

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

CONFIDENTIAL

Agency: **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.

<u>Applicable Carriers</u>	American Airlines
<u>Ticketing Period:</u>	<b>Valid for tickets issued April 01, 2021 through and including December 31, 2021</b>
<u>Travel Period:</u>	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)

TLAT20SP		American Airlines 																					
Origin	Destination	First		Business					Prem		Economy												
		F	A	J	C	R	D	I	W	P	Y	B	H	K	M	L	V	G	S	N	O	O	
DFW	Peru/Chile	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	
All Other North America		20	20	20	20	20	18	18	18	18	16	16	16	16	16	16	16	16	16	16	16	16	
DFW/CLT	Argentina	16	16	16	16	16	16	16	8	8	8	8	8	8	8	8	8	8	8	8	8	8	
All Other North America		20	20	20	20	20	18	18	18	18	16	16	16	16	16	16	16	16	16	16	16	16	
North America	Brazil	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	20	
North America	ACA / CUN / CZM / HUX / MZT / OAX / PVR / SJD / VER / ZIH	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	3	3	3	
DFW / CLT / MIA	All Other Mexico (excl. Mexico Leisure)	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	
All Other North America		10	10	14	14	14	14	10	14	14	14	10	10	10	10	10	10	10	10	8	8	8	
DFW / CLT / MIA	All Other Central America (excl. Mexico)	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	
DFW / CLT / MIA	All Other South America (excl. Peru/Chile/Argentina/ Brazil)	16	16	16	16	16	16	16	8	8	8	8	8	8	8	8	8	8	8	8	8	8	
All Other North America	All Other Central & South America (excl. Peru/Chile/Argentina/ Brazil/Mexico)	20	20	20	20	20	18	18	18	18	16	16	16	16	16	16	16	16	16	16	16	16	
Crossborder		F	A	J	C	R	D	I	W	P	Y	B	H	K	M	L	V	G	S	N	O	O	
Latin America	North America	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	
Itineraries to Brazil connecting to G3 allowed provided AA is the International carrier to the International Gateway																							
Other Central America does not include Mexico																							
Other South America does not include Brazil, Chile or Peru																							
Mexico Leisure - ACA / CUN / CZM / HUX / MZT / OAX / PVR / SJD / VER / ZIH																							
Please see the Terms and Conditions link below for itineraries connecting to or from another airline																							

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 of this Special Upfront Incentive Program. Unless expressly stated to the contrary in Exhibit B.	
See Full Terms and Conditions at: <a href="#">Global Upfront Incentive Terms and Conditions</a>	
ADDITIONAL STANDARD TERMS AND CONDITIONS	
Confidentiality. 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.	

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

