

Joint Business Incentive Agreement
North America Point of Sale Commercial Addendum
Special Upfront Incentive Terms and Conditions

CONFIDENTIAL

Agency Name: DUMONDE GROUP INC
Coverage Code: 1058330


Please use this in conjunction with the terms and conditions outlined in your current North America Point of Sale Commercial Addendum. This Special Upfront Incentive Program is valid for a short term. All other Incentives in your Joint Business Incentive Agreement remain unchanged, and all contractual terms remain in effect.

Applicable Carriers	American Airlines
Ticketing Period:	Valid for tickets issued April 1, 2021 through and including December 31, 2021
Travel Period:	No restriction

This tactical offer will be discontinued if your North America Point of Sale Commercial Addendum is expired, terminated or amended to exclude upfronts in this entity.

UPFRONT INCENTIVE. Contractor's Authorized Sales Outlets may deduct an Upfront Incentive based on the Incentive Table below. Incentive Rates are based on the first character of fare basis code. All tickets must have a point of sale in North America to qualify for the Upfront Incentive.

All Travel on AA (North America Point of Origin per the table below)
(Currency: USD)

Caribbean TBD103BC		American Airlines 																			
		First		Business						Economy											
Origin	Destination	F	A	J	C	D	R	I	Y	B	H	K	M	L	W	V	G	S	N	Q	O
North America	Caribbean/USVI/Puerto Rico	*	*	*	6	*	*	*	*	6	*	*	*	*	*	*	*	*	*	*	*
Caribbean/USVI/Puerto Rico	North America	*	*	*	4	*	*	*	*	4	*	*	*	*	*	*	*	*	*	*	*

SPECIAL UPFRONT INCENTIVE TERMS AND CONDITIONS	
Contractor's or any sales outlet's first deduction of any Upfront Incentive in this Special Upfront Incentive Program shall be deemed contractor's acceptance and agreement to the terms and conditions	
See Full Terms and Conditions at:	
https://saleslink.aa.com/en-US/disclaimers/AgencyTerms/pdf/JIA_NA_Domestic.pdf	
ADDITIONAL STANDARD TERMS AND CONDITIONS	
<p><u>Confidentiality.</u> These terms, the Incentives, fares and any current or historical data or other information we exchange with each other at the corporate level must be kept confidential, except from others who need to know such information solely so that they can assist in assessing or servicing your travel needs or implementing these arrangements and who are bound by corresponding confidentiality obligations. For example, we may disclose data and information to our immunized alliance airline partners, subsidiaries and affiliates.</p>	

Thank you for your continued support!
American Airlines Agency Programs Team

