

## Compensation Plan

- ✧ Mission
- ✧ Join the Team
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- ✧ Qualification, Eligibility & Grace Periods

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## Mission

UltimateChoiceTravel is a world-class network marketing company that offers entrepreneurs and people who are serious about building a profitable business, the '**ultimatematch of opportunity and income.**' Our mission is to build the world's largest travel company, offering superior travel packages and services to produce the next generation of affluent network-marketing professionals.

## Introduction

UltimateChoiceTravel offers you the opportunity to capitalize on the trillion-dollar travel industry as a **Travel Referral Agent** for our premier online travel company. To become an authorized Agent for UltimateChoiceTravel, you simply enroll as an Ultimate Agent, Agent, or Independent Representative and receive our Travel Training & Certification Package. As an Agent, you earn commissions for travel services purchased by your customers who use our Ultimate Choice Travel (UCT) online travel search engine or offline through our premier travel concierge service and enjoy special Agent-only discounts and benefits.

Increase your earning power exponentially by building a team of Agents! As an **Agent, Ultimate Agent or Independent Representative** with UltimateChoiceTravel, you have the opportunity to build a team of Representatives and Agents to earn money for your work AND the work of your team!

There is no fee to become an Independent Representative with UltimateChoiceTravel.

## Referral Code

Network marketing is a by-referral-only business model. To enroll as an Ultimate Agent, Agent, or Independent Representative, you must use the referral code of the UltimateChoiceTravel Representative who introduced you to the opportunity, product or service.

When you join, you receive your own unique personal referral code and may begin to build your new business. Each time a new Agent or Representative joins your team or a customer pays for one of our travel services using your referral code, they are automatically assigned to your organization. As an Agent, Ultimate Agent or Independent Representative you receive credit and earn commissions for your product sales and the product sales of your team.

## Join The UltimateChoiceTravel Team

### Independent Travel Referral Agent

At an enrollment price of **\$99.95**, Agents receive the **Travel Training & Certification Package** (TT&C Package) and certify to become **Independent Travel Referral Agents** [hereafter referred to as Agent(s)] with UltimateChoiceTravel by completing the online course.

Agents are commissioned to sell our Ultimate Success System and refer Travel and related services and enjoy full access to all aspects of our Compensation Plan. Agents pay a monthly **\$19.95 Agent Fee** and receive basic Agent benefits that include:

- 2 for 1 Cruise Certificate
- custom travel marketing websites
- custom business opportunity recruiting websites

Agents do not have access to the optional Ultimate Success System reporting and accounting services. Should an Agent choose to become an Ultimate Agent, they can either:

- Pay an additional \$200 and purchase the optional Ultimate Success System (USS) for the total sales price of \$299.95
- Personally enroll three \$99.95 Agents

Either of these options will promote the Agent to an Ultimate Agent Position with all its privileges including discount travel and optional Ultimate Success System services.

### Independent Representatives

Prospects may join UltimateChoiceTravel as an **Independent Representative** [hereafter referred to as Representative(s)] by completing their enrollment and paying a one-time fully refundable \$50 application deposit. Representatives are commissioned to sell our Ultimate Success System and refer Travel and related services and enjoy full access to all aspects of our Compensation Plan. There is no fee or purchase required to become a Representative. However, if you're serious about building a highly successful business, you will consider purchasing The Ultimate Success System and becoming an **Ultimate Agent for \$299.95** and a monthly **Ultimate Agent Fee of \$29.90** (which replaces the \$19.95 Agent Fee).

### Ultimate Agent

The Ultimate Agent is either a Representative or an Agent that has purchased the USS and enjoys all the benefits and earning opportunities of the Representative and Agent positions and must adhere to the same rules, regulations and requirements set forth for each.

Should an Agent elect to become an Ultimate Agent by purchasing the \$299.95 USS, the \$50 fully refundable application deposit for becoming an Independent Representative is waived.

The Ultimate Success System is a turnkey back-office solution and is a great tool to help you manage critical path activities, which generate income for you and your team. Forfeited commissions and bonuses may not be recovered so you should check your back-office daily to ensure you are qualified and eligible to be paid commissions and bonuses for your work AND the work of your team each week.



