

## REP PROGRAM

### Overview

Thank you for your interest in becoming a rep for Access Travel. Below is some information about our rep program. If you are still interested in the program upon reading this document, please let us know at [reps@accessstrips.com](mailto:reps@accessstrips.com) and we will send you the necessary promotional materials.

### What Commission Do We Pay?

We have a two-tier commission system. For our proprietary trips we pay 10% of the total trip price for every client that you get us. For our partner trips we pay 5% of the total trip price for every client that you get us.

Below is a table summarizing our current trip portfolio and the percentage commission that you would receive for each trip:

Trip Title	Commission	Trip Title	Commission
New Zealand - South Island Roadtrip	10%	USA - Jackson Hole Land of the Cat Trip	10%
New Zealand - Freestyle Session	10%	USA - Rocky Trails of Moab	10%
Switzerland - Powder & Park Tour	10%	USA - North Shore Hawaii Surf Trip	10%
Canada - BC Heli Trip	5%	Spain - Canary Islands Bike & Yoga	10%
Morocco - Mountain & Desert Tour	10%	Spain - Canary Islands Freeride Tour	10%
Australia - Coastal & Jungle Tour	10%	France - 4 Valley Freeride Tour	10%
Brazil - Surf & Chillout Break	10%	Italy - Dolomites Rock Climbing Tour	10%
Australia - Eastcoast Roadtrip	10%	Canada - Powder Triangle Roadtrip	10%
Morocco - Surf & Desert Safari	10%	Canada - Northshore Trails	10%

Our trip portfolio is growing constantly. We will update you as we add more trips to our website.

### How Can You Promote Our Trips?

We suggest three methods for promoting our trips. If you have additional ideas we welcome your feedback.

- 1. Word of mouth:** promoting our trips face-to-face with your friends, colleagues and contacts is certainly one of the most powerful promotional techniques
- 2. Flyers:** we will provide you with a selection of flyers to place in local sports shops, university campuses, gyms, ski resorts and any other places you think are appropriate. We have general flyers that promote all our trips and we have sports-specific flyers: snowboard/ski, surfing, mountain biking and climbing.
- 3. Email flyer:** we will provide you with an html email flyer that you can email to your friends, colleagues or contacts. Alternatively, you can use the 'tell a friend' section of our website to email the html flyer to your friends and colleagues. This 'tell a friend' feature provides a box where you can paste as many email addresses as you like.

### How Do We Identify Those Clients You Have Brought Us?

- 1. Word-of-mouth:** If you succeed in convincing someone to come on one of our trips, email us their name and once they sign up you will be entitled to the appropriate commission.
- 2. Flyers:** There is a 'reps' space on each flyer where you can write your name. When people create an account on our website (they must do this to order a brochure, to register for a trip and to sign up for 'win a free trip') we ask them to tell us how they heard about us. If they select 'flyer' we ask them to name the rep on their flyer in return for a discount voucher or a free t-shirt. When someone who listed you as their rep actually goes ahead and registers for one of our trips you will be entitled to the appropriate commission.
- 3. Email flyers:**
  - If you use the 'tell a friend' section of our website to email your friends and colleagues we will have a list of who you have emailed. When someone that you emailed signs up for one of our trips you will receive your commission.
  - If you choose to email the flyer out yourself we ask you to customize the email by adding a sentence at the top explaining that you are an Access Rep and informing the recipients that they can receive a discount voucher or a free t-shirt if they mention your name when they create an account on our website. When someone who listed you as their rep actually signs up for one of our trips you will be entitled to the appropriate commission.

### Terms of Payment

- Commissions for each trip will not be paid until 30 days before the trip begins. This is to ensure that we do not pay commissions for clients who register for a trip and then cancel.
- You can choose to receive your commission via one of two methods:
  - Using [www.paypal.com](http://www.paypal.com)
  - By wire transfer directly to your bank account. Transfer fees will be deducted from your total commissions.