



TRAVEL AGENTS, AGENCY AND TOUR OPERATOR INFORMATION ("Agents")

OUR MISSION

To provide extraordinary Journey by Rail vacations using a significant combination of retail travel, passenger transportation, resort development, private passenger train/car, and hospitality industry experience to excel in all regards; working with strategic and tactical collaborators including selected travel industry selling entities.

CARS AND SERVICE

America's Trains ("America's Trains") rail cars are not older units with new paint, fixtures and furniture. They are fully redesigned, rebuilt and refurbished to exceed Amtrak's mechanical specifications, with interior amenities intended to provide utmost gratification to discriminating consumers of unique, luxury vacation services. America's Trains does not replicate antiquated capabilities that were in vogue when rail travel was at its peak, it combines the best of these features with modern conveniences and systems that make America's Trains cars the best in America, equal to the worlds finest.

Vacations include two integral segments, (1) train travel to (between) and (2) extended layovers at en-route destinations where passengers live on board while enjoying off-car activities.

COVID-19: The small number of and low passenger density on each Journey allows polite preclusion of passengers that may have a contagious illness. A prevention plan and related crew member training deters existence of health risks on rail cars, and at en-route layovers. This includes non-intrusive safeguards to prevent contamination on Cars and transmission of contagious ailments between passengers, a pre-Journey passenger healthiness confirmation, considering communicable illness conditions where passengers live or just came from, possible basic health checks when first boarding Cars, thorough on-Car health and hygiene criterion and pre-emptive procedures at layover locations. Equivalent crew requirements, vigorous and constant rail car cleaning and other proactive preventative measures mitigate health related passenger concerns.

1. YOUR UPSCALE CLIENTS CAN:

- See North America on a growing number of routes on board luxurious rail cars.
- Avoid concerns about foreign travel.
- Enjoy impeccable all-inclusive on board service and pleasure.
- Stay on rail Cars while enjoying a wide variety of things to do during layovers at various en-route destinations, without moving to and from hotels.
- Possibly eliminate all or some air travel and/or tedious driving on return Journey itineraries, or partially on one way Journeys.
- Enjoy a vacation experience not otherwise available.
- Be less concerned about contagious illnesses.

2. AGENT COMMISSIONS, MARK-UPS AND OVERRIDES

a) **Commissions, Journey by Rail sales** - Agents are paid Commissions (or Mark-ups, see below). Commissions for a single sale are 15% of the full all-inclusive Journey fare, which includes meals and all types of beverages. Fares are the normal full retail fares described on the www.americantrainvacations.com web site, which may be after small discounts determined by America's Trains ("Normal Fare"), as described on the www.americantrainvacations.com web site.

a) **Mark-ups, Journey sales** - At their option, Agents can earn Mark-ups (not Commissions, see above) which are the difference between a predetermined Net Cost that is retained by America's Trains and a sale price determined by the selling Agent. Net Costs are 85% of Normal Fares. This gives Agent more flexibility in pricing, at their option. Agents must avoid promotions and price discount disclosures that suggest that Journey retail fares are overvalued.

b) **Overrides for multiple single Journey sales** - Multiple single sale Overrides are in addition to Commissions and Mark-ups. They are based on the number of Journey sales during a consecutive period of time starting on an "Override

Start Date” which is the date that a first sale is made. Overrides will not be paid for sales that were previously included in a prior Override calculation. Overrides are in addition to the 15% Commission or Mark-ups and are calculated as a percentage of the Normal Fare for the current sale in the following percentage amounts.

- 2% for a 2nd sale at any time within 28 days after the Override Start Date. For a \$14,900 sale, Commission + a \$298 Override = \$2,533. If no such sale is made, Overrides remain at 0% and a new Override Start Date will occur when the next sale is made.
- An additional 2% (4%) for a 3rd sale at any time within 56 days after the Override Start Date. For a \$14,900 sale, Commission + a \$586 Override = \$2,831. If no such sale is made, Overrides decrease by 2% and are further reduced by 2% during each subsequent 28 day period when no sales are made.
- An additional 2% (6%) for a 4th sale at any time within 84 days after the Override Start Date. For a \$14,900 sale, Commission + Override = \$3,129. If no such sale is made, Overrides decrease by 2% and are further reduced by 2% during each subsequent 28 day period when no sales are made.
- An additional 2% (8%) for a 5th sale at any time within 112 days after the Override Start Date. For a \$14,900 sale, Commission + Override = \$3,427. If no such sale is made, Overrides decrease by 2% and are further reduced by 2% during each subsequent 28 day period when no sales are made until there are no Overrides, at which time a new Override Start Date will occur when the next sale is made.

c) **Overrides, group sales** - Group sale Overrides are in addition to Commissions, Mark-ups, and Overrides for multiple single Journey sales. They are based on the number of sales confirmed at the same time on the same Journey. Overrides are calculated as a percentage of the Normal Fare for the current sales in the following percentage amounts.