The Ultimate Agent receives premium benefits that include:

- 2 for 1 Cruise Certificate
- Custom travel marketing websites
- Custom business opportunity recruiting websites
- Real-time Representative/Agent genealogy reports
- Representative/Agent commission reports
- Innovative marketing tools
- Training tools

Ultimate Agents pay a monthly **Ultimate Agent Fee of \$29.90** and may pre-pay one year of **Ultimate Agent Fees** for \$299.00 [Buy 10 months and receive two months FREE!].


A lapse of 2 monthly Ultimate Agent Fees in any calendar year will result in the suspension of the Ultimate Agent position. An Ultimate Agent may elect to reinstate their position by paying arrear monthly Ultimate Agent Fees.

## Compensation

### Representative Compensation

UltimateChoiceTravel offers Representatives, Agents and Ultimate Agents a lucrative compensation plan with 6 easy ways to make money!

#### Fast Start & Leadership



	Fast Start Personal \$100	Director + \$ 20	Senior Director + \$ 30	Executive Director + \$ 50
		\$ 120	\$ 150	\$ 200
1	\$ 0	\$ 20	\$ 50	\$ 100
2	\$ 2			
3	\$ 4			
4	\$ 8			
5	\$ 10			
6	\$ 12			
7	\$ 14			
		Paid to unlimited levels!		

#### ① Weekly Fast Start Commissions

Representatives, Agents and Ultimate Agents earn a \$100 Fast Start commission when they personally sponsor an Ultimate Agent who refers 200 Travel Points in their first 60 days or when an Agent they have personally sponsored becomes an Ultimate Agent, by personally sponsoring a combination of three Agents and/or Ultimate Agents and referring 200 Travel Points<sup>1</sup> in their first 60 days.

You also have an opportunity to earn Weekly Fast Start Commissions for the work of your team when Representatives in your downline, on levels 2 through 7 sponsor an Ultimate Agent who refers 200 Travel Points in their first 60 days.

#### ② Weekly Leadership Bonuses

Representatives, Agents and Ultimate Agents have an opportunity to promote as they build their Ultimate Agent/Agent/Representative organization to earn leadership bonuses. Three leadership positions are offered. To promote, Representatives, Agents and Ultimate Agents must achieve and maintain the following minimum qualifications:

<sup>1</sup> See "Point System" in Eligibility Section

<b>Director</b>	
One-time Leadership <b>\$20</b>	<p>A Director is a Representative, Agent or Ultimate Agent who has personally sponsored three Ultimate Agents and has built one complete 2 x 4 Forced Matrix (4 levels solid of Agents, Ultimate Agents or Representatives in their organization).</p> <p>After you promote to Director, you earn a one-time \$20 Leadership Bonus each time a new Ultimate Agent joins your Director's organization and refers 200 Travel Points in their first 60 days.</p>
<b>Senior Director</b>	
One-time Leadership <b>\$30</b>	<p>A Senior Director is a Director with two complete 2 x 4 Forced Matrices (4 levels solid with a total of 254 Agents, Ultimate Agents or Representatives within <u>each</u> Matrix of their Director organization – for a total of 508.)</p> <p>After you promote to Senior Director, you earn an additional one-time \$30 Leadership Bonus each time a new Ultimate Agent joins your Senior Director's organization and refers 200 Travel Points in their first 60 days.</p>
<b>Executive Director</b>	
One-time Leadership <b>\$50</b>	<p>An Executive Director is a Senior Director with four complete 2 x 4 Forced Matrices (4 levels solid with total of 254 Agents, Ultimate Agents or Representatives within <u>each</u> Matrix of their Senior Director organization – for a total of 1016.)</p> <p>After you promote to Executive Director, you earn an additional one-time \$50 Leadership Bonus each time a new Ultimate Agent joins your Executive Director's organization and refers 200 Travel Points in their first 60 days.</p>

\*Any personal sponsorship must complete a 2 x 4 Forced Matrix before beginning another.

As a Director or above, you are qualified to earn Leadership Bonuses to **unlimited levels of depth**.

