

INSIDE AGENTS EARNINGS CLAIM RULE

For an Inside Agent to claim 100% ticketed earnings then they are akin to being an External Agent at that point. This is a significant benefit being afforded to Inside Agents; while generous, it also requires treatment accordingly.

Inside Agents:

- Are given acquired, enquired and previous clients of G4L
- Are given an Agent ID without requiring their own OID; not having to complete a business registration/incorporation, nor an Amadeus Agency Agreement.
- Are supported by Control, Reporting and Accounting Systems
- Benefit from negotiated business agreements of the Agency: airline commissions; Amadeus services and solutions; hotel prices; Incentives and Offers in general; etc.
- Have the whole plethora of IATA Accreditation benefits
- Are protected from client payments risks (once they adhere to the agency's client payment protocols)
- Are assured of the Agency principals' continuous Research, Business Strategizing and Investments to be given the utmost opportunity for gain in both the short term and in the long-term

The above is what justifies the 70/30 earnings share arrangements.

GO 4 LESS also serves Non-IATA Agents whom are completely removed from realizing G4L Inside Agents benefits as stated above, and for whom G4L is not interested in, associated with or supportive of their clients payments. They are full time 100% earning Agents with Bookings made under non-G4L OIDs.

This exactly becomes the situation when the G4L Inside Agent acquires and transacts with clients of their own (who were not previously clients of GO 4 LESS). Only under these conditions can the G4L Inside Agent claim 100% of client account earnings.

It should be noted here that G4L inherits a risk which they do not inherit with External Agents. This is the risk associated with the trip being both booked and ticketed under the same OID. In this situation, the client's discussions and trip arrangements become a co-responsibility of G4L. Therefore, G4L Agents, at 100% earnings, are getting even more value than external agents do.

The above will support that a G4L Agent cannot claim 100% earnings of a Trip Account if it is that G4L is associated with or is instrumental to any extent in making, facilitating, assuring any portion of the payments required for a Client. This defers the earnings status to 70/30.

This is written in the form of a Rule which can be a shared resource of the company.

Please be guided.
