

**PRESS RELEASE**

**December 5 2005**

## **Travel Counsellors congratulates its top-performing agents**

Ten of Travel Counsellors' top performing agents were presented with awards at the company's annual conference in Birmingham this weekend (December 2-4). A further eight agents were also congratulated on achieving over £5million in bookings since they joined the company.

Edward Pearson was the proud recipient of two awards – not only did he receive the best business increase award for the third year in succession – but his sales success led to him also becoming the company's Best Leisure Agent. In just one year he managed to achieve sales of almost £1.7million – a higher figure than has ever been achieved previously by any of its consultants in a single 12 month period.

The Best Newcomer Award (Personal Travel Counsellor) went to Sharon Morgan. Based in Northern Ireland, Sharon has rapidly become hugely successful since joining Travel Counsellors in March 2005. Sharon achieved sales of over £500,000 in under six months with the company, reaching the level needed to become one of the company's top-performing Gold Travel Counsellors in record time.

Jackie Zamrik was awarded the Best Newcomer (Telesales) Award. Jackie achieved sales of over £400,000 in her first six months with the company and since joining Travel Counsellors has on average been converting one in every four enquiries – a quite staggering achievement. However Jackie was pipped by Ric Fullerton to the best conversion award with Ric's remarkable conversion rate of one in three.

Steve Norris was presented with the Best Newcomer Award (Telesales to Personal Travel Counsellor). Since moving from telesales in May, Steve has made bookings worth over £50,000 every month since joining Travel Counsellors

Nick Stansbury - winner of last year's Best Newcomer (Telesales) award - went on to further success, receiving the Best Telesales Agent Award with sales of over £1 million.

Gold Travel Counsellor Anjie Naughton received the Best Cruise Agent Award with sales of just under £1million for the year. Meanwhile fellow Gold Travel Counsellor Kate Sykes received the Best Business Agent Award.

Sejal Patel – who was praised for her “fautless” performance in a Daily Mail Mystery Shopper feature in October won the Best Customer Service Award. Sejal was praised for the consistently high standard of her customer service, and her high level of repeat business from clients.

Anjie Naughton, Brian Telfer, Ann Mitchell, David Luscombe, Jan Marshall, Edward Pearson, Lisa Hillyard and Melanie Westwell all won a holiday for achieving over £5million of sales since joining Travel Counsellors.

Travel Counsellors chairman David Speakman says: "Travel Counsellors is going from strength to strength and that is down to the hard work and dedication of every single one of our travel consultants – not just our award winners. There can be absolutely no doubt that our agents are the best in the industry – bar none."

IT director Paul Speakman, was presented with the David Speakman Award. It followed Travel Counsellors winning the 'Technology in Business' category of the Growing Business Awards organised by the CBI earlier in the week (November 30).

Bluebook Online was named Travel Counsellors Tour Operator of the Year, as nominated by its agents.

The conference took place at the city's International Convention Centre, from December 2-4. In total 810 people attended the event including 435 of its consultants.

## **ENDS**

EDITOR'S NOTES: Travel Counsellors PLC is one of the UK's largest independent travel agencies with turnover at the end of its last financial year (Oct 31 2005) of £150 million, a 17% increase year on year. Founded by chairman David Speakman in 1994 it currently has over 560 travel consultants nationwide who work from home with the support of over 110 staff at the company's head office in Bolton, Greater Manchester. During 2005 it also expanded into Southern Ireland, where it now has 12 consultants and the Netherlands, where it has five consultants to date. Travel Counsellors prides itself on the exceptional levels of personal service it offers its clients, a fact that was recognised in 2003 when it received the prestigious Queen's Award for Enterprise. Travel Counsellors places all customer money in a Trust account, administered by the Barclays Bank Trust Company, which guarantees a 100% refund in the event that a supplier collapses.

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