How Travel Advisors Get Paid

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Commission-Based Earnings
Independent contractor travel advisors primarily earn income through commissions paid by suppliers (hotels, cruise lines, tour operators, etc.). When a client books through Wanderly Adventures, the supplier pays a commission to either Travel Planners International (TPI) or directly to Wanderly. These commissions are a percentage of the total booking cost.

This commission is then split between you (the advisor) and Wanderly Adventures. Our split structure is heavily weighted in your favor, with Wanderly retaining a smaller portion to cover operating expenses including insurance, host agency fees, website maintenance, business licensing, and memberships in national accrediting organizations such as CLIA and ASTA.

Gross Commission Structure
Travel Planners International (TPI), our host agency, has negotiated top-tier commission rates with all suppliers in our portfolio.

To find the exact gross commission percentage for any supplier:
1. Log into TPI Suitcase: my.tpisuitcase.com
2. Click Partners
3. Search for the supplier
4. Open the supplier's detail page and scroll to the Commission section

Wanderly Adventures Net Commission Structure (Your Split)
You receive a tiered percentage of the gross commission based on your annual traveled sales. (Sales are "traveled" once the client has completed their vacation).

Tier	Advisor Receives	Minimum Annual Traveled Sales	Maximum Annual Traveled Sales
Tier 1	70%	$0	$99,999.99
Tier 2	75%	$100,000	$249,999.99
Tier 3	80%	$250,000	$499,999.99
Tier 4	85%	$500,000	$999,999.99
Tier 5	90%	$1,000,000	…and beyond

Tiers are reviewed annually on December 31 based on that calendar year's traveled sales.
- If you qualify for a higher tier, the new rate takes effect immediately and applies to all bookings that have not yet traveled, plus all future bookings.
- Once a tier is achieved, you will not be dropped to a lower tier in future years as long as sales are maintained or the Wanderly Senior Advising team determines that reasonable efforts have been made to sustain volume.
- Important: This is based on calendar-year traveled sales only (January 1 – December 31) — not cumulative lifetime sales.

Example Commission Calculation
You book a $5,000 Royal Caribbean cruise. TPI has a 16% commission agreement with Royal Caribbean, and because Wanderly is a Platinum-level agency, we receive 100% of that commission.

Gross commission = $5,000 × 16% = $800

Your payout based on tier:

Tier	Split	You Receive
Tier 1	70%	$560
Tier 2	75%	$600
Tier 3	80%	$640
Tier 4	85%	$680
Tier 5	90%	$720

How to Get Credit for Your Bookings
We use Tern Travel CRM as our primary system for tracking and reconciling commissions. Every booking, regardless of supplier, must be entered into Tern.

Current requirement (temporary): All non-Disney bookings must also be entered into TPI Suitcase. We are working on direct integration and hope to eliminate duplicate entry soon.

TPI Commission Payment Schedule (Non-Disney)
TPI pays Wanderly Adventures twice monthly via direct deposit:

- Commissions reconciled 1st – 15th → Paid on the 25th of the same month
- Commissions reconciled 16th – end of month → Paid on the 10th of the following month
- If the payment date falls on a weekend or holiday, payment occurs the next business day.

Key TPI policies you need to know:

- If a booking is not in TPI Suitcase → No commission will be paid
- You have 180 days from the date TPI receives the commission to submit a Quick Commission Inquiry Form if your commission isn't received in a timely manner.
- Bookings must be entered into TPI Suitcase within 6 months of the travel completion date. If the commission is not entered, TPI will not pay.
- Commission timing is based on when TPI reconciles the payment (may take 2–3 business days after receipt)
- Advisors are not paid directly by TPI
- Cruise line commissions are held by Wanderly until the cruise sails to protects against frequent clawbacks.

Disney Destinations Payment Schedule

- Disneyland Resort & Walt Disney World ticket-only purchases → Paid immediately after purchase
- Disneyland Resort, Walt Disney World, and Aulani packages → Paid within ~1 week after travel completion
- Disney Cruise Line → Paid within ~1 week after the reservation is paid in full (We hold DCL commissions until sailing to protect against clawbacks.)

How Wanderly Pays You
Wanderly pays advisors via ACH direct deposit — the fastest, safest, and most reliable method. Funds are deposited directly into the bank account you provided during onboarding.

Pro Tip: Keep your banking information current! The Direct Deposit Form is on the Agent Resources page. Send the completed form to info@WanderlyAdventures.com.

Charging Planning & Service Fees
You are welcome to charge fees when appropriate. Common situations:

- Standalone air bookings via the TPI ACH tool (tool charges $8–$10; always cover at least this amount)
    - The service fee field appears at the bottom of the flight booking screen and is added to the total ticket price.
- Clients who have already booked elsewhere but want your planning expertise
- Complex or time-intensive itineraries

To charge a general planning/service fee:

1. Log into my.tpisuitcase.com
2. Click Air/Car/Hotel
3. Expand the Service Fee menu → View Form
4. Complete the form (client name, credit card, fee amount, description)
5. Submit — the fee is charged immediately

By fully understanding the commission structure, tracking requirements, and payment processes outlined above, you'll maximize your earnings and avoid delays or missed payments.