

### **Other Key Factors**

As a travel agency there are several key factors that influence Exotic Travels' activities.

The main factors are :

- travel agents have to be certified according to TAA regulations. This makes it hard to find good people and salaries of travel agents are high.
- relations with flight companies, local travel agents abroad, tourist information abroad are quite important and take years to construct.
- some exotic places are very sensitive to political and international situation. Wars, revolutions, diseases and other misfortunes occurs and change travel plans.
- travels are season oriented - most travels (70%) take place in June to September.