

# CARRY-ON COMMISSION

## RUNWAY TO RICHES



PACK LIGHT.  
EARN HEAVY.



<b>Foreword.....</b>	<b>1</b>
<b>Chapter 1: Unlocking the Travel Industry: From the Inside.....</b>	<b>5</b>
<b>Chapter 2: Apply Today, Earn Tomorrow: Get Credentialled.....</b>	<b>9</b>
<b>Chapter 3: Business First, Passport Second.....</b>	<b>12</b>

# Foreword

**I remember it like it was yesterday....**

I was deep in the trenches of corporate America – booking every business-class seat, coordinating five-star hotel stays, wrangling last-minute itinerary changes like it was my superpower. Sound familiar?

- ◆ The upgrades.
- ◆ The lounge passes.
- ◆ The endless calls to concierge hotlines and platinum card perks.

.....All for someone else's trip. Never mine. Never my paycheck....

I was the woman behind the scenes making magic happen – flawlessly – until life handed me the most beautiful kind of deadline: I **was pregnant with my first child**. Suddenly, clocking into someone else's dream job didn't feel like a dream anymore. But one thing was clear – I was damn good at travel planning, and every time I heard a luxury concierge say, "Let me transfer you to our elite support desk," I thought... "**I am the elite support desk!!**" But here's the kicker – I wasn't getting paid for it... So I made it my mission to figure out how to monetize what I was already a master at!

I cold-called 20+ travel agencies....Crickets...voicemail after voicemail and no callbacks.. until the one that changed everything....

I interviewed. **I was hired**. And just like that, I entered the secret society of travel professionals – where the language was cryptic, the platforms were overwhelming, and the commission checks were... laughable at first.



- ✓ My first check? \$9.
- ✓ Then came \$100.
- ✓ Then, the week my daughter was born... \$140.

To most people, that was nothing. To me, it was everything.

- Proof that I could build something.
- Proof that I could earn on my terms.
- Proof that I didn't need permission.

And build it, I did!

From luxury suites that go for \$5,000 a night to private jets, Michelin-starred itineraries, and safaris worth more than cars – I am the confidential, trusted travel architect for clients whose names never make it past my lips but grace red carpets, headlines, and Forbes lists.

Now It's YOUR turn!!

The Carry-On Commission Black Book Is Your **HOLY GRAIL** to keep 100% of Your Travel Commissions!!



It is the velvet-rope vault of insider moves that flips you from "helpful hobbyist" to bankable pro. Crack it open and you're holding the GOLDEN TICKET to keeping every last dollar of commission you've been handing to everyone else.

Inside The Carry On Commission Black Book, you'll:

- Unlock the exact path to the application to get credentialed (no middlemen, no crumbs).
- Get Access To The Black Book Tracker—turn every booking into bank.



- Plug into travel supplier doors worldwide that swing open because you're verified.
- Keep 100% of your commissions—on hotels, cruises, tours, VIP add-ons, the works.

If you are currently booking itineraries for others, **you are absolutely leaving BIG money on the table**—and I'm not talking latte money. I built my travel empire mostly through word of mouth, and I still average a minimum of \$1,500 per trip I book. **One recent VIP itinerary? Just shy of \$10,000 in commission. FOR ONE TRIP!**

### Read that again.

If you're reading this, odds are you're already doing the heavy lifting:

- ✓ Booking travel.
- ✓ Planning magic.
- ✓ Managing chaos like a concierge ninja.
- ✗ But getting NONE of the [unlimited] reward \$\$\$\$\$\$\$\$\$\$\$\$\$!!

Here's the truth bomb:

You're not "missing a step." You're **missing the paycheck.**

### What you need—now:

- The commission. (Because free is not a business model.)
- The credentials. (So suppliers treat you like a partner, not a hobbyist.)
- **The Carry-On Commission Black Book.** (THE HOLY GRAIL to keeping 100% of what's already yours.)



Let's book it AND bank it.

A handwritten signature in black ink that reads "Ava Scluz" followed by a small heart symbol.

**Ava Scluz**

Founder, Carry-On Commission

**Pack Light. Earn Heavy.™**

Luxury Travel Business Strategist & Commission Queen

(This book is based on real-life events and personal experiences described by the author. Certain names, identifying details, and minor events may have been changed or condensed to protect privacy and for narrative clarity.)



## Unlocking the Travel Industry: From the Inside

### From Crumb Collector to Commission Connoisseur

Ava here— Let's cut through the turbulence.

The travel industry isn't just big—it's **TRILLIONS OF DOLLARS** big. And yet most people booking trips (yes, even "agents") are walking away with crumbs— split commissions, capped earnings, or worse... nothing.

That ends here.

