



COMMUNICATIONS & MARKETING

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TAB 001-18

29 January 2018

To: TRAVEL AGENTS, ALL REGIONS
From: FLY JAMAICA AIRWAYS LTD.
Re: TRAVEL AGENCY OVERRIDE PROGRAM

Dear Travel Partner,

Happy New Year to you.

The Management and Staff of Fly Jamaica Airways thanks you for your support over the years and we hope that our partnership will grow as we embark on this New Year with new possibilities. We have come through a difficult period of irregular operations recently; however we are even more committed to providing our passengers with quality service.

A review of our operations and operating costs highlighted some areas that we need to change and as such the Override Program set up in 2016 ends on February 28, 2018. The override commission will be paid on sales up to February 28, 2018, and we ask that you submit your reports in the normal manner.

The following programs remains in place:

- AGENCY COMMISSION – 6% on all ticket sales.
- AGENT INCENTIVE - one AD75 discounted ticket per year off the B and J fare.
- AGENT INCENTIVE - **ROUTE BOOSTER PROGRAM** - Service charge ticket (US25.00 ow + taxes) to individual agents who meet a sales target for these routes. The condition is that the tickets **MUST** be booked via the portal. (Travel restrictions will apply).
- YYZ KIN – 30 tickets sold per quarter
- KIN YYZ – 30 tickets sold per quarter
- YYZ - GEO - 75 tickets sold per quarter
- GEO - YYZ - 75 tickets sold per quarter
- KIN JFK – 30 tickets sold per quarter
- KIN GEO – 30 tickets sold per quarter
- GEO JFK – 30 tickets sold per quarter

We thank you for your partnership and look forward to working diligently with you to strengthen our mutual customer base.