

Business Travel Program

Preferred



**Bonus
commission**

Your clients can earn discounts for their company through WestJet's enhanced Business Travel Program (BTP) - the more they spend, the more they save. Plus, our program is agency-friendly, so you'll earn commission with each qualifying booking.²

For your agency:

- Book for your clients through your preferred GDS and most online booking tools.
- Eligible bookings are in for measurement and in for payment.³
- **LIMITED TIME: Earn 10% commission on new bookings for newly registered companies.**⁴

For your client:

- Competitive at-source discounts.¹
- Reports on their WestJet travel spend.
- Unused flight credits that can be used by all company employees.

WESTJET 

¹All fare letters not outlined in the at-source discounts grid are not eligible for a discount through the Business Travel Program. Discounts will be applied at-source for all booking channels. ²Commission is applied on all fares excluding any fare letters not outlined in the at-source commission grid. ³Bookings with E and L fare classes qualify for measurement but are out for payment. ⁴Newly registered companies are those registered in BTP between September 1, 2018 and December 31, 2018. Bookings must be made and travelled by December 31, 2018 to be eligible for bonus commission. Annual spend on flights means amount spent on published base fares after discount for WestJet marketed flights flown within a qualifying year. WestJet Vacations spend, partner-marketed flights, partner bookings made on westjet.com, taxes, fees, charges are not eligible toward annual flight spend. International Sun discounts available upon request. WestJet may at its sole discretion change or cancel this program in its entirety without notice.

At-source discounts¹

	Econo		EconoFlex		Premium	PremiumFlex	Business	BusinessFlex
	K T X S N	Q H	M	B Y	R O	W	C D	J
Level 1	Annual spend \$10,000 to \$49,999							
Domestic and Transborder	3%	5%	5%	5%	5%	5%	10%	15%
Transatlantic	-	-	-	-	-	-	10%	15%
Level 2	Annual spend \$50,000 to \$149,999							
Domestic and Transborder	3%	6%	6%	8%	6%	8%	11%	18%
Transatlantic	-	-	-	-	-	-	11%	18%
Level 3	Annual spend \$150,000 to \$250,000							
Domestic and Transborder	3%	8%	8%	9%	8%	9%	13%	19%
Transatlantic	-	-	-	-	-	-	13%	19%

At-source commission²

	Econo		EconoFlex		Premium	PremiumFlex	Business	BusinessFlex
	L K T X S N	Q H	M B Y	R O	W	C D	J	
Domestic	5%	5%	5%	5%	5%	5%	10%	10%
Transborder (including Puerto Rico and Hawaii)	5%	5%	5%	5%	5%	5%	10%	10%
Transatlantic Rest of world (ROW)	7%	8%	8%	10%	10%	10%	15%	15%

Enrol your clients today at westjet.com/corporate-signup



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