- 2% for 2 sales at the same time on the same Journey.
- 4% for 3 sales at the same time on the same Journey.
- 6% for 4 or more sales at the same time on the same Journey.

d) **Maximum Agent earnings** - An Agent can earn up to 29% per sale, which is \$4,321, if Normal Fares are \$14,900, and if optimum multiple single Journey sales are made that include a group of 4 sales.

d) **Payment of Commissions, Mark-ups and Overrides** - When full payment has been made by passengers, Commissions and Mark-ups are payable to Agents as follows:

- 25% of the total owed to Agents 63 days before departure.
- 25% of the total owed to Agents 28 days before departure.
- 50% of the total owed to Agents on the departure date.

e) **Higher Agent payments** - Higher payments to Agents and Tour Operators may be negotiated for sales made more than 315 days (45 weeks) in advance, if Journeys are published in their catalogues, if all rooms in a car are sold, for Car charters, and for other special multiple and group sales.

f) **Commissions, tour and other sales**: Agents are paid a 15% Commission for the sale of Tracks to Adventure™ tours, gifts and special services that they sell, payable on the departure date.

3. ASSISTANCE AND MATERIALS

a) **Assistance**

- A Procedures Manual describes various aspects of Journey by Rail selling and related procedures.
- Documents and materials are available on an Agent Access page that can be seen by clicking on the X at the bottom of www.americantrainvacations.com web site. An access code is required.
- If requested, Agents may be included on lists of train travel sales experts distributed by America's Trains to consumers in various ways, including advertising.
- Overnight familiarization trips are based on space availability and there may be a small charge.
- Leads generated directly by America's Trains may be offered to appropriate Agents for a fee equal to the cost incurred by America's Trains to generate such leads.
- Marketing and sales incentive programs may be introduced from time to time.
- On request, an America's Trains manager will talk directly to Agent clients to help finalize sales.
- America's Trains does not normally but may participate in cooperative advertising.

b) **Journey by Rail Sales Materials** - Based on prior uneconomic experience for a vacation product having comparable capacity, America's Trains does not produce comprehensive, glossy multi page give-away catalogues. An original supply of materials intended to adequately describe products and that can be economically sent by mail is provided to Agents by America's Trains. Subsequent materials are free or at a nominal cost, as follows.

- Video presentations
- Two fold color brochure, six panels each 8.5" X 4.6.
- One-side color flyers, 8.5" X 5.5", describing Journeys, activities, prearranged optional tours, and otherwise.
- Color post cards, 6" x 4".
- Single fold color Newsletter(s), 4 panels each 8.5" X 5.5", partially intended for promotional use.
- Various branded/logo promotional items including T shirts, hats, attire, cups, etc.

4. **RELATED CONSIDERATIONS:**

The sale of Journeys by Rail by Agents and purchase of Journeys and occupancy of cars by customers is governed by the Journey by Rail Terms and Conditions which are available on www.americantrainvacations.com web site, and by request.

If an Agent sells travel insurance, air travel or any other product or service to a Journey by Rail customer using a supplier or through arrangements established by America's Trains, America's Trains can at its option earn a minor share of related commissions or amounts due for making such sales, as determined by America's Trains.

Until related departure dates, payments received for the sale of Journeys by Rail and tours are held in an America's Trains escrow/holding account in amounts sufficient to fully pay related Journey or tour operating costs, and/or potential refunds.

If, for any reason an overpayment is made to an Agent or if a refund is paid by America's Trains to a customer of an Agent for any reason whatsoever, as determined by America's Trains, the Agent must immediately pay any related overpayment, Commission, Mark-up or Override for which such refund was made, back to America's Trains, or at the option of America's Trains, such amounts can be deducted from any future Commission, Mark-up or Override payable to the related Agent.