

FIT GROUP/INCENTIVE GROUP POLICY

GROUP BENEFITS	FIT GROUPS	INCENTIVE GROUPS
Min/Max Number of Suites Required to Qualify	Minimum = 12 suites Maximum = 30 Suites Double occupancy booked and paid in full	Minimum = 10 suites Maximum = 30 Suites Double occupancy booked and paid in full
Examples	SMERF Affinity Speculative	Company sponsored event, meeting, incentive trip One person pays Need for operational support
Lock In Rate	Lock-in rate for 90 days from the date the Group Agreement is created	Contracted rate, locked in at contract signing
Deposit Schedule	No deposit required to lock-in rate for 90 days. However, suites will only be booked & confirmed with a 25% deposit and guest names.	Initial deposit with Signed Contract 20% Payment # 2 = 20% Payment # 3 = 20% Payment # 4 = 20% Final Payment = 20%
Yacht Credit/Suite	With 12 suites (double occupancy) booked and paid in full. \$200 OBC Yacht Credit valid towards Shore Excursions, Spa, Boutiques, upgraded fines wines & spirits.	With 10 suites (double occupancy) booked and paid in full. \$300 Yacht Credit valid towards Shore Excursions, Spa, Boutiques, upgraded fines wines & spirits
Tour Conductors (TC)	1 for 12: Maximum of (2) TCs can be earned	1 for 10: Maximum of (2) TCs can be earned
Commission	Commission are paid at the same rate as the commission paid to the agency for FIT bookings. Commission does not apply to TC earnings.	Customized Rates