

## Preferred Commission Tiers 2023

As of January 1, 2023, Agency will maintain their 2022 commission level. In addition, Agency will have the opportunity to accelerate and achieve their commission tier based on the number of net bookings made (the total number of bookings made minus the cancellations during the period) at any point during the 2023 calendar year. Beginning April 1, 2023, for FIT or group bookings made on or after January 1, 2023, agency can advance to the next commission tier based on the best of two calculations. Norwegian will review commission attainment *every up to 4-weeks* by agency bookings or booked gross ticket revenue (all bookings minus cancellations). Agency will receive the benefit of whichever commission tier is higher from either model. Once a commission level is increased, the new commission level will apply to new individual and group bookings that are made from that day forward. The new commission rate is not applied retroactively and will apply to all qualified bookings from the date of the commission change.

### Affiliated Consortia: Booking Tiers (all bookings minus cancellations)

Commission Tier	Bookings From	Bookings To
12%	0	30
13%	31	50
14%	51	75
15%	76	300
16%	301+	

### Affiliated Consortia: Booked Gross Ticket Revenue (all bookings minus all cancellations) Tiers

Commission Tier	Booked Gross Ticket Revenue (total of all bookings minus cancellations)
12%	\$0 - \$89,999
13%	\$90,000 - \$149,999
14%	\$150,000 - \$199,999
15%	\$200,000 - \$849,999
16%	\$850,000+