



Travel Product Summary

Purpose: To better inform our field of independent representatives of the corresponding commissions, eligibility, and other important information as it relates to the travel products and services offered by Ultimate Choice Travel.

TRAVEL PRODUCTS

Two For One Cruise Certificate

1. Description: The 2 for 1 Certificate offers "two for one" pricing aboard Norwegian's fleet of luxury Cruise liners! Each certificate is beautifully packaged in a 49 page color brochure. The 2 for 1 pricing is based on the brochure rate of the cruise and each traveler is responsible to pay port charges, taxes, and any other associated fees.
2. Commissions: Commissions on this product are only paid only on the sale of the \$40 certificate, and not on the cruise travel booked with it. Commissions paid on this product can be referenced in the compensation plan.
3. Eligibility: The sale of one certificate gives you eligibility for all income for one month, except for downline travel commissions and leadership travel commissions because those require 500 points per month.
4. FAQ:
 - a. **What are the Holiday Shipping Guidelines?**
 - i. Via First Class USPS – Order by Tuesday, December 18th at 5pm CST
 - ii. Via Overnight FedEx – Order by Thursday, December 20th at 5pm CST
 - b. **How do I purchase a certificate?** - Go to the "Place Order" section of the website, and enter the required information. Shortly after you have completed your order process, you will receive an email with an Order Number so you can return to the site and initiate the redemption process immediately.
 - c. **How do I redeem my certificate?**
 - i. Your Order Number will be sent to you in two ways: 1) an email you will receive shortly after you place your order and 2) the actual certificate will be mailed to you with the same Order Number on it. On average, the typical order is delivered within a week.

- ii. Once you are ready to begin your redemption process, return to the travel site you purchased the certificate from (via the travel site of the agent that referred you). There, you must enter your Order Number (NOT the Certificate Number) that was communicated to you as described above and complete the online form. After you have redeemed your certificate online, you will be contacted by a travel consultant within 24 hours to complete your order.
- d. **Can this be used for any cruise line?** These certificates are valid on Norwegian Cruise Lines and are subject to cabin availability.
- e. **What business name will appear on my credit card statement?** Visa/MasterCard charges will appear as "Meridian Award Programs", and American Express will appear as "Meridian Enterprises" on your statement.
- f. **Is the 2 for 1 cruise certificate transferable?** - Yes. Your certificate is fully transferable. Remember to include the Order Number with the certificate because that will be needed to redeem the certificate. It is against company policy to sell the certificate for more than the cost incurred with your purchase.
- g. **Does the 2 for 1 cruise certificate expire?** - Yes, the certificates expire two years from the date issued.
- h. **Can I use this certificate with other cruise offers?** - No. This certificate is not combinable with other cruise offers.
- i. **Why can't I look at the cruises available with this offer before I purchase a certificate?** - Our vendors do not allow for the cruise options to be displayed to the public. There are many cruises to choose from, and we assure you that you will be satisfied once you begin your redemption process.
- j. **How can I get the most value out of this certificate?** - If you have a specific cruise in mind on a specific sailing date, this may **or may** not be the best option Ultimate Choice Travel has to offer you. If you or someone you know is interested in taking a cruise, and is flexible on where they want to sail, or when they want to go, this certificate offers an excellent discount benefit.
- k. **Who should I contact if I have a concern about the delivery of my certificate, or any other matter relating to the purchase process?** – The quickest way to find out if your certificate has been shipped is to send an email to the following address: hq@ultimate2for1cruise.com
- l. **If I am signing up as an Agent or Ultimate Agent, do I need to place an order so that I can receive my free 2 for 1 certificate?** - No, if you join as an Agent or Ultimate Agent, your card will be automatically ordered and shipped for you.
- m. **If I am joining as a Independent Agent, Agent or Ultimate Agent, when will my 2 For 1 website be activated?** Please allow 48 hours after your personal Travel Site has been activated.

Concierge Gift Card

1. **Description:** The Concierge Gift Card is a beautifully designed card that can be used through our Concierge travel department. This innovative product ensures customers will try our service. It's a great gift to or from anyone and is valid for cruises, land tours, International airfare and vacation packages through our concierge department. The gift card may be purchased in \$25 denominations.
2. **Commissions:** Commissions are not paid on the sale of a gift card. This is simply because no travel has been taken yet and UCT is not legally able to recognize these sales as revenue until the travel from it is booked and taken. Once the gift card money has been applied towards booking travel, full commissions based on the total amount of travel will be released when said travel is booked and taken.
3. **Eligibility:** This product provides one point of eligibility for every dollar spent. Another benefit of this product is that eligibility is also counted when the deposit amount is used to book travel, so in essence eligibility is counted twice, when the card is purchased, and when it is redeemed!
4. **Q&A:**
 - a. **How is a gift card purchased?** – Until the launch of the new website, all orders must be made by submitting a Gift Card Order Form by either faxing it to 512-637-5049 or scanning and emailing it to agent@ultimatechoicetravel.com. Order forms are available in the back office beginning December 4, 2007 and will begin shipping mid December, 2007. Once the new website is up, the ability to purchase the gift card online will be the only method of purchasing.
 - b. **How does one redeem a gift card?** – All Gift Cards must be redeemed through the Concierge Desk while in the process of booking travel through the Concierge Desk at 1-800-388-9791.
 - c. **Can a Non-Rep purchase a gift card?** Yes, anyone can purchase a gift card. We recommend entering your referral code onto any forms before sharing them with your customers so that you can receive commissions on the travel booked with the card.
 - d. **Is the gift card live when it mails?** – Yes, the cards are loaded with the credit applied at the time of purchase.
 - e. **What are the Holiday Shipping Guidelines?**
In order to ensure delivery by December 25, 2007, please see the guidelines below:

