



Questions to Ask When Evaluating a New Destination Specialists

Destination Specialists, Destination Management Company (DMC), etc. They're all the same and they essentially mean a company that operates in just one country or one region to provide you a more customized experience.

When you come across a potential partner, there's a few questions you want to make sure you're on the same page with BEFORE you agree to work with them...

- Is there a 24/7 emergency phone number if something happens to my clients?
- Do you sell to the public or do you only sell to travel advisors? (We prefer companies that only sell to TAs!)
- If you provide net rates, can my clients pay gross and you then pay me commission?
 - Is there any limit to commission that I can add on?
- Are there CC fees or do they need to do bank wires to pay for a package?
- Are tours escorted or can they explore on their own?
- Do you do group tours or custom FIT?