



Commission structure

Each sector of the distribution chain will receive a commission payment at a negotiated rate.

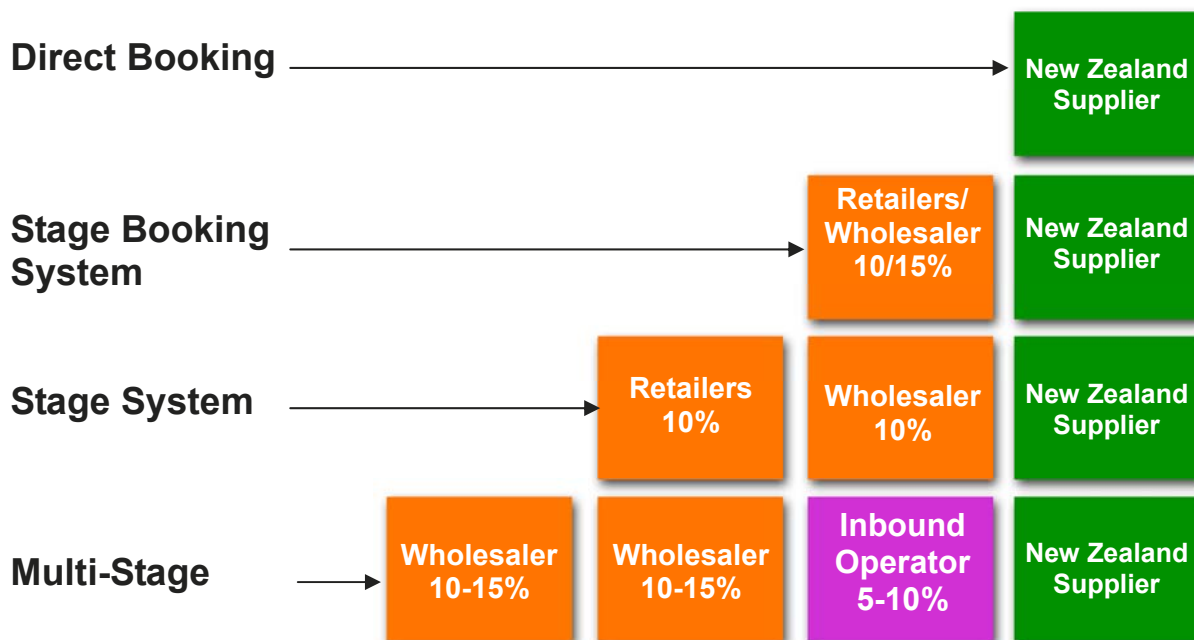
As with general business, the levels of commission you pay may vary, but as a general guideline the rate bands are:

- Retail travel agents/i-SITE visitor information centres and retailers who sell your product directly to the customer – 10%
- Wholesalers – who sell to retailers, who then sell to the customer – 20%
- Inbound tour operators – who sell to the wholesalers – 25%

Although commission rates for wholesalers and inbound operators are higher, these selling channels provide avenues to get your product to the market that would be expensive and challenging if you were to attempt to access it directly yourself.

Wholesalers and inbound operators can promote your product through brochures, websites, and their databases with long term benefits of sales outcomes.

THE COMMISSION SYSTEM



Photos: Rob Tucker

