a Host Agency. I hit the ground running increasing my sales 115% compared to 2019, earning over \$5k in commission which led to earning an IATA card under CPT and also letting our Tour Suppliers know that CPT is here as a Host Agency. You see when one of us wins we all win at CPT!!

The commission percentage, especially for new ICs is very generous compared to other Host Agencies. CPT doesn't charge monthly fees; IATA fee is paid at the beginning of the year and

commission is **NOT** held hostage (other host agencies hold commission 60-90 days). The more you produce, the more your commission is paid out which is usually the 15th and 30th of the month. Your commission payout amounts are based on how much you book and prompt that you're in this industry. **CPT is NOT a MLM company!!** During your training classes, you should think of a business name and register it with your State, IRS EIN, Business Bank Account, Create a FB/IG Business Page. It's okay not to have a niche out the gate, but don't overwhelm yourself with wanting to book everything.

As my business grew, CPT supported me with adding my first sub-agent which wasn't on my list to do until after year 5 in business. I have been able to secure a few prizes for Bridal Shows, get invited to FAM Trips, and am on track to earning another IATA Card and offer my clients Bucket List Group Trips that CPT puts together. I myself will be on two of CPT 2023 Bucket List Group Trips.

If you're looking for a Travel Home, look no further than joining CPT as your Host Agency! If you have any questions or would like to discuss my experience in more detail, please feel free to reach out.

I look forward to welcoming you to the CPT Family!

Rosalyn D. Cooper

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