



LatitudeGo SkyFusion Product Guide

What is SkyFusion?

SkyFusion from LatitudeGo is a game-changing tool that empowers you to offer your clients group booking rates on luxurious private flights even if you don't have the group together yet or payment up front!

Now, just like the big brands, you can provide group rates on pre-planned charter flights. SkyFusion even goes one step further and allows you to curate personalized routes to any destination, any time of year, for groups of any size!

How Does it Work?

Get a custom flight cost estimate from LatitudeGo, include the per seat cost in your package offerings, and create all-inclusive travel packages for your clients!

During the opt-in period, interested clients can secure their spot on the flight with a risk-free deposit of \$100 per seat. LatitudeGo will provide marketing and client services support to assist you in finding other parties within your agency's network to fill the remaining seats.

At the end of the opt-in period, your clients receive a hard quote with updated per seat costs, and if they choose not to proceed, their deposit is fully refundable!

All parties that choose to continue their participation after the Opt-Out period move on to the booking process where their payments are collected and e-tickets are issued!

Opt In Period

- Starts 6 to 12 months, or more before planned departure date
- Client Deposits \$100 for each seat they'd like to reserve
- LatitudeGo works with Travel Advisor to find other interested parties willing to share the flight



Opt Out Period

- Begins at least 60 days prior to planned departure date*
- Updated quote provided to parties who have opted in
- All parties given opportunity to Opt Out with full refund



Booked!

- Participating parties are finalized
- Payment is collected and e-tickets are issued



*Opt Out Periods for Regional and Commercial Airlines will begin 180 and 365 days prior to planned departure date respectively as these aircraft require longer booking periods.



How do I use SkyFusion?

The process for using SkyFusion is pretty simple. Let's say you have a client interested in traveling first class from Greensboro, NC to Bacalar, Mexico (pictured at left) with their spouse December 17th to the 23rd. After they make this request you'll naturally start finding accommodations and travel options for them which you think will suit the kind of getaway they are seeking.

While the resort and other accommodations are easy enough, the Airfare portion of the travel begins to present a problem. The nearest international airport to Bacalar is in Chetumal, about a 35 minute drive East. This is not a problem in itself, except that Chetumal International Airport has very limited - end extremely inconvenient - flight options. The first thing you notice is that there is *no first class service* to Chetumal at all. The best you could offer is business class and the round trip flight options for two passengers look like this:

19 hr 50 min GSO-CTM	2 stops ⚠️ ATL, MEX	980 kg CO ₂	\$9,029 round trip
18 hr 26 min GSO-CTM	2 stops ORD, MEX	1,061 kg CO ₂	\$14,078 round trip
18 hr 26 min GSO-CTM	3 stops ⚠️ ORD, GDL, MEX	1,331 kg CO ₂	\$14,078 round trip

Checking for the next nearest alternate flight options, you could send your clients to Cancun, or possibly Belize City for a cheaper commercial rate, but Cancun is a 5 hour and 30 min bus ride to Bacalar and while Belize City is only about 3 hours by bus, your clients would still have to deal with a customs stop at the border in addition to the customs at the Belize airport on each leg of their journey.

Fortunately, you already know about SkyFusion. You quickly check LatitudeGo's Brokered Flights cost estimator and see that the high end estimated price for a round trip on a 7 passenger light jet from Greensboro direct to Chetumal is \$62,446.94*. That comes to a cost of \$8,920.99 per seat, or a total of \$17,841.98 for the couple's full round trip. Additionally, the total travel time each way is only **2 hours and 30 minutes!** It's an amazing deal for your clients, and also for yourself. At the VIP plan commission rate of 4%, you would earn a commission of \$2,497.88** on this trip!



Armed with this information, you go back to your clients and offer them the option of losing 2 whole days of their getaway to an extended, multi-layover, commercial air travel experience for \$9,029.00 or for a no-risk deposit of only \$200 (\$100 per seat), and as long as they are willing to share a private aircraft with a few other parties, they can Opt-In to the SkyFusion luxury private flight experience with an estimated total price of \$17,841.98 and only 2.5 hours of travel on either side of their trip.

