



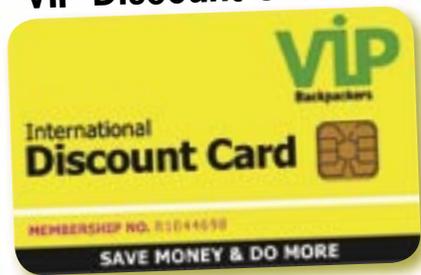
**Q WHY SELL VIP MEMBERSHIP KITS?
A IT'S EASY, BIG FAT COMMISSIONS
& BACKPACKERS WILL LOVE YOU**

*...AND the Discounts
are worldwide*

AUS \$37
12 months



VIP KIT INCLUDES: VIP Discount Card



New Look SmartCard Accepted Worldwide

+ VIP Guidebook



Why Sell VIP Membership Kits

1. Big Fat Commissions

2. Backpackers Will Save Money & Do More

Heaps of discounts & great deals at 1200 hostels worldwide
Plus check out these examples:

Greyhound: 15% bonus kms on kilometre passes! **10% OFF** other tickets

Adventure Tours Australia: up to **10% OFF** selected tours

Oz Experience: **5% OFF** select national passes

Heading Bush: **5% OFF**, BUNYIP TOURS: **10% OFF** Great Ocean Road Tour

Mojo Surf: **\$10 OFF** 5 day surf adventure, Reef Encounter: **10% OFF**

Mountain Designs: **10% OFF**, TAXBACK: **5% OFF**

Great Southern Railway: Up to **45% OFF**, Premier Coaches: **10%**

Way Outback Desert Safaris: **\$30 OFF**, Traveller's Autobarn: **5% OFF**

3. VIP Rewards

In 2009 VIP Members can earn 1 point for every \$1 eligible spend where they see this sign (left). 250 points gives them \$25 towards their next night at a VIP Rewards Hostel. Use points to upgrade or stay for FREE!

This means the extra benefit of points in their pocket when choosing a hostel for the night for doing the stuff backpackers love to do (Greyhound pass, Sydney Aquarium, Australia Zoo). The only place to spend those points is at a participating VIP Rewards Hostel in Australia or New Zealand.

RRP \$37



Online Agent Affiliates

You can brand our reservation system Open Travel Market as your own and capture commission when travellers book VIP hostel accommodation or travel products on your website. We can customise our system to appear with your branding and navigation. This means customers stay within your site. For more information about our skinned site contact: info@vipbackpackers.com

SAVE MONEY & DO MORE

VIP
Backpackers.com

FAQ: Stuff you need to know

Q: Can current VIP Members get the new cards?

A: Yes. There will be Trade Up program running till end March 2009.



:Got This? Pay \$10 & trade up to this:



- Agents participating in VIP Rewards will receive an initial supply of new cards and pre-addressed envelopes.
- These cards can ONLY be sold to holders of a current VIP Discount Card for \$10 per person.
- This is a card only sale and no guidebook is included.
- Collect the old card and return to VIP Backpackers PO Box 600 Cannon Hill with \$5 or be invoiced at the end of each month.
- You keep \$5 (50% commission).
- At the end of each month VIP will do a quick stock take to ensure the old for new numbers add up.
- Full VIP Membership kit with guidebook and phone card etc retails for \$37 per person.

Q: Do the old cards still work?

A: Yes. These cards could be in circulation for quite some time. On presentation of the valid card backpackers continue to get a discount but cannot earn VIP Reward Points.

Q: Why Trade Up and exchange the old card for new?

A: Only the new microchip embedded smartcard can be swiped to earn and redeem VIP Rewards. Plus, their 12 months validity starts again giving them great value for money & extra months for FREE!

Q: I have old cards in stock, what do I do?

A: Return them to VIP and we'll exchange them at no charge.

Q: Can I just sell the International Discount Card?

A: No. Cards and kits with guidebooks must be sold together as part of the VIP Membership kit. The only exception is the brief Trade Up promotional period to cover VIP Members who arrive in Australia or New Zealand and want to exchange old for new for \$10 Trade UP. This is a once only when the card can be upgraded & is different to sold separately.

Q: What's the benefit of VIP Rewards?

A: VIP Rewards means extra value for backpackers. There are over 3000 merchants in Australia and a growing list in NZ including major attractions where VIP Members will earn their discount and 1 point for every \$1 eligible spend. 250 points earns them \$25 toward accommodation at participating VIP Hostels. This could be an upgrade or FREE night.

This means the extra benefit of points in their pocket when choosing a hostel for the night for doing the stuff backpackers love to do (Greyhound pass, Sydney Aquarium, Australia Zoo). The only place to spend those points is at a participating VIP Rewards Hostel in Australia or New Zealand.

Q: When does VIP Rewards start?

A: You may start to see new cards from October 2008 in preparation for a Jan 2009 VIP Rewards launch in Australia & New Zealand. Until then, flash old or new cards and get discounts as usual at VIP Hostels worldwide, restaurants, bars, retailers and on transport, travel, attractions & activities.

Q: How do I fill out the details on the card?

A: You don't. Just sell it. We will make plenty of noise when it's time to start earning & burning VIP Reward points. The new website will have lots more detail, show VIP Rewards participating Hostels and merchants, and explain how card holders activate their card online and check their points balance. No work for you!

Q: How do you track when their 12 months validity expires?

A: Once Reward program kicks in, cardholders will visit vipbackpackers.com to activate their card. Their 12 months starts from activation. Until the reward program starts they can use it like the old 'flash card to get discounts.'

Q: Are all VIP Hostels accepting points as payment?

A: No. Look for the VIP Rewards sign in the 2009 guidebook out soon, and check vipbackpackers.com for the most up to date listings.

For more info Freecall: 1800 724 833

or contact your favourite VIP sales rep:

Ruby: 0410 736 935 (Nth QLD)

Mike (Schnitzel): 0433 508 180 (Nth NSW & SE QLD)

Ronnie: 0433 508 158 (NSW VIC)