

Sam Little at Hays Travel



Based in the village of Abbeytown which stands on the Solway Plain between Wigton and Silloth, Sam Little is embarking on a new business venture as a home-based self-employed Personal Travel Consultant under Hays Travel, the largest UK independent travel agency.

We talked to Sam about how the availability of fibre broadband at her home address has enabled her to commence this new business venture.

Sam said “I have worked within the travel industry for 4 years now but wanted to progress to starting my own business. As restrictions associated with Covid-19 are lifting and more and more people are looking towards holidays and travel, it seemed the perfect opportunity to kickstart my new venture. I am based at my home address in Abbeytown but to be honest I could be working from anywhere having access to all the systems, communication tools and information sources I require using my internet service”.

Sam explained: "I am relying on the power of social media to raise the profile of my new business. My following on [Facebook](#) and [Instagram](#) is growing and I strongly believe this free and accessible form of advertising will be my biggest catalyst in terms of grabbing the attention of potential clients”.

“My fibre broadband service enables me to access my social media account on a range of devices, post and upload photos at ease and provide updates and respond to any comments and enquiries in real time, something which I feel is really important to potential clients. People want to be able to access services at a time which is convenient to them which with me working from home, is a service I am able to provide”.

Sam went on to tell us that a large part of her remit is to research holidays on behalf of her clients. Sam prides herself on being able to package together the perfect holiday and as part of the service she provides, she has the ability to match online prices and book with any preferred tour operators as well as having access to an in-house system which enables her to package together the perfect holiday. Sam said “without the strong internet connection, online research would be extremely difficult; I need information available at my fingertips and my service ensures this is possible at all times”.

Sam told us “My broadband service enables me to carry out a host of other behind the scenes activity including the management of payments, online paperwork and form requirements, booking details and email correspondence. Although I work independently, I am part of Hays Travel and I often participate in zoom meetings with my colleagues who are also home workers based all over the UK as opposed to travelling for face to face meetings. My broadband connection means that there is never a problem with connection and that these online meetings run great, supporting communication with colleagues from around the country whilst avoiding unnecessary travel”.

“Before the arrival of fibre Broadband in my village, we really struggled with internet speeds, the simplest of tasks would be time consuming and frustrating at best. The improvement in speed has been welcomed by so many for many different reasons whether that be for business, home working, learning, communication or entertainment. For me, the upgrade process was straightforward, I stayed with my existing supplier who switched my contract with minimal change to the cost. It is definitely much better value for money now”.

Sam would encourage other businesses and households across the county to look into the possibility of upgrading to a fibre broadband service.

Through a combination of commercial deployment and the Connecting Cumbria programme, superfast broadband of at least 30Mbps is currently available to more than 94% of properties in the county. Please visit www.connectingcumbria.org.uk to see if your premise could take advantage of a faster broadband service.

If you are thinking about booking a holiday then contact Sam via the details below:

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