It's a no-brainer!

Once your clients have opted into the SkyFusion flight package, it is now your time to shine! You'll contact your LatitudeGo Client Care Team Member to inform them of the SkyFusion package and make the initiating couple's seat deposits. Then, with marketing and client service support from LatitudeGo you'll advertise this new travel package to Bacalar to as many people as possible.

While the \$62,446.94 cost estimate was limited to a 7 seater jet, you don't stop there and sell as many packages as possible, potentially ending up with enough participating passengers to fill a midsize, or even a heavy jet! Filling a larger aircraft can actually *reduce* the per seat cost of a flight. Look at the pricing estimates on a Midsize Jet and Heavy Jet below and compare to our initial SkyFusion Package:

Initial SkyFusion Package	Midsize Jet Upgrade	Heavy Jet Upgrade
7 Passenger Capacity 2 Hrs, 45 Mins	12 Passenger Capacity 2 Hrs, 45 Mins	19 Passenger Capacity 2 Hrs, 30 Mins
<u>Round Trip Total Price</u> \$62,446.94*	<u>Round Trip Total Price</u> \$70,133.01*	<u>Round Trip Total Price</u> \$126,143.92*
<u>Round Trip Price Per Seat</u> \$8,920.99	<u>Round Trip Price Per Seat</u> \$5,844.42	<u>Round Trip Price Per Seat</u> \$6,639.15
<u>Estimated Pay Over Time Price Per Seat for 24 mos****</u> \$444.16 per month	<u>Estimated Pay Over Time Price Per Seat for 24 mos****</u> \$290.99 per month	<u>Estimated Pay Over Time Price Per Seat for 24 mos****</u> \$330.56 per month
<u>Initiating Couple's Total</u> \$17,841.98	<u>Initiating Couple's Total</u> \$11,688.84	<u>Initiating Couple's Total</u> \$13,278.30
<u>Your VIP 4% Commission:</u> \$2,497.88**	<u>Your VIP 4% Commission:</u> \$2,805.32**	<u>Your VIP 4% Commission:</u> \$5,045.76**



As you can see above, the Heavy Jet actually brings your clients the best value! For nearly the same price as a business class accommodation they could have an unrivaled luxury experience instead and save tons of time while doing so! A Heavy Jet like the G450 pictured at left is the height of private aviation performance and comfort. Your clients will be absolutely wowed by the difference in experience and comfort!

Finalizing at Opt-Out

Approximately 60 days*** prior to the flight departure date, on October 18th LatitudeGo's client care team will provide a hard quote from an available air carrier partner and update the actual package pricing for you to present to all of your opted-in parties. Each party will have the opportunity to Opt-In or out at the presented hard quote package price. If a party opts out, their deposit will be refunded to them with plenty of time to plan and purchase an alternate method of travel. The hard quote package price will be updated again to disperse the costs of their seats evenly and a new Opt-Out round will begin.

Once all parties have opted in or out, the normal booking process will prevail. You'll enter the LatitudeGo platform and make the formal booking request for the flight. Then payments will be collected as normal, with the direct deposit amounts credited towards each party's total amount due.

The LatitudeGo Difference

SkyFusion from LatitudeGo revolutionizes the way travel agents can offer group booking rates on luxurious private flights. Now, you can provide your clients with exclusive group rates on pre-planned charter flights, creating personalized routes to any destination at any time of the year, and catering to groups of any size.

The process is simple and risk-free for clients, and offers a transportation experience that will leave them smiling! This exceptional service not only saves valuable time for clients but also offers significant comfort and luxury unavailable through commercial air carriers.

Embrace SkyFusion and enhance your own revenue stream through attractive commission rates. Opens up a world of possibilities for both you and your clients, making luxury private flights accessible, convenient, and truly unforgettable.



FOOTNOTES

*LatitudeGo Brokered Flight Cost Estimates are not guaranteed pricing. Actual flight cost will be determined by the available air carriers during the quoting process and will vary depending on specific market conditions at time of final booking.

