

# **Travel Agent Commissions**

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# Travel Agent Commissions

## Policy Statement

All Franchisees are required to participate in promotional marketing and discount programs that Hospitality International Inc. designates as mandatory, such as the INNcentive Instant Rewards Program and AARP discounts to guests and honor the terms that are offered to the public on the Franchisees' behalf.

Mandatory marketing programs may be administered through Hospitality's Marketing Department or its Reservation Services provider.

## Travel Agent Commissions Requirements

- ❖ Franchisees will honor promotional and discounted rates quoted by the Reservation Center for guests who book an advanced reservation
- ❖ All Franchisees are to offer a Travel Agent Commission of no less than 10% of the reservation value for any reservation booked by Travel agencies through the Reservation System.
- ❖ Travel Agent Commissions are to be paid promptly by Franchisees upon receipt of Travel Agent Invoices