

SELLERS OF TRAVEL LAWS

WHICH STATES/PROVINCES REGULATE SELLERS OF TRAVEL?

CALIFORNIA

DELAWARE

FLORIDA

HAWAII

ILLINOIS

IOWA

LOUISIANA

MASSACHUSETTS

MINNESOTA

NEVADA

NEW YORK

OREGON

PENNSYLVANIA

RHODE ISLAND

VIRGINIA

WASHINGTON

WASHINGTON, DC

BRITISH COLUMBIA

ONTARIO

QUEBEC

UNIQUE FEATURES OF THE VARIOUS LAWS

REGISTRATION REQUIRED? Some yes, some no

FINANCIAL SECURITY REQUIRED? Some yes, some no

EXEMPTIONS:

 FROM ALL PROVISIONS Some yes, some no

 FROM REGISTRATION AND
 FINANCIAL SECURITY Some yes, some no

 FROM FINANCIAL SECURITY Some yes, some no

CONSUMER DISCLOSURES Some yes, some no

OVERVIEW TO STATE SELLER OF TRAVEL LAWS

REGISTRATION REQUIRED

YES

NO

CALIFORNIA	X	
DELAWARE	X	
FLORIDA	X	
HAWAII	X	
ILLINOIS		X
IOWA	X	
LOUISIANA	X	
MASSACHUSETTS		X
MINNESOTA		X
MISSOURI	X	Travel Club Law
NEVADA	X	
NEW YORK		X
OREGON		X
PENNSYLVANIA	X	
RHODE ISLAND		X* *Only in-state register
VIRGINIA	X	Travel Club Law
WASHINGTON	X	
WASHINGTON, DC	X*	*Guides must be licensed
BRITISH COLUMBIA	X	
ONTARIO	X	
QUEBEC	X	

OVERVIEW TO STATE SELLER OF TRAVEL LAWS

FINANCIAL SECURITY REQUIRED

	<u>YES</u>	<u>NO</u>	
CALIFORNIA	X		100% bond/TA/Escrow Or USTOA CPP
DELAWARE		X	
FLORIDA	X*		*No for ARC after 3 years. No for others after 5 years. Others: \$25k-\$50k bond, CD or LC
HAWAII	X		100% HI bank TA
ILLINOIS	X*		* ARC agencies are exempt. Others: 90% TA, or \$100k bond and \$1M E&O ins.
IOWA	X*		*\$10k bond or ARC bond or \$1M E&O insurance
LOUISIANA	X*		travel agency business license School trip operator bond
MASSACHUSETTS		X	
MINNESOTA		X	Membership travel club regs
MISSOURI	X*		\$50k security from violators; Others \$0 security
NEVADA	X		ARC agencies are exempt. Others: TA, \$50k bond, LC or CD
NEW YORK		X	
OREGON		X*	*Optional \$10k bond or LC

OVERVIEW TO STATE SELLER OF TRAVEL LAWS

FINANCIAL SECURITY REQUIRED

YES NO

PENNSYLVANIA	X*		*10k bond. Applies to Intrastate coach only
RHODE ISLAND	X*		* In-State only. \$10k bond. Out of State, n/a
VIRGINIA	X*		*Travel Club Sales only. \$85k - \$125k bonds + 100% VA bank escrow
WASHINGTON	X*		*In-State or direct/Local Sales only. If \$1M E&O ins. + ≥\$250k CPP, no add'l security. Others: \$100% TA in WA
WASHINGTON, DC		X	Guides must be licensed
BRITISH COLUMBIA	X		TA
ONTARIO	X		TA or bond = 2 months sales + \$10k bond (2 yrs) + fund
QUEBEC	X		TA + security + fund

COMPLIANCE STRATEGY

- Identify Which State Laws Apply to Your Company's Marketing
- Register with State Authorities as Necessary
- Arrange Bonds, Trust Accounts, etc. as Necessary
- Include State Registration Numbers in Advertising as Necessary
- Prepare Consumer Disclosures as Necessary

**** YOUR BEST APPROACH ****

COMPREHENSIVE STRATEGY

- Seller of Travel Laws Compliance
- Integrated Approach to Customer Materials:
 - Terms & Conditions
 - Travel Information
 - Seller of Travel Disclosures

- Standard Written Contracts For All Supplier Services