You didn't show up for scraps. You're here to book it and bank it. You're here to travel smart and profit smarter. And to do that, you need the keys insiders guard like state secrets. **Spoiler:** those keys are inside **The Carry-On Commission Black Book!**

This is your **golden ticket to keeping 100% of your commissions**. The difference between hustling for lattes... and wiring commissions worth thousands per trip directly into your bank account.

#### The Three Ways People Think They Get Paid (and why two of them keep you broke)

Before I hand you the insider route (a.k.a. your future), let's expose the traps most newbies fall into:



## ✖ The MLM "Host Agency" Trap

→ You get "support" and "portals," but here's the truth:

- ✖ You pay a monthly fee to play under someone else's roof.
- ✖ They skim 30-60% off your commissions.
- ✖ Those clients? Not yours. Theirs.

It's giving five-star front desk energy—you hustle, they pocket the suite revenue. Cringe.

## ✖ The Influencer Link "Hustle"

→ Affiliate links sound cute. Drop a link, pray for clicks. Reality check:

- ✖ Pennies, not paydays.
- ✖ Zero control.
- ✖ When a luxury trip face-plants into chatbot purgatory, you look like the amateur.

This isn't CEO energy—it's coffee money crumbs.

## ✓ The Carry-On Commission Way (your way)

→ Build a legit, independent travel business.

- ✓ Own your supplier relationships.
- ✓ Keep 100% of your commissions—not a sliver.
- ✓ Earn on your terms.
- ✓ And most importantly? OWN your brand, your bookings, your deposits.

This is **Pack Light. Earn Heavy.®** in action. And your entry point?

- The credential they don't want you to know about.
- The credential mapped out, step by step, in **The Carry-On Commission Black Book!**



## Welcome to the Inner Circle

There's one credential that flips the game— It unlocks direct supplier access. It commands respect. It turns "hobbyist" into PROFESSIONAL. Becoming credentialed means:

- You're legit.
- You're direct.
- You're paid.

NO middlemen. NO watered-down payouts. NO crumbs.

Most never find it. You?....You're holding the keys to the Black Book—the Holy Grail of books the insiders would rather you never see.

### → What They Don't Tell You

- ✗ It's not a quick "sign up and go" link.
- ✗ Google won't get you there.
- ✗ Applications get denied all the time.
- ✗ Most never even try.

Your edge? I've already cleared the runway....

### → Inside The Carry-On Commission Black Book, you'll find:

- ✓ Exact steps to apply for credentialed status (no guesswork).
- ✓ Templates, checklists, and exclusive insider information, I wish I had on day one.
- ✓ The commission tracker—so every single booking = 100% profit.

This isn't a scavenger hunt. It's a roadmap to revenue.

Before We Board...

Your flight to full commission status is taxiing. Every trip you book without credentials is money evaporating.



The seat at the table is open—but not for long.

→ Purchase & Download **The Carry-On Commission Black Book.**

→ Follow the map.

→ Keep 100% of your commissions.

No gatekeepers. No splits. No crumbs. **Just profit.**

**Pack Light. Earn Heavy.™**



## Apply Today, Earn Tomorrow: Get Credentialled with The Carry-On Commission Black Book

(Paperwork is just the runway—your profits are ready for takeoff)

**Congrats—you're closer than you think!** This chapter rips the dread out of onboarding and replaces it with a muscle-memory system suppliers respect and pay for. Put simply: organized paperwork + the right pitch = commission checks.

**The Carry-On Commission Black Book** is your roadmap and revenue blueprint—the exact links to apply for credentialing, plug-and-play form letters to introduce yourself to hotel brands and cruise lines worldwide, and the first-booking checklist that turns approvals into paid bookings.

**DO THIS NOW:** Download the Black Book → follow the steps → submit your application today. Every day you're not credentialled is a day someone else cashes your commission.

### Why Credentialing Actually Matters (and why suppliers care)

Ava here— Credentialing is the moment you stop looking like a helpful hobbyist and start being treated like a revenue partner. That flips your reality from “thanks for helping” to “here’s the wire.”



→ Q: What does getting credentialed mean for me?

→ A: Money, leverage, legitimacy—for you and your company.

✓ You're assigned a unique 8-digit identifier tied to your business (your first-class ticket to commissions).

✓ You attach that ID to every commissionable booking (hotels, cruises, tours).

✓ You unlock commission payments (typical hotels  $\approx$  10% per room, per night), preferred rates, and sometimes elevated commission tiers.

✓ It's not busywork—it's your first asset.

### The "Before/After" You Can Bank On

→ **Before credentialing:**

✓ You book 7 nights at \$200/night at a Marriott. You pay  $\$200 \times 7 = \$1,400$  (plus tax).

✗ You earn: \$0.

→ **After credentialing:**

✓ Same hotel. Same rate. You provide your 8-digit ID when booking (phone or portal).

✓ Commission:  $10\% \times \$200 \times 7 \text{ nights} = \$140$ .

