

Mast "BIG SALE" 2016

Promotional Codes:

Exclusive Vacations Flight Gateways with Exclusive Hotel Offers & Early Booking Discount:

SC-MASTORD16	(For Chicago Exclusive Vacation Packages)
SC-MASTRFD16	(For Rockford Exclusive Vacation Packages)
SC-MASTMKE16	(For Milwaukee Exclusive Vacation Packages)
SC-MASTSTL16	(For St. Louis Exclusive Vacation Packages)

Exclusive Vacations Flight Gateways with Early Booking Discount:

SC-MASTIND16	(For Indianapolis Exclusive Vacation Packages)
SC-MASTDTW16	(For Detroit Exclusive Vacation Packages)
SC-MASTLAN16	(For Lansing Exclusive Vacation Packages)

Scheduled Air Discounts:

SC-MASTMSP16	(For Minneapolis Scheduled Air via SY)
SC-MASTHAW16	(For Hawaii Scheduled Air nationwide)

****Promo codes must be in put at the time of booking, if a booking is eligible for a discount associated with a promo code and is not in put into the booking you will need to cancel and rebook the reservation.**

Booking Window: 9/16-9/29/16

All bookings must be made and guaranteed in this window to qualify for the promotion.

Travel Window:	Hawaii 11/01/2016-08/31/2017
	ORD 11/01/2016-12/10/2017
	RFD 01/06/2017-04/17/2017
	MKE 12/23/2016-04/17/2017
	STL 11/01/2016-12/10/2017
	IND 02/11/2017-08/06/2017
	DTW 01/16/2017-04/17/2017
	LAN 12/24/2016-04/17/2017
	MSP 12/15/2016-05/31/2017

Blackout dates: 11/18-11/23/16, 11/17-11/20/17

Group Blackout Dates:
ORD & RFD 03/24-03/27/2017
MKE 04/7-04/10/2017
STL 03/17-03/27/2017

Charter EBB Promo Discount: ORD, RFD, MKE, STL, IND, DTW & LAN

\$50 (\$25 Apple Vacations/\$25 Agency) discount is valid for all **new** charter packages of 3 nights or more from the above gateways during the booking and travel windows.

Exclusive Hotel Promo Discount: ORD, RFD, MKE, STL

In addition to the \$50 per person charter promo discount, select hotels offer exclusive promotional savings for adult passengers on packages of 7 nights or more. These savings are located on the Hotel Exclusives grid.

Note: Exclusive hotel discounts will be applicable on select departures, from select gateways, durations and room categories. Hotel discounts are not applicable on children on the booking.

Scheduled Air EBB Discount: MSP

\$50 (\$25 Apple Vacations/\$25 Agency) discount is valid for all **new** scheduled air packages via Sun Country Airlines of 3 nights or more from Minneapolis during the booking and travel windows.

Scheduled Air Hawaii Promo Discount: All Gateways

\$50 (\$25 Apple Vacations/\$25 Agency) discount is valid for all **new** scheduled air packages of 4 nights to Hawaii during the booking and travel window.

NOTE for MULTIPLE ROOM BOOKINGS:

The promotional discount on bookings with multiple rooms may display the incorrect discount and price. For bookings with multiple rooms, please proceed through the entire booking for quoting. **The discount amount should match the amounts provided on the Exclusive Hotel Spreadsheets.**

Groups:

The Charter Promo Discount, Exclusive Hotel Promo Discount & Scheduled Air Hawaii Promo Discount are all valid on groups of 40 passengers or less.

Note: Current 3G promotion with AMResorts is combinable with discount and exclusive hotel rates. Apple Vacations ongoing double air comps promotion/15th passengers will apply to groups booked during the sale. Additional air comps only apply to specific destinations and are **not combinable with 3G**. Please view Group Specials on the Café for complete details.

Price Match:

There will be instances when Apple Vacations pricing is uncompetitive. We recommend that you use the Price Match function on myappleonline.com. There are no limits on the number of Price Matches and they are combinable with the EBB Discount.

- \$25 person discount from Apple will remain after the Price Match/Agent matches \$25 per person to get a final price \$50 less than the Price Match

Note on Exclusive Vacations Packages of 8 Nights or more in 2017:

In preparation of our new booking engine when loading the pricing for 2017 for **exclusive vacation packages of 8 nights or more** the commission will show FIT. This means it will break out air and hotel separate giving air commission of 5% and land at normal commission. When this happens and you only need to do this when booking a **charter package of 8 or more nights** please contact ta support for them to adjust your commission to full charter package commission they will also double check if there is a difference in price. We apologize for any inconvenience, and are excited to get our new booking engine to you in the near future.

TA Support tasupport@applevac.com or call 800 727 3460 please make sure to put the booking number in the subject line and ask for commission and priced adjustment due to FIT pricing on charter package.

Travel Agent “Final Payment” Instructions:

When paying by **check or credit card**, pay full amount of booking minus the agencies portion of the promo code discount (\$25.00 per person). Apple’s portion of discount is automatically deducted.

There will be an amount still showing due on your booking; this will be deducted from your commission to pay your agency’s portion of the discount.

Example: Paying by check

Gross total on booking for 2 pax	\$2,000.00 (Apple’s portion already deducted)
Minus agencies portion of discount \$25.00 pp x 2	\$ -50.00
Amount due from client	\$1950.00

If commission on this booking was \$150.00 agency would retain only \$100.00 in commissions (\$50.00 difference is to cover agencies portion of discount) and pay Apple \$1850.00.

When paying by **check** send payment to:

Apple Vacations – Attn: Payment, 7 Campus Boulevard, Newtown Square, PA 19073

When paying by **credit card**, agencies portion of discount will be deducted from your commission. In the above example agency would charge the client \$1950.00 and forward that amount to Apple Vacations, \$50.00 will be deducted from agency commission (to cover agency’s portion of the discount).