



PRESS RELEASE

16 August 2007

Travel Counsellor celebrates £10,000,000 sales record

Travel Counsellor Melanie Westwell is celebrating after becoming the first agent in the company's history to achieve total sales of over £10,000,000.

Melanie, who is based in London, has worked as a Travel Counsellor for ten years, working on telesales before moving to personal last year. Previous to joining the company Melanie managed a series of independent travel agencies and has over 20 years experience within the travel industry.

"When I initially became a Travel Counsellor I found the transition quite easy because I was used to managing businesses," says Melanie, who is one of the company's Gold Travel Counsellors. "However I had become disillusioned with the fact that I was achieving the best sales for the companies I worked for yet I was not benefiting from this – I was just earning money for somebody else. Running my own home-based agency means I am rewarded for my efforts and I am absolutely thrilled to be the first Travel Counsellor to reach the £10,000,000 mark."

Since joining Travel Counsellors Melanie has not only watched her business grow, but has also witnessed the successful expansion of the company. Travel Counsellors now has over 800 home-based agents operating across seven countries. There is over 170 staff at the company's head office in Bolton, supporting agents in all areas of their business including all administration, marketing and IT.

"The support from head office is fantastic and has enabled me to grow my business from having no client base when I started to the success it is today," adds Melanie. "I can concentrate on doing what I love and am best at - selling travel, without the worry of paper work or IT problems. I am really proud to be part of such an innovative company and am thrilled to have accomplished this achievement. I am looking forward to my continued success as a Travel Counsellor."

Sales Director Malcolm Hingley comments; "I would like to congratulate Melanie on this fantastic achievement. Achieving sales of £10,000,000 is a first in the company's history so she should be very proud. We expect more agents to follow in Melanie's footsteps very soon."

ENDS

About Travel Counsellors: Travel Counsellors PLC is one of the UK's largest independent travel companies with turnover at the end of its last financial year (Oct 31 2006) of £175 million, a 17% increase year on year. Founded in 1994 it currently has 800 travel consultants who work from home with the support of over 170 staff at the company's head office in the UK. The company also operates in Ireland, the Netherlands, Germany, South Africa, Australia and the US. Travel Counsellors was the winner of the prestigious Queen's Award for Enterprise in 2003-2008, the technology category of the 2005 CBI Growing Business Awards and was voted 2006 Travel Agent of the Year by readers of the Guardian, Observer and Guardian Unlimited. In 2007 the company won the Accenture Innovation Award and the Outstanding Achievement Award at the Travel Weekly Globe Awards.



For further information contact:

Victoria McClung, public relations executive

Travel Counsellors PLC, Travel House, Churchgate, Bolton BL1 1TH.

www.travelcounsellors.co.uk

Tel: 01204 536191

E-mail: victoria.mcclung@travelcounsellors.com