



Orvis has been outfitting adventurous travelers since 1856, and our Orvis Travel team continues that tradition with “trip of a lifetime” experiences to outdoor destinations. In partnership with our extensive network of high-quality Endorsed Partners, we have seen tremendous success in organizing, marketing, booking, and delivering satisfied guests on fixed date trips we call Group Trips or Free Independent Travels (FIT are non-Group Trips based on customer inquiries to Orvis Travel). Group Trips are predetermined and set arrival and departure dates with predetermined space that Orvis manages and works to fill (established min. 1 year in advance of arrival date). Orvis invests additional resources for Group Trips beyond the Endorsed Marketing mix to promote these trips, through their extensive contact list in both print and email and in select Orvis Retail stores.

The basic framework of the program is as follows:

For any Endorsed Partner that chooses to work with Orvis Travel on a Group Trip or FIT customers, as a booking agent, Orvis Travel and the Endorsed Partner agree to a % commission on each booking generated by Orvis Travel.

- This applies to bookings generated within the predetermined arrival and departure date, regardless of where the inquiry originates (Group Trips) and only to bookings generated by Orvis Travel for FIT customer inquiries.
- If the Endorsed Partner receives an independent inquiry for a booking not related to the Orvis Group Trip predetermined dates, we ask that you inform the customer there is an Orvis Group Trip scheduled for that time frame and to contact Orvis Travel if interested in joining. If a client would rather book directly through an Endorsed Partner, we simply ask that you let us know at the time of booking to avoid overselling of the Group Trip (no commission would apply to customers who book directly with an Endorsed Partner).

Orvis Travel agrees to:

- Orvis Travel will manage the availability for an agreed upon set of date(s), number of rooms and guides (Group Trips).
- Orvis Travel will manage all customer correspondence, deposits and credit cards fees associated with the booked trip (Group Trips and FIT Trips).
- Orvis Travel will collect final payment from guests 90 days prior to trip start date and Orvis will pay out invoices at this point.
- Orvis Travel will provide customer manifests, upon final payment from the guests, and Orvis Travel has an invoice provided by the Endorsed Partner (minus commission), final payment will be sent. Payment takes 1-2 weeks from the time the invoices are submitted for payment.
- Orvis Travel will review materials provided by Endorsed Partner and create a Trip Overview to share with Orvis Travel customers upon request.
- Orvis Travel will schedule a call with the participating partner to become more familiar with your operation.
- Orvis travel will pay any trip hosts associated with the trip including guide and staff tips, transportation fees, licenses, taxes, and other non-inclusive fees associated with the trip.

Endorsed Partner agrees to:

- The Endorsed Partner agrees to pay a one-time % commission on those bookings generated via the Orvis Travel Team.
- The Endorsed Partner will provide an accurate quote for the specific trip to Orvis Travel, including all resort fees, taxes, any additional charges.
 - Fees that are not eligible for a commission are to be listed and clearly stated.
- The Endorsed Partner will provide an invoice to Orvis, minus the % commission on the fishing, hunting and or accommodation package on or prior to the 90 days of the start date of the trip.
- The Endorsed Partner agrees to hold the agreed upon rooms/guides up to 90 days prior to the trip and not release or sell to anyone else.
- Give a complementary host spot(s) on the trip if it is requested by Orvis Travel. This may or may not be fishing/shooting spot and does not always have to be in guest accommodations. Orvis Travel will cover any additional fees, salary or other payments required for this host spot.

- The Endorsed Partner will provide existing pre-trip confirmation materials:
 - Daily itinerary
 - All logistical information about travelling to the lodge (shuttle service, rental car provided or not, etc.)
 - Required forms and/or waivers
 - Gear list and FAQs
 - 5 images that support the trip offered

Disclaimers:

- Please note, this will be an involved process, and it will take some time for our team to connect with each of those partners interested in participation.
- Orvis Travel reserves the right to charge an additional 3% credit card/service fee to cover expenses when there is a high amount of non-commissionable fees.
- If a trip is unable to take place due to extenuating circumstances (outside of normal Terms and Conditions), the Endorsed Partner will work with Orvis Travel to move the trip dates based on availability within a one-year period from the original trip date (reflecting a period of equal pricing), transferring all money collected towards that future trip at no additional cost.

We hope you agree that this is an exciting new opportunity for us to expand our mutually beneficial partnership, and to connect our customers with the best Fly-Fishing and Wingshooting Lodges in North America.

As always, please don't hesitate to let us know if you have any questions.

If you would like to participate in this program, please contact:

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