



The Money Sheet

No jumping through hoops to get the details - all the information you need to know about commissions and fees is right here.

Commission Tiers - Paid Monthly

The more you sell each month, the more you earn and while Preferred Partners do offer extra incentives, you are not penalized on your commission split when booking non-preferred suppliers.

< \$1500	70%
\$1501 - \$4000	75%
\$4001+	80%

Three Year Commission Guarantee

Whether you are moving from another host agency or improving your business within Independent by Flight Centre year on year, great success results in greater rewards.

Gross Commissions made in Previous Year	Guarantee Period	Guarantee Split
\$50 000	3 years	80%
\$75 000	3 years	85%
\$90 000	3 years	90% and no fees paid

Guarantee periods are re-assessed every three years using the average of the previous three year period. The guarantees above are minimums, meaning that if a higher tier is hit in a year within your guarantee period, we will pay out the corresponding split as a year-end bonus for that year.

The split is important, but so are the gross commissions.

With Flight Centre's Global Buying Power and wide range of Preferred Suppliers and airline relationships, your gross commission earnings are in the top tier in Canada. And, we'll say it here, contrary to popular belief you CAN earn money on airfare!

You get paid when we get paid!

We do not hold back commissions. All commissions received by Independent by Flight Centre in a given month are processed and paid out to you the very next month.

Marketing Support

You will receive free access to Flight Centre national marketing campaigns including branded collateral you can send to your own clients. We have a suite of marketing templates you can customize as well with your own specials and deals.

The only cost to your business outside of fees is for any hard collateral you wish to purchase (branded ticket wallets etc) or for any niche marketing project you would like branded and developed. Projects are quoted on a per project basis.

No contract term length!

We simply require 60 days notice to close down your business and look after your clients should you ever decide to leave Independent by Flight Centre.

This information is accurate as of December 1st, 2019.

Fees and Costs

The \$300 annual fee is charged on the 20th/21st of the month following the month we receive your completed application and paperwork. This fee recurs annually after this date.

The monthly fee starts as low as \$49 a month and agents have the ability to choose the fee plan that is the best fit for their business. Please see the "Our Model and Fees" comparison chart for full details.

The first monthly fee is charged on the 20th/21st of the month following the month we receive your completed application and paperwork. This fee recurs monthly after this date.