**Commission Earnings Estimates are based on the provided estimated flight pricing shown at a VIP 4% subscription plan rate and will vary by actual flight pricing and plan rate.

***Opt-Out periods for flights which fall into the Regional Airliner and Commercial Airliner cabin classes will begin 180 (or more) days prior and 365 (or more) days prior to the departure date respectively. For all other cabin classes Opt-Out periods will begin 60 (or more) days prior to the departure date. All Opt-Out periods will last for no more than 5 days. The length of the Opt-Out period may be extended at will by LatitudeGo in order to finalize the booking process. Upon closure of the Opt-Out period an official air carrier booking request will be made and the normal LatitudeGo booking process will prevail.

****Based on advertised price at 19.49% APR over 24 months, Individual terms and APR may vary based on client qualifications. Pay over 3, 6, 12, 18, or 24 months., Rates from 12.99 - 25.99% APR, Select "Yes" in your booking request to initiate Pay Over Time for your client.



LatitudeGo SkyFusion Product Guide

Discover the Future of Luxury Travel with SkyFusion!

Elevate Your Travel Experience

Introducing SkyFusion – an innovative solution by LatitudeGo that empowers you to offer unparalleled group booking rates on luxurious private flights. With SkyFusion, you can now provide your clients with exclusive group rates on pre-planned charter flights, giving them the freedom to explore personalized routes to any destination, any time of the year, for groups of any size!

How SkyFusion Works

1. **Custom Cost Estimate:** Get a personalized flight cost estimate from LatitudeGo, including the per seat cost in your package offerings.
2. **All-Inclusive Packages:** Craft all-inclusive travel packages for your clients, showcasing the luxury of private air travel.
3. **Opt-In with Confidence:** During the opt-in period, clients can secure their seats on the flight with a risk-free deposit of just \$100 per seat.
4. **Expert Support:** LatitudeGo provides marketing and client services support to help you find additional parties to fill the remaining seats.
5. **Flexible Choices:** At the end of the opt-in period, clients receive a hard quote with updated costs. If they choose not to proceed, their deposit is fully refundable.

Unveiling the SkyFusion Advantage

Imagine a seamless travel experience that combines unmatched comfort and luxury. Let's break down how SkyFusion transforms travel:

The Scenario:

Your clients want a first-class getaway from Lake County to Bacalar, Mexico. Commercial flights present challenges and a 2 day travel time combined, but SkyFusion offers a revolutionary solution.

The Benefits:

- **Convenience:** Private jet flights directly to the closest airport, saving valuable time.



- **Luxury:** Enjoy the exclusivity of a private jet at group booking rates.
- **Savings:** Opt for a cost-effective, luxurious experience comparable to business class.
- **Commissions:** Earn attractive commissions up to 4%* on each booking.
- **The SkyFusion Experience**
- **No-Brainer Choices:** Offer clients the SkyFusion option: a private jet experience for only \$200 deposit per seat.
- **Shared Luxury:** Curate shared flights to reduce costs while maintaining luxury and comfort.
- **Exceptional Value:** Choose from multiple aircraft sizes for optimal value and comfort.
- **Opt-Out Flexibility:** Clients can opt-out after receiving a hard quote, ensuring a risk-free decision-making process.

The LatitudeGo Difference

SkyFusion from LatitudeGo redefines how travel agents offer group booking rates on luxurious private flights. Elevate your clients' experiences, save them time, and offer unparalleled luxury while boosting your own revenue stream through attractive commissions.

Start Your SkyFusion Journey Today!

Join the elite travel experience with SkyFusion. Elevate your clients' journeys, create unforgettable memories, and enhance your business's success. Contact LatitudeGo and embrace the future of luxury travel!

*Commission estimates are based on VIP 4% subscription plan rate and may vary based on actual flight pricing and plan rate.

**LatitudeGo Brokered Flight Cost Estimates are subject to change based on market conditions at the time of booking.

***Opt-Out periods and terms vary by cabin class and flight type. Contact LatitudeGo for more information.

****Pay Over Time option available. Terms and APR may vary based on client qualifications.

LatitudeGo - Elevate Your Journey, Redefine Luxury Travel

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