The Field Playbook

Find your people. Build your pipeline. Create your income.

You are not just selling a trip. You are helping someone finally host the experience they have been dreaming about.

01 | Two ways to earn

GROUP LEADERS	HOTELS
Earn a commission when a qualifying $2,500 hold is paid.	Build potential ongoing booking commissions on hotels you bring into the collection.
Your immediate income opportunity.	**Your longer-term portfolio** while you remain active and assigned.

The strategy: find leaders who can bring people together, and build relationships with hotels along the way.

02 | Your commission ladder

Your earnings grow as you close more qualifying paid holds **within the month**. Each new month begins at the first tier.

PAID HOLDS THIS MONTH	YOU EARN PER HOLD
1–2	**$300** each
3–7	**$400** each
8 and above	**$500** each

Only qualifying, paid holds count. Higher rates apply to the holds in that tier, not retroactively to earlier holds.

03 | Your monthly target: five

Five paid holds a month is the standard goal — roughly one signing a week, with an extra one to finish strong.

HOLDS IN A MONTH	YOUR COMMISSIONS
2	$600
3	$1,000
5 | STANDARD GOAL	**$1,800**
8	$3,100
10	$4,100
20 | THE BIG MONTH	**$9,100**

At the standard five-per-month pace that is **$21,600 a year** in hold commissions, before any hotel residuals. Actual earnings depend on completed qualifying sales.

04 | Choose your pace

THE RIPPLE — 2 paid holds. Get moving and earn **$600**.

THE WAVE — 3 paid holds. Build momentum and earn **$1,000**.

THE CURRENT MAKER — 5 paid holds. Hit your standard monthly goal and earn **$1,800**.

THE SURGE — 10 paid holds. Push beyond the target and earn **$4,100**.

THE BIG MONTH 20 paid holds **$9,100**

One signing a week is the standard. **One a day for a month is the big one** — it is the same work, done five times as often.

05 | Consistency earns protection

Your monthly signing count resets at the start of every calendar month. Your performance history stays with you.

Meet your agreed monthly goal for **six consecutive months** and you earn a **60-day commission-tier protection period**. If your production temporarily falls to at least 50% of your monthly target, your previously achieved tier is protected for up to 60 days while you rebuild. With a five-hold target, that means at least three paid holds in a month.

After the protection period, or if production drops below the threshold, the normal monthly ladder applies. Protection applies prospectively and never changes commissions already earned.

06 | Part-time? Absolutely.

You do not need to make The Current your full-time job. Stay active by keeping your accounts current, communicating with your clients, logging your activity, and following through on the goals you agree with your manager.

If you need a lighter month or a seasonal schedule, communicate early. What matters is that your clients and hotels are supported — not how many hours you sit at a desk.

07 | Your accounts are yours to grow, while assigned

Hotel and leader relationships are assigned through The Current. If you leave, are terminated, become inactive, or repeatedly miss agreed goals without a recovery plan, accounts may be reassigned to another active rep. Future commissions on reassigned accounts stop when the assignment ends; commissions already earned remain subject to the payment terms.

Client complaints are reviewed individually and you will have an opportunity to explain what happened. Repeated service problems, unresponsive account management, or serious misconduct can lead to reassignment.

08 | Protect your commissions

Be clear, accurate and transparent. **Never promise a refund, guaranteed earnings, specific amenities, or confirmed dates** unless they are documented and approved.

If a deposit is disputed or reversed because a sale was made under substantiated false pretenses, the commission tied to that sale may be recovered from future commissions. The situation will be reviewed and any adjustment communicated and itemized. A customer complaint alone does not establish wrongdoing.

09 | One question finds the right people

Does one person here already decide where fifteen others go?

If yes, you may have a lead. You are looking for the people others already follow: instructors, coaches, community builders and organizers.

10 | Where to knock first

START HERE	Dive shops and PADI centers · Yoga studios · Surf schools · CrossFit and strength gyms · Running and triathlon clubs · Martial arts studios
THEN EXPAND	Pilates and barre · Dance studios · Breathwork and meditation teachers · Sailing and paddle sports · Health coaches · Photography and creative workshops
THINK BIGGER	Alumni associations · Mastermind groups · Corporate retreat planners · Real estate and insurance teams · Faith and community organizations

11 | Your 20-second opener

“You already have people who trust you. What if you could bring them together for an incredible trip — without personally managing the rooms, meals or payments?

You set your own price above our cost, so the trip can pay you while you travel with your own people. The Current organizes the experience so you can focus on leading them.

Want to see what that could look like for your group?”

Then pause. Let them tell you what kind of trip they have always wanted to create.

12 | Show them the math

When they ask “how much could I make?”, do not quote a number from memory and never promise one. Open the platform, build their trip with them, and let the screen show the margin. The example below is only to explain *how* it works.

IF THEY FILL	AND ADD PER GUEST	THE TRIP PAYS THEM
10 guests	$250	$2,500
12 guests	$300	$3,600
20 guests	$300	$6,000
24 guests	$400	$9,600

Illustrative only. Not a projection, a guarantee, or an offer. The leader sets their own price, and what they earn depends on how many guests book and what they choose to charge. Build the real numbers with them in the platform before any figure is discussed. See section 08.

The line that lands: “You are going on this trip anyway. The difference is whether you pay to go, or it pays you.”

13 | Answers you will use every day

“What does it cost?”	There is no fee to explore the concept. A $2,500 nonrefundable hold deposit secures agreed dates under the booking terms.
“How do I make money?”	You set your own price. In the platform you slide your price up and watch your margin move in real time — and anything you personally offer on the trip, from a daily class to a workshop, you price on top. Many properties also include a room for the host, so the trip can cover your own travel. Your Co-Host confirms what your property includes before you promise anything.
“I have never hosted a retreat.”	That is exactly why The Current assigns a Co-Host to help you organize the details and keep everyone moving together.
“What if I cannot fill it?”	You have two options and we walk you through both. You can open the remaining rooms to the public and travel with the group you did book, or we can help fill the trip through our affiliate network. We help you understand group size and booking requirements before you commit. Do not promise a refund or replacement trip unless it is in the written terms.

14 | A simple day in the field

YOUR DAILY ACTION	TARGET
Visit potential prospects	**20** doors
Talk to decision-makers	**5** real conversations
Book next conversations	**2** follow-ups
Record leads and next steps	**Every** contact

Ask for the owner or organizer. Book the next meeting before leaving. Log every contact in the platform. **A verbal yes is exciting; a paid, qualifying hold is a signing.**

15 | Your first 30 days

Week 1 Learn the pitch and build your first prospect list. Practice explaining the hold clearly.

Week 2 Start conversations, log every lead, and book follow-ups.

Week 3 Show prospects how their retreat could work and move strong leads toward decisions.

Week 4 Follow through, close paid holds, and build next month’s pipeline.

16 | The Co-Host handoff

When a leader signs, introduce them to their assigned Current Co-Host. Keep conversations, plans, notes and next steps inside the platform so the team can support the leader even when assignments change.

17 | Your weekly scorecard

METRIC	THIS WEEK
New leads contacted	
Decision-maker conversations	

METRIC	THIS WEEK
Follow-ups booked	
Qualifying paid holds	
Commission earned	

The goal is not to chase everyone. Find the right people, create trust, and keep the momentum going.