Level	Director \$20	Senior Director \$50	Executive Director \$100
Personal	\$20	\$30	\$50
Level 2	\$20	\$30	\$50
Level 3	\$20	\$30	\$50
↓	↓	↓	↓
Unlimited Depth	Unlimited Depth	Unlimited Depth	Unlimited Depth

## 7-Level Fast Start & Leadership Monthly Residuals

		Monthly Leadership Residual		
Fast Start Monthly Residual		Director + \$ 2	Senior Director + \$ 3	Executive Director + \$ 4
		\$ 2	\$ 5	\$ 9
1	\$ .05	\$ 2 ↓	\$ 5 ↓	\$ 9 ↓
2	\$ .05			
3	\$ .15			
4	\$ 3.00			
5	\$ .25			
6	\$ .50			
7	\$ 1.00			
		Paid to unlimited levels!		

### ③7-Level Fast Start Monthly Residual

As a Representative, Agent or Ultimate Agent, you earn a Fast Start Monthly Residual each time an Agent or Ultimate Agent in your 7-level organization pays their Monthly Fee.

### ④Monthly Leadership Residual

In addition to the 7-Level Fast Start Monthly Residual, as a Director, Senior Director or Executive Director, you are also qualified to earn a Monthly Leadership Residual income each time an Agent or Ultimate Agent in your Director, Senior Director and/or Executive Director organization(s) pays their Monthly Fee.

## Travel Compensation

Earn Customer Commissions each time a travel customer referred by you and your team books [books the reservation and pays for the purchase in full] a Resort Destination Travel Package, Cruise, 2 for 1 Cruise Certificate or other travel services offered by Ultimate Choice Travel (UCT), according to where they enter your 7-level organization. You also earn Commissions when your customers and the customers of your team book travel services using your referral code!

### ⑤Travel Commissions

The Ultimate Choice Travel customers have the option of booking travel via the UCT Online Booking Engine or utilizing our Premier Travel Concierge Service.

The UCT Online Booking Engine currently offers:

- Hotel Reservation Service
- Car Rental Reservation Service
- Airline Reservation Service
- Cruise Booking
- Last Minute Deals
- Custom Trips

While most travel companies penalize you for providing personalized service, resort destination travel packages booked offline through UltimateChoiceTravel's Premier Travel Concierge Services typically yield





higher margins [Better commissions for you and your team!] and offer competitive prices to your customers. It is recommended you instruct your customers to utilize our UCT Online Booking Engine on your travel site to locate desired resort destination vacation packages and/or cruises and request a quote from our Premier Travel Concierge Service Agents.

In addition to our Online and Concierge Travel Services, 2 for 1 Cruise Certificates are also a fun and easy way to earn commissions! Available thru your Travel Marketing Sites, Customers that purchase the \$40.00 2 for 1 Cruise Certificate enjoy "two for one" pricing on Norwegian and other international cruise lines!<sup>2</sup> The 2 for 1 Cruise Certificate is also available in your back office Store. You must enter the name and email address of the person the certificate is to be registered to. Ultimate Agents, Agents and Representatives may personally register up to four 2 for 1 Cruise Certificates annually. Additional 2 for 1 Cruise Certificates must be registered with your customer's name and email address<sup>3</sup>. UltimateChoiceTravel prohibits the sale of the 2 fo1 Cruise Certificate for more than the \$40.00 retail price. Ultimate Agents, Agents or Representatives that increase the \$40.00 sales price are subject to immediate termination.

Travel Commissions pay on a 7-level plan.

Payout Level	Percentage of Net Margin
Personal	25%
Level 1	1%
Level 2	1%
Level 3	1%
Level 4	1%
Level 5	2%
Level 6	3%
Level 7	4%
<b>Total Payout Percentage</b>	<b>38%</b>

#### ©Travel Leadership Residual

As a Director, Senior Director or Executive Director, you are also qualified to earn a Monthly Travel Leadership Residual income each time you, a Representative, Agent or Ultimate Agent in your Director, Senior Director and/or Executive Director organization(s) refers travel.

Level	Director 5%	Senior Director 12%	Executive Director 22%
Personal	5%	7%	10%
Level 2	5%	7%	10%
Level 3	5%	7%	10%
	↓ Unlimited Depth	↓ Unlimited Depth	↓ Unlimited Depth

#### Travel Commission Payment Schedule

Travel Commissions for online travel services booked through our UCT Online Booking Engine, are paid at the next scheduled commission run after receipt of the monies. Resort Destination Travel Packages and Cruise commissions are released and scheduled to pay in the next scheduled commission cycle after the customer pays in full AND completes actual travel or forfeits. Scheduled payments for cruise travel typically occur 4-6 weeks after the travel is complete.

