

**CALIFORNIA COALITION OF TRAVEL ORGANIZATIONS**  
THE STATE LEGISLATIVE COALITION OF NATIONAL, STATE AND REGIONAL ASSOCIATIONS  
OF SELLERS OF TRAVEL

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## **For Independent Agents**

### **Take Action Today to Preserve the Independent Agent Business Model**

**June 21, 2019**

Take action now and no later than July 2!

Legislation has already passed the Assembly that would cause host agencies to no longer engage outside agents to sell travel.

Your California State Senator needs to hear from you today - before he or she votes whether or not to preserve the independent model that has existed for decades and provides opportunities for thousands of independent contractors / small business owners.

1. Identify your Senator at this state website: <http://findyourrep.legislature.ca.gov/>
2. Click on their names in the search results to go to the Senator's website.
3. Follow the instructions to contact the Senator.
4. Enter your information and a message.

I am contacting you as your constituent who is a small business independent travel agent.

I urge you to take action to protect the independent agent business model for the travel industry.

Please ensure that AB 5 [Gonzalez] is amended to include a provision clearly stating in the law that the Borello test rather than the Dynamex ABC test is utilized for determining the status of an independent agent under the state's Seller of Travel Law as either an independent contractor or employee.

Since the inception of the California Seller of Travel Law 25 years ago, this state consumer protection law has acknowledged independent agents like me - who are primarily women and are all small business owners - as an integral part of the travel industry.

I have the freedom to set my own hours and schedules, set my own rates, select the customers with whom I will work and market my own brand. And, I have unlimited earning potential as an independent contractor, giving me the ability to make more money than I would as an employee.

Few, if any, of these important factors would be available to me if I were to be forced into an unwanted employee relationship.

I want to preserve my freedom to operate as an independent agent, and I need your help.

Thank you.