Payout timing varies by brand; many remit ~two weeks after stay completion. That's \$140 on a trip you were already booking.

### Real-life scenario—wedding Hotel block

→ My best friend's wedding at a 5-star hotel had 50 rooms in the group block at \$500/night. Hotels typically pay 10% of base room rate per night → \$50/room (my commission profit).

→  $\$50 \times 50 \text{ rooms} = \$2,500$  commission. That one booking paid for my entire weekend—dress, dinners, everything!

**Make sense?** Good! That's credentialing doing what it does best: turning itineraries into income.



## What The Carry-On Commission Black Book Gives You

A no-guess, plug-and-play system that takes you from "I want in" to "I'm getting paid." Once approved, you will be able to:

- ✓ Be instantly recognized by suppliers as a legitimate travel business
- ✓ Access air consolidators + wholesale travel rates
- ✓ Qualify for agent-only portals + discounts
- ✓ Get approved by more vendors, faster
- ✓ Be seen by clients + vendors as a professional, not a side-hustler
- ✓ Bypass the middleman and keep 100% of your commissions

### Outcomes you can count on:

- ✓ You will be registered.
- ✓ You will have supplier access.
- ✓ You will start earning commissions on every booking you make.

...Final Boarding Call.....

**Credentialing is the business move** that turns your travel savvy into recurring revenue. The paperwork isn't glamorous—but it's the runway to first class. The Carry-On Commission Black Book hands you the exact roadmap: links, letters, tracking sheets, and the first-booking blueprint to convert approvals into commissions.

**ACT NOW: Download the Black Book! Apply in minutes, book in days, earn for life!**

**Pack Light. Earn Heavy.™**



## Business First, Passport Second

**Before** you book the dream vacation...

**Before** you earn your very first commission check...

**Before** you post that "Booked it. Banked it." caption on Instagram...

→ You've got to do the one thing that separates the dreamers from the doers: **You need to set up your business.**

This isn't the flashy part. No palm trees. No champagne toasts. But it's the step that ensures you're not just another person dabbling in travel – you're **building a travel brand with staying power.**

### Why This Step Matters

If you want to keep **100% of the commissions** on every trip you book – whether it's your best friend's luxury honeymoon or your uncle's spontaneous Vegas run – **you need a legitimate business structure.** Here's why it matters:

- Suppliers treat you like a partner, not a hobbyist.
- You can write off laptops, flights, Wi-Fi, and even research trips to the Maldives. (and even this book!)
- You open business accounts and get paid like a CEO.
- You **protect yourself legally & financially** (hello, IRS).



## → Set Up Your Entity

This is where you officially become the CEO of You, Inc.:

→ **Sole Proprietorship:** Quick + cheap. Low protection.

→ **LLC:** The go-to for most solo entrepreneurs. Flexible, protective, professional.

→ **S-Corp / Corporation:** Big-income players may unlock tax advantages here.

## → Your Takeoff Task List

- ✓ Pick your business structure.
- ✓ File your entity with your state.
- ✓ Grab your EIN from the IRS.
- ✓ Open a business bank account.
- ✓ Check your state's licensing requirements (some states require a Seller Of Travel License like CA, WA, HI & WA).

## → Real Talk: Why Credentialing Pays

Let's say you book your cousin a \$200/night Marriott stay for 7 nights:

→ **Without credentials?** Marriott thanks you... and keeps the \$1,400.

→ **With credentials?** Marriott thanks you... and pays you 10% = \$140.

Multiply that across multiple rooms, multiple nights, and multiple clients – and suddenly those small commissions are paying for your next first-class upgrade!

### Proof in Action: The Smith Family's Maui Itinerary

This is what credentialing unlocks. Real bookings. Real commissions. Real profit.



→ Family of Four: Round-trip from LAX to Oahu

Airlines:

✓ Public fare: \$2,000

✓ Wholesaler fare: \$1,750

✓ Profit earned: \$250 (thanks to my wholesaler/credentialed connection)

Hotel:

✓ 7 nights @ \$500 per room/night

✓ Profit Earned: \$700 (\$100 per night x 7 days)

Total Earned Commission: \$950

(100% of the commission, baby!)

And guess what? None of this would have been possible without being credentialed!

This is the difference between being the helpful friend who plans vacations and being the paid travel CEO who cashes commission checks.

So I'll ask you:

→ Are you ready to stop giving away free bookings?

→ Are you ready to turn wanderlust into wealth?

→ Are you ready to get paid like a pro?

Because The Carry-On Commission Black Book is your first-class boarding pass to cash!! Let's book it AND bank it!

Pack Light. Earn Heavy.<sup>™</sup>

PACK LIGHT.  
EARN HEAVY.

[www.carry-oncommission.com](http://www.carry-oncommission.com)