

OVERVIEW

- **Description:** Six-week training course, 5-8 hours/week (*combination of videos, live calls, and collaboration with a partner*)
- **Dates:** TBD
- **Cost:** \$500
- **Register:** virtuoso.com/wanderlistapply

This course is the first step in your journey to becoming a Virtuoso Wanderlist Specialist. By following a comprehensive curriculum, you'll learn how to use the Wanderlist travel portfolio management tool to capture dreams, prioritize what matters most, and create a clear map of future travel possibilities for your clients. Wanderlist is a great fit for members who want to forecast business, proactively plan future trips, and offer deeper travel insights to their clients.

WHAT DOES IT TAKE TO BECOME A WANDERLIST SPECIALIST?

- **Prerequisite Training** (available in the online Virtuoso Travel Academy)
Participants must complete the following courses prior to beginning Virtuoso Wanderlist Specialist Training: Virtuoso Core Training, Collaborative Travel Planning Process Series, and Art of Selling Travel.
- **Weekly Assignments**
These engaging video classes are designed to build competence. Topics include soft skills like communicating value, overcoming objections, and guiding traveler conversations. Course also covers tactical skills, including how to price the program, how market it, how to build a travel portfolio, and more.
- **Wanderlist Online Platform Training**
Practice makes perfect. Successful advisors will invest time and energy to learn this new technology.
- **Group Participation**
Advisors will be paired with a training colleague to role-play both the advisor and client perspectives. Participants will also join a weekly group video conference calls as well as an online community that serves as a "virtual classroom" during and after the course.

COURSE QUALIFICATIONS

- *Highly motivated, open-minded, and enthusiastic*
- *Able to invest 5-8 hours per week over a six-week period of time*
- *Motivated to invest practice time to grow your skills in the online practice account*
- *Knowledgeable of travel around the world with the ability to speak to most destination highlights and modes of travel*
- *In a position to adjust your schedule to include Wanderlist in your weekly responsibilities*

COURSE REQUIREMENTS

- *Approval from your agency owner/manager*
- *Proficiency using technology*
- *Recognize the value of your expertise and charge fees accordingly*
- *Comfortable pitching new ideas and managing questions*
- *Consistent track record of fostering positive relationships and collaboration*
- *Excellent verbal and written communication skills with ability to lead*

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