



October 21, 2016

Dear Travel Professional:

I am writing to you to announce a change in IATAN'S annual services fee, which has been \$85.00 for the past 5 years. Effective for 2017, the IATAN annual service fee will increase to \$98.00.

The new fee will cover improvements to IATAN programs and the modernization of the IATAN Online Services platform. IATAN Online Services now offers access to an array of programs and services that empower you and your staff direct online access.

We understand that IATAN Accreditation is a wise and strategic business decision ensuring that your company and sales are accurately identified and recognized globally by industry suppliers. IATAN understands how important this is to your business and we strive to continuously improve products and services and expand on these benefits:

1. **Global Recognition** of your IATAN Accreditation status by all industry stakeholders.
2. **Consumer Recognition** of the "Accredited by IATAN Logo" promotes your status to the traveling public – the consumer.
3. **Increased Visibility** with free listing in various electronic products subscribed by global suppliers.
4. **Network** where you and your staff can register at no cost, and become part of IATAN's network of over 200,000 active travel professionals in the US.
5. **Professional Recognition** as eligible travel professionals can apply for the IATA/IATAN ID Card.
6. **Exclusive Access** to over 1,500 global suppliers recognizing the IATA/IATAN ID Card.
7. **CheckACode** provides Online Validation of your business and travel professional staff.
8. **Educational Scholarship** opportunities, which are merit-based including academic, professional development and service-learning scholarships.
9. **Training** opportunities through the IATAN Online Academy with discounted access to an array of training courses and certifications powered by IATA's Training and Development Institute.
10. **Online Service Platform** to access and facilitate the annual Re-Certification of your Agency, update your Personnel Registration, purchase the IATA/IATAN ID Card and gain exclusive access to **AgentExperience**.

Additionally IATAN:

1. Fights to protect integrity in our industry
2. Constantly improves and modernizes its products and services.
3. Takes great initiatives to promote an eco-friendly industry.
4. Makes proven efforts to keep its fees at a minimum.

We thank you for your trust and support while IATAN strives to continually offer programs, products and services to meet your needs and to ensure the professional recognition of your business.

Sincerely,

Leonardo Hanon
Assistant Director, Regional ISS Distribution