

## **WHO TO CONTACT**

Vitesse Worldwide, 25 Crescent St, Suite 100, Stamford, CT 06906

<https://vitesseworldwide.com/travel-edge/>

## **WHAT'S THE PROCESS?**

- ➔ Preferred private jet charter company (PJCC) provides an estimate, normally within 24 – 48 hours, that provides an approximate cost for budget approval.
- ➔ If the budget is approved, the PJCC will confirm equipment and logistics and provide a detailed proposal for review and approval.
- ➔ If the proposal is approved, then the PJCC will execute a contract, that will be signed by the end user. Deposits are due at signing of contract with the balance due a minimum of 14 days before departure. If the proposal is for a flight less than 14 days from departure, the entire amount will be due at contract signing.

## **HOW TO QUOTE & BOOK**

- ➔ Click on the link based on where the client is based. It goes direct to a Travel Edge preferred private jet supplier's estimate form
  - <https://vitesseworldwide.com/travel-edge/>
- ➔ Agents fill the form out, and click send and it begins the estimate process
- ➔ The form gets automatically sent to preferred vendors for POS USA or for POS CAN.
- ➔ The PJCC provides an estimate via e-mail directly back to agent / advisor to determine interest from the end user.
  - The PJCC copies in air procurement
- ➔ If the estimate is approved, then, the PJCC provides a detailed proposal to the agent for submission to the end user.
- ➔ If the proposal is approved, it goes to contract between the PJCC and the end user.
  - The proposal includes the upfront commission that the advisor would earn.
- ➔ If the proposal is approved, then the private jet charter company will go to contract. Most contracts require a 25% deposit at time of signing and balance paid in full 14 days prior to departure. Payment terms may vary.
- ➔ Once the contract is paid the preferred vendor handles all of the details for the private jet charter directly with the end user, and with the agent advisor being copied in on every communication
- ➔ The end user would pay directly to the private jet company.

## WHAT DO I EARN & HOW DO I GET PAID?

- Commissions

PREFERRED TRAVEL EDGE PRIVATE JET / CHARTER PROGRAM – USA							
Plane Type	Very Light Jets	Light	Midsize	Super-Midsize	Heavy Jets	Ultra Long Range Jets	Commercial Aircraft
Seats	4 - 7	7 - 10	9 - 10	10 -12	13 - 19	16 - 18	60 - 220 Seats
Upfront Commission Levels*	7%	7%	7%	7%	5%	4%	3%
<i>*Earned on base fare only. Taxes and incidentals are not commissionable.</i>							
Sample Aircraft**	Cessna Citation M2	LearJet 70	Gulfstream G 150	Citation X+	Embraer Legacy 650	Gulfstream G650ER	Airbus A-319
<i>**Actual aircraft, with full details, will be provided at time of proposal. Not all aircraft are available at all destinations.</i>							

- Invoicing
  - Advisor would create an invoice for ‘externally booked service’ in ADX
  - Commission would be paid directly to Travel Edge by the PJCC based on the ADX Invoice, then distributed to the Advisor on next statement based on split

## WHY BOOK WITH PREFERRED PRIVATE JET CHARTER COMPANIES

### DETAILS

Travel Edge has reviewed dozens of air charter companies to find the best in the business. These preferred private jet charter companies (PJCC) take all the worry out of the booking process and understand how important your clients are to you. These PJCCs have taken careful consideration into every aspect of the transportation and travel needs for these VIP clientele. And, they cover every imaginable detail, including expert consultation about private air charter travel arrangements. Their duty of care commitments is paramount and tops in the industry. Every flight booked is the most important flight booked.

### EXPERTISE

These private jet charter companies have collectively hundreds of years of experience in providing superlative handling for any plane request. They know what planes are available and offer a range of equipment that provide excellent choices for the traveler and find creative ways to offer cost saving options without sacrificing quality. Their experience is what sets them apart and gives our agency the confidence of providing the most comprehensive understanding of how to service the needs of the modern luxury traveler. Their range of products, planes and services have exceeded transactions in over 1,000 cities in 100 countries around the world.

### ACCESS

Our suppliers take great pride in offering the most advanced technology available. Their user-friendly platforms will enable our agents to get status and pricing updates so the travel agent can conveniently book, track and control every aspect of your client’s travel arrangements.

## VALUE ADDED BENEFITS

Special T/E agent incentives for launch promotion for bookings through 30JUN 2022 and for travel through 30AUG 2022	
One Way Charter(s)	Travel Agent incentive of \$500 to be paid to the agent, or as a credit for catering or ground transportation
Round Trip Charter(s)	Travel Agent incentive of \$1,500 to be paid to the agent, or as a credit for catering or ground transportation