- i. Via First Class USPS – Order by Tuesday, December 18th at 5pm CST. There are no additional fees other than the \$2 handling fee associated with this method of delivery.
 - ii. Via Overnight FedEx – Order by Thursday, December 20th at 5pm CST. There is a flat \$35 fee charged in addition to the \$2 handling fee associated with this
- f. **Can I purchase/ship this gift card for/to someone else and include a personal message?** – Yes, there is a place on the order form to include a recipient name and shipping address along with a personalized message.
- g. **Can I use this gift card for online travel purchases or for “2 For 1 Cruise Certificates”?** – No. This Gift card can only be redeemed through our Concierge Desk for cruises, land tours, vacations packages, international airfare and groups. This card cannot be redeemed for domestic airfare or hotels (unless included in a vacation package).
- h. **How does one check the available balance on their gift card?** – Simply contact the concierge desk to check the available balance on your card.
- i. **Are there any fees that apply to the purchase of a gift card?** – There is a flat \$2 shipping and handling fee associated with the purchase of every gift card, regardless of the amount placed on it or method of delivery chosen. Express shipping can be coordinated, based on the fees described above.
- j. **Can additional funds be added to an existing gift card?** – Yes. You can add additional funds to a gift card by using the same form that is used for the purchase of a gift card and properly indicating that you are reloading an existing card and entering the desired amount to be added.
- k. **How are the cards shipped?** – Unless the expedited option has been selected, the cards are mailed First Class United States Postal Service, and this method of delivery is included in the \$2 Handling fee. If the expedited option is selected, the fees and method of delivery described above will apply.
- l. **What is the turn around time on a Gift Card Purchase?** – After a purchase order form has been submitted within regular business hours (8:30am– 6:00pm CST, Monday through Friday), the gift card will be mailed within 24 hours. The length of time it takes to be mailed will depend on the method in which the purchaser has elected to mail it.
- m. **What happens if I lose my gift card?** – Gift cards are like cash. A lost card can be used by someone who finds it unless it is reported and replaced beforehand. We do record the purchaser’s name, address and phone number when the card is issued so that a replacement card can be issued with a new

number. A lost card fee of \$5 will be applied by deducting said amount from the available balance if a new card is issued.

Travel Services

Online Booking Engine

1. **Description:** Search for destinations around the world and book your travel online. The booking engine is available to you 24/7 for your domestic travel needs. Your website should be used for domestic airfare, domestic hotels, and domestic car rentals **only**. Please refer all other travel needs to the concierge desk.
2. **Commissions:** Rates of commission vary based on the product purchased. Commissions are paid approximately 6 weeks after travel has been completed. Commissions can be calculated on the base price of the item, the service fee, and other factors depending on the product. Commission levels vary by product and are subject to change at anytime.
3. **Eligibility:** All travel reservations made on your website, except for domestic airfare, will count toward your monthly eligibility requirements.
4. **Q&A:**
 - a. **When will I be able to see booked travel in my back office?** – Travel booked online is done so through our Travelocity partnership and while they provide excellent service and value, detailed back office reporting is not yet available. Correcting this issue is a high priority, and full travel reporting will be implemented with the new UCT back office. As a temporary solution, UCT generates and distributes “Travel Summaries” once a month on or about the 7th of each month. These reports contain concierge travel booked in the preceding month as well as online travel commissions paid to us in the preceding month.
 - b. **When the new back office is implemented, will I be able to see my forthcoming commissions?** – No. Because of the complexity and volatility of commissions received by the company for online travel booked, we are not able to forecast what commissions we are able to pay out of the commissions we receive. The travel reporting in the back office will simply report the travel booked and the gross total of that travel so that you can be informed of what travel has been booked through your account.
 - c. **Why is the gross total amount that commissions are calculated from different than the dollar amount of the travel booked?** – The amount that commissions are based on is called the base trip cost. The base trip cost

is the amount used to calculate the commissions paid to the company by Travelocity and is reduced by various fees, such as tax, service charges, etc.

Concierge Travel

1. **Description:** Our knowledgeable concierge travel consultants will create the perfect itinerary no matter what type of budget or destination you desire. Our fully trained and certified agents know the globe in and out and are here to work closely to insure the success of your clients travel needs. Whether it's Disneyworld in Orlando, Florida or EuroDisney in Paris, France, we're here to help! Cruises, land tours, International airfare, vacation packages, and group travel should all be booked with a concierge travel consultant. Call today! 1-800-388-9791.
2. **Commissions:** Reservations made through the concierge desk yield the highest commissions for the referring representative, making it the preferred method of booking travel! Rates of commission vary based on the product purchased. Commissions are paid approximately 6 weeks after travel has been completed. Commissions can be calculated on the base price of the item, the service fee, and other factors depending on the product. Commission levels vary by product and are subject to change at anytime.
3. **Eligibility:** Reservations made through the concierge desk, except for domestic airfare, will count toward your monthly eligibility requirements. Package deals that include domestic airfare (such as Las Vegas, Disneyland, New York City stays, will be fully counted towards your eligibility requirements. Some restrictions may apply.
4. **Q&A:**
 - a. **Why can't the travel agent quote my commission?** – Due to the volatile nature of travel commissions, it is against corporate policy for our travel agents to forecast what one's commissions might be on travel booked.
 - b. **What is the Commission Structure on Concierge Travel?** – Based on the commission received by the company on travel booked through the concierge, 60% is paid out to the field. Of that 60% that is paid throughout your upline, 25% of that is paid to the representative that personally referred said travel.

Below is a hypothetical example for illustration purposes only:

Vacation Package Price: \$3369.78

Total commission: \$437.96

Total organizational pay out: 60% of \$437.96 = \$262.78

Total personally referred pay out: 25% of the organizational payout = \$65.70