

2015 Summit of Travel Agency Associations

Market Trends



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Trends



Market Conditions



Technology



Travel Usages



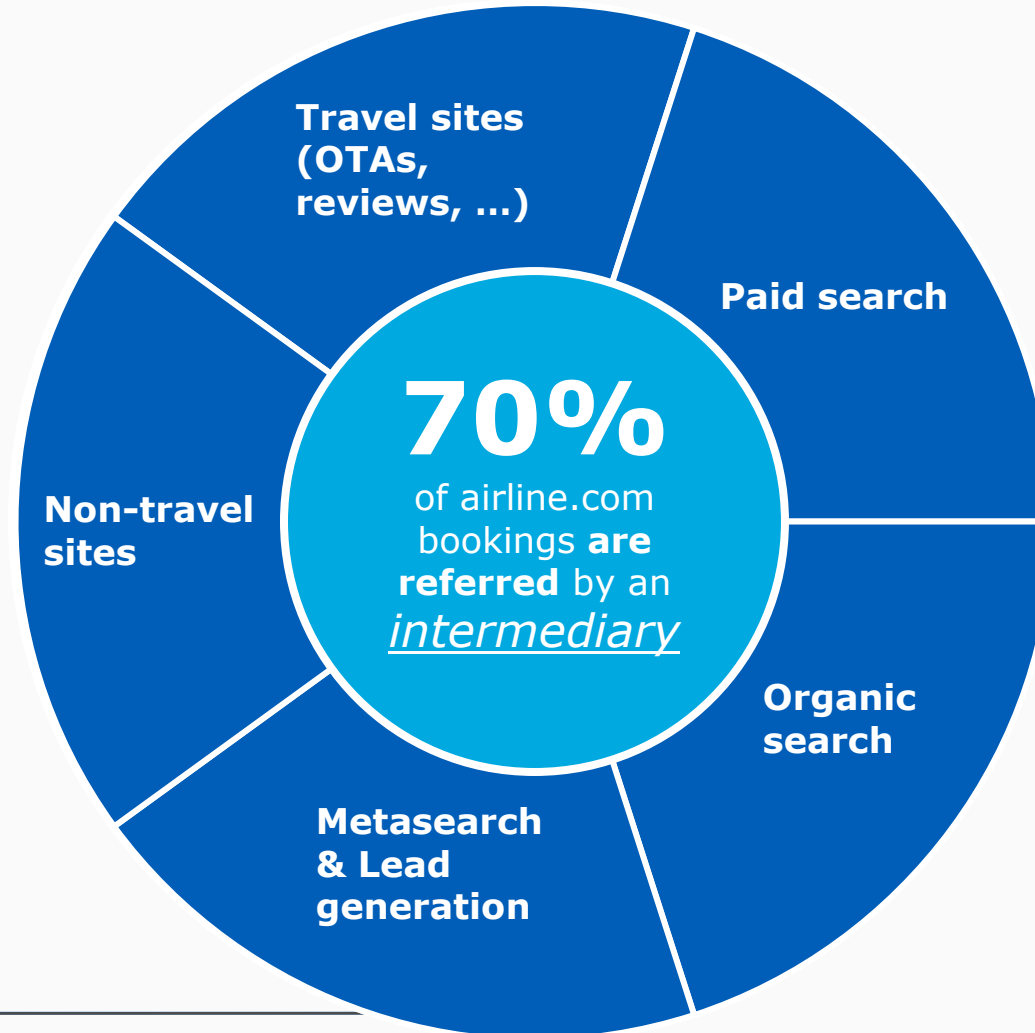




**What does it
take to become
a retailer?**



Re-intermediation through “indirect direct”



Panel

Aileen C Clemente, ASEANTA President

Peter Barlow, TAANZ President

Guillermo Correa, ACHET President

Norbert Fiebig, DRV President

Question to the Audience

— Do you believe that the technological evolution (online, mobile, sharing economy, etc.) poses an OPPORTUNITY or a THREAT to the travel agency community?

- A.** OPPORTUNITY
- B.** THREAT

Panel

Travel Agencies Worldwide: Market Trends

Question to the Audience

— If your son or daughter would come to you asking for recommendations to open a travel agency, what would you advise him/her?

- A.** Specialize in a niche of the travel market
- B.** Go online or mobile only
- C.** Don't open a travel agency!

_____ Thank you