

Newest Online Member Tool From ASTA Answers the Question: How Does Your Salary Compare?

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An online interactive salary tool is the latest member benefit to hit ASTA.org, designed to help agency owners and managers, as well as current and prospective employees see where they rank in terms of salary and benefits.

Utilizing the tool, ASTA travel agency owners and managers can benchmark their employee's salaries against others in their region, while employees and those looking for jobs can see how their pay or a proposed salary compares against their peers.

"The latest tool available on ASTA.org is another tool members won't find elsewhere to help them attract new talent and retain the employees they have," said ASTA President and CEO Cheryl Hudak, CTC. "Following up on the results of ASTA's recent Labor and Compensation Report, this tool takes it one step farther, allowing people to determine baseline salaries for their region and level of expertise. Armed with this information, travel agency managers will be in a better position to recruit and retain the workforce they want."

Salaries displayed in the online tool reflect current market conditions as seen in ASTA's 2007 Labor and Compensation Report. Users are asked to choose from one of the four types of positions covered in the report:

-Travel Agent - A travel agency employee who does not perform management duties and has the primary responsibility to plan and sell travel. This would be an agent with more than one year's experience.

-Starting Travel Agent with Limited Experience - A travel agency employee who does not perform management duties and has the primary responsibility to plan and sell travel. This would be an agent with one year or less experience.

-Managerial Position with Sales Responsibilities - A travel agency employee who has management duties, but also plans and sells travel. This would be an agent with more than one year's experience.

-Managerial Position without Sales Responsibilities - A travel agency employee who has management duties and does not plan or sell travel. This would be an agent with more than one year's experience.

The search is then further refined by selecting additional breakout data such as business type-ranging from home-based agencies with one employee to a multi-location agency-company size or state.

To access the tool, ASTA members should go to www.ASTA.org/education. For more information on this or ASTA's 2007 Labor and Compensation Report, contact Melissa Teates at mteates@asta.org.

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