<sup>2</sup> Prices based on NCL Brochure rates.

<sup>3</sup> 2 for 1 Cruise Certificates are fully transferable.



All commissions and bonuses are paid on customer purchases. Representatives, Agents and Ultimate Agents must achieve and maintain qualification and eligibility requirements to earn and be paid Commissions and Bonuses.

## Qualification

Representatives, Agents and Ultimate Agents must qualify to earn downline travel commissions, Fast Start Monthly Residual, Weekly Leadership Bonuses, Weekly Fast Start Commissions and Monthly Leadership Residual. Qualification is based upon the number of Ultimate Agents you have personally sponsored.

To qualify to earn downline **Travel commissions on 7-levels** and **Fast Start Residual on 7-levels**, you simply personally refer and maintain 3 Agents per the diagram below. To qualify to earn Weekly Fast Start Commissions on all 7-levels, you simply personally refer and maintain 3 Ultimate Agents per the diagram below.

Personally Referred Active Agents / Ultimate Agents	Qualify Agents and Representatives For Commissions & Bonuses
One	Thru Level 4
Three	Thru Level 7

## Eligibility

### Point System

Eligibility for all Commissions and Bonuses is based on the following Point System:

Travel Service Sold	Travel Points Earned
Cruise	\$1 = 1 Point
Travel Packages	\$1 = 1 Point
International Air	\$1 = 1 Point
Domestic Air	No Points Earned
Hotel	\$1 = 1 Point
Car	\$1 = 1 Point
2 for 1 Certificate	1 Certificate = 200 Points

### Eligibility – All Commissions and Bonuses

Representatives, Agents and Ultimate Agents must meet 200 Points in minimum personally referred travel (or equivalent value in other products and services) in the previous month to be eligible to receive any commissions and bonuses in current month.

Representatives, Agents and Ultimate Agents may accumulate/rollover credit for additional referrals or sales during the month. Credit for additional referrals and sales rollover and apply to subsequent month's eligibility.

Eligibility for any given month is determined by personal referrals or sales from the prior month. For example, if you maintain a minimum of three personally referred Active Ultimate Agents and meet the minimum 200 Points in travel in the month of September, you will be eligible to receive Weekly Fast Start Commissions, 7-Level Fast Start Monthly Residuals, Weekly Leadership Bonuses and Monthly Leadership Residual earned for the month of October.

Eligibility is checked at the time commissions are paid. If you do not meet the eligibility requirements when commissions are paid, all commissions and bonuses are forfeited and may not be recovered. Agents, Ultimate Agents and Representatives who are not eligible to be paid commissions forfeit all applicable Fast Start Commissions, Fast Start Bonuses, Leadership Bonuses, Leadership Residual, Travel Commissions and/or free cruises until eligibility is restored.

Forfeited commissions ARE NOT RECOVERED when eligibility is restored. You are not required to “catch up” on the 200 Point minimum monthly requirement to reinstate your eligibility. You simply refer 200 Points in referrals and sales to restore your eligibility to receive commissions.

### **Eligibility – Fast Start**

Representatives, Agents and Ultimate Agents must maintain 3 Active Agents to be eligible for 7-Level Fast Start Monthly Residuals, and must maintain 3 Active Ultimate Agents to be eligible for 7-Level Weekly Fast Start Commissions.

### **Eligibility – Leadership Commissions**

Representatives, Agents and Ultimate Agent must be promoted to Director, Senior Director and/or Executive Director and maintain a total of 3 personally sponsored Active Ultimate Agents<sup>4</sup> to be eligible to receive Weekly Leadership Bonuses, Monthly Leadership Residual, and Travel Leadership Residual to unlimited levels of depth.

In addition to being qualified to earn commissions, you must be eligible to participate and to be paid commissions and/or bonuses. Representatives and Ultimate Agents who are a Director, Senior Director or Executive Director must personally **enroll a minimum of one new Agent or Ultimate Agent per month** to be eligible to receive their Weekly Leadership Bonuses, Monthly Leadership Residual and Travel Leadership Residual.

