



# CANCELLATION PROTECTION PLAN

## FULL COMMISSION OFFER

For a limited time, you'll receive full commission (base + override) when your clients purchase one of our Cancellation Protection Plans (CPPs)\*. Plus, you can combine this with the current 2% bonus commission offer on applicable summer 2021 sailings.

We are not protecting the override commission on the Cancellation Protection Plan, or the cruise fare, if the

booking cancels. Our current policies have not changed in that regard.

**Offer is valid on plans purchased between now and December 31, 2020. No promo code necessary – offer automatically applies in POLAR/POLAR Online.**

<b>HOLLAND AMERICA LINE CANCELLATION COMMISSION SUMMARY</b>	
<b>Holland America Line</b>	<b>Without CPP</b>
Cancel Fee Amount	Commission Paid
Deposit	No Commission Paid
50%	No Commission Paid
60%	No Commission Paid
75%	No Commission Paid
100%	10% Commission Only
<b>Holland America Line</b>	<b>With CPP Standard</b>
Cancel Fee Amount	Commission Paid
Prior To Cancel Fees	10% CPP Cost
Deposit	10% of Deposit and 10% CPP Cost
50%	10% of 50% net cancel fee and 10% of CPP cost
60%	10% of 60% net cancel fee and 10% of CPP cost
75%	10% of 75% net cancel fee and 10% of CPP cost
100%	10% of 100% net cancel fee and 10% of CPP cost
100% inside of 24hrs before departure	100% including override commission
<b>Holland America Line</b>	<b>With CPP Platinum</b>
Cancel Fee Amount	Commission Paid
Prior To Cancel Fees	10% of CPP cost
Deposit	10% of Deposit and 10% CPP Cost
50%	10% of 50% cancel fee and 10% of CPP cost
60%	10% of 60% cancel fee and 10% of CPP cost
75%	10% of 75% cancel fee and 10% of CPP cost
100%	10% of 100% cancel fee and 10% of CPP cost
100% at time of departure	100% including override commission

**\*Terms & Conditions** For clients purchasing Standard Cancellation Protection Plan or Platinum Cancellation Protection Plan, agents will receive full commission, rather than the standard base commission, at the agency commission program level. CPP Full Commission is valid for any CPP or Platinum CPP purchased through December 31, 2020. CPP purchases made prior to March 30, 2020 will also be paid Full Commission. Full commission (base + override) is paid on the purchase price of the Cancellation Protection Plan. Agents will not receive the CPP override commission or the 2% bonus commission in the event of a cancellation. Offer ends December 31, 2020. For full terms and conditions for our Cancellation Protection Plan or Platinum Cancellation Protection Plan refer to [hollandamerica.com/cpp](http://hollandamerica.com/cpp).