Directors, Senior Directors and Executive Directors may accumulate/rollover credit for additional Active Agents and/or Ultimate Agents enrolled during the month. Credit for additional Active Agents or Ultimate Agents rollover and apply to subsequent month's eligibility. Directors, Senior Directors and Executive Directors whose eligibility lapses [do not meet the minimum requirement to personally enroll one new Agent or Ultimate Agent per month] must restore their eligibility by personally referring the number of Agents or Ultimate Agents required to meet past and current eligibility requirements.

For example, if eligibility has lapsed for a period of three months, a total of 3 Agents or Ultimate Agent referrals must be sold to restore previous eligibility requirements and one Agent or Ultimate Agent Referral must be made to meet the current month's requirement. Previously forfeited commissions ARE NOT RECOVERED when eligibility is restored.

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<sup>4</sup> Active Ultimate Agents are Ultimate Agents who are current on their monthly Fees.  
Active Agents are Agents who are current on their monthly Fees.



## Eligibility - Travel

Representatives, Agents and Ultimate Agents must meet a minimum of 500 Points in personally referred travel and related services in any given month to qualify for Travel Commissions the following month, with the exception of the initial enrollment period. Representatives, Agents and Ultimate Agents must also maintain 3 Active Agents to be eligible to receive all 7-Levels of travel commissions.

Agents have no eligibility requirements to earn travel commissions on personally referred travel.

## Initial Enrollment Period

Representatives, Agents and Ultimate Agents must meet 200 Points in minimum personally referred travel in the first month of enrollment to be eligible to receive Travel Commissions in their first and second month. On their second month of enrollment, Representatives and Ultimate Agents must meet a minimum of 400 Points in personally referred travel to be eligible to receive Travel Commissions in their third month. Thereafter, Representatives, Agents and Ultimate Agents must refer a minimum of 500 Points in personally referred travel in any given month to be eligible to receive Travel Commissions in the following month.

## Quick Guide to Eligibility

- A. 1 Agent/Ultimate Agent Added Per Month Required (Directors, Senior Director, Executive Directors only)
- B. 3 Active Agents Required
- C. 3 Active Ultimate Agents Required
- D. 500 Points per Month Required
- E. 200 Points per Month Required

	A	B	C	D	E
Weekly Fast Start Commissions			X		X
Weekly Leadership Bonuses	X		X		X
7-Level Fast Start Monthly Residual		X			X
Monthly Leadership Residual	X		X		X
Travel Commissions		X		X	
Travel Leadership Residual	X		X	X	

## Retirement

This section is under revision and management is considering replacing this with a couple of profit sharing pools. More information later.

## Join The Ultimate Team

Join UltimateChoiceTravel today and begin to build your organization and income immediately. To join, go to [www.ultimatematch.com](http://www.ultimatematch.com) and complete the simple three-step enrollment process using the referral code of your new sponsor, or go to your new sponsor's personal marketing website.

UltimateChoiceTravel accepts cashier's checks, Visa, MasterCard and Discover Cards.



## **Internet Enrollment**

When you enroll as a Representative, Agent or Ultimate Agent you are issued a referral code immediately. Be sure to make a note of your new referral code before you exit the system. If you forget your referral code, you may login to your UltimateChoiceTravel website and your referral code is displayed on your homepage. Once you complete your online enrollment, you may begin to gather new Representatives, Agents and Ultimate Agents.

When you enroll online, you must print, sign and remit a Payment Verification Form or a Mail Order Enrollment Form with your original signature and the signature of the cardholder to activate commission payments and complete your Internet transaction. You must fax your completed form to UltimateChoiceTravel at 512.637.5088 or mail the original to:

**UltimateChoiceTravel  
9433 Bee Caves, Building I, Suite 250  
Austin, Texas 78733**

UltimateChoiceTravel will complete your enrollment upon receipt of the signed Payment Verification Form. Commissions are accrued and released upon receipt of your signed documentation. Your completion of the Payment Verification Form/Mail Order Enrollment Form helps us protect you from payment fraud. UltimateChoiceTravel always keeps your personal information private and secure.

Once your enrollment is complete, you will receive a welcome email with your new referral code. We will use the email address you provided at the time of your enrollment. Ultimate Agents who pay their monthly Fees are granted access to the Ultimate Success System. As a new Representative, Agent or Ultimate Agent you may begin to gather new Representatives, Agents and Ultimate Agents immediately.

## **Mail Order Enrollment**

When you enroll as a Representative, Agent or Ultimate Agent using a Mail Order Enrollment Form, you may pay with a credit card, cashier's check or money order. Personal or Company checks are not accepted. You must fax your completed form to UltimateChoiceTravel at 512.637.5088 or mail the original to:

UltimateChoiceTravel  
9433 Bee Caves, Building I, Suite 250  
Austin, Texas 78733

If payment is made via cashier's check or money order, a copy of the cashier's check or money order must be faxed with the Mail Order Enrollment Form. The original cashier's check or money order must be mailed to UltimateChoiceTravel.

UltimateChoiceTravel will process your faxed enrollment form upon receipt. Commissions are accrued and released upon receipt of your signed and completed documentation, including physical receipt of original cashier's checks and money orders. Your completion of the Payment Verification Form/Mail Order Enrollment Form helps us protect you from payment fraud. UltimateChoiceTravel always keeps your personal information private and secure.

Once your enrollment is complete, you will receive a welcome email with your new referral code. We will use the email address you provided at the time of your enrollment. Ultimate Agents who pay their



monthly Fees are granted access to the Ultimate Success System. As a new Representative, Agent or Ultimate Agent, you may begin to gather new Representatives, Agents and Ultimate Agents immediately.

## Commission Payments

UltimateChoiceTravel pays commissions weekly through Electronic Funds Transfer [EFT]. Commissions are automatically deposited directly into the bank account of your choice. Funds are immediately available for withdrawal. You do not have to deposit a check or wait for the check to clear. Commission periods begin each Saturday at 12:00 a.m. CST and end each Friday at 11:59 p.m. CST.

Type	Weekly	Monthly	Notes*
Fast Start Commissions	X		Friday each wk for previous wk
Fast Start Bonuses	X		Friday each wk for previous wk
Leadership Bonuses	X		Friday each wk for previous wk
Fast Start Residual		X	First Friday* each month for previous month
Leadership Residual		X	First Friday* each month for previous month
Travel Commissions		X	First Friday* each month for previous month
2 for 1 Certificate Commissions		X	First Friday* each month for previous month

\*Certain months may end during a scheduled commission run, deferring monthly commissions to following week.

- Weekly Fast Start Commissions, Weekly Fast Start Bonuses, and Weekly Leadership Bonuses are processed each Friday for the previous week's earnings.
- Monthly Fast Start Residual, Monthly Leadership Residual, Travel Commissions and 2 for 1 Cruise Certificate Commissions are processed on the first Friday of each month for the previous month's earnings.

Commissions for online Travel Services are released and scheduled to pay when the customer has paid in full for the services purchased and commissions are received from the travel vendor [allow 4-6 weeks from date of purchase]. Commissions for Resort Destination and Cruise are released and scheduled to pay when travel service has been paid in full, travel is completed or travel insurance has been purchased and commissions are received from travel vendor [allow 4-6 weeks from date of travel].

Commissions and bonuses are paid out when the gross payout amount is greater than or equal to \$10.00. If payout amount is less than \$10.00, the payment is deferred until the payout amounts meet or exceed the \$10.00 minimum. Payments are generally deposited within 5 business days following the scheduled commission-processing run.

## Important Reminders

**Close, Transfer & Sell.** Representatives, Agents and Ultimate Agents may not hold more than one active position. The discovery of more than one position for any Representative, Agent or Ultimate Agent will result in the termination of the Representative and the Sponsor. All current and future commissions will be forfeited and may not be recovered. Representatives, Agents and Ultimate Agents, who close, transfer or sell their UltimateChoiceTravel business must wait a period of 6 months before re-joining.

**Qualification & Eligibility.** You must meet Qualification Requirements at the time the customer purchase is booked. You must meet Eligibility Requirements at the time the commissions and/or bonuses are actually paid. Be sure to use your back-office to track and manage completion of your team's:



- Payment Verification Forms – must be received to release monies for online enrollments.

Check your back-office daily to ensure you are qualified and eligible to be paid commissions and bonuses for your work AND the work of your team each week.