



GEM

Recognition + Benefit Program

The GEM Recognition + Benefit Program has two primary components:

1. **Recognition:** Publicly recognize and celebrate achievement, from the first sale to the top levels of agency success
2. **Benefits:** Provide fun, exclusive incentives and access to additional resources that reward long-term loyalty to our network and sustain successful business-building practices

How Does the Program Work?

Based on Calendar Year Commission Revenue Generation

Member agencies qualify for GEM status levels based on your **commission revenue** generated during each year.

Revenue generated in the current year will contribute to your GEM status next year. However, once you reach a GEM status level for the next calendar year, you will enjoy the applicable recognition and benefits for the remainder of the current year and the next full calendar year.

Example: *If you achieve Ruby status by June, you will enjoy the recognition and benefits of the Ruby status for the remainder of this year and throughout the entire next year.*

2024 GEM Benefit Chart

GEM Status

2024 GEM Status Qualification Revenue

(Based on 2023 Commission Income)

2025 GEM Status Qualification Revenue

(Based on 2024 Commission Income)

2026 GEM Status Qualification Revenue

(Based on 2025 Commission Income)

Crystal	Opal	Amber	Turquoise	Topaz	Peridot	Pearl	Amethyst	Onyx
O	1 st Booking	\$2,500	\$5,000	\$7,500	N/A	\$12,500	N/A	\$20,000
O	1 st Booking	\$2,500	\$5,000	\$7,500	\$10,000	\$12,500	\$16,500	\$20,500
O	1 st Booking	\$2,500	\$5,000	\$7,500	\$10,000	\$12,500	\$16,500	\$21,000

Diamond Club

Crown Jewels

GEM Status

2024 GEM Status Qualification Revenue

(Based on 2023 Commission Income)

2025 GEM Status Qualification Revenue

(Based on 2024 Commission Income)

2026 GEM Status Qualification Revenue

(Based on 2025 Commission Income)

Sapphire	Emerald	Ruby	White Diamond	Blue Diamond	Pink Diamond	Black Diamond
\$30,000	\$50,000	\$75,000	\$110,000	\$140,000	\$170,000	\$200,000
\$30,600	\$51,000	\$76,500	\$120,000	\$143,000	\$173,000	\$205,000
\$31,500	\$52,000	\$78,500	\$123,000	\$147,000	\$178,000	\$211,000

Member Services

Gem Status	Crystal	Opal	Amber	Turquoise	Topaz	Peridot	Pearl	Amethyst	Onyx	Sapphire	Emerald	Ruby	White Diamond	Blue Diamond	Pink Diamond	Black Diamond
Email Support	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
Dedicated Telephone Line	-	-	-	-	-	-	-	-	-	Y	Y	Y	Y	Y	Y	Y
<i>Diamond Club</i> Priority Response	-	-	-	-	-	-	-	-	-	-	-	-	Y	Y	Y	Y

Industry Credentials + FAM Trips

Gem Status	Crystal	Opal	Amber	Turquoise	Topaz	Peridot	Pearl	Amethyst	Onyx	Sapphire	Emerald	Ruby	White Diamond	Blue Diamond	Pink Diamond	Black Diamond
Eligible for IATAN Card ¹		-	-	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
Eligible for CLIA Membership	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
Access to Supplier Partner FAM Trips ¹	-	-	-	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
<i>Eligible for WorldVia Exclusive xFAM Experiences</i>	-	-	-	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y
<i>Priority Access to WorldVia Exclusive xFAM Experiences</i>	-	-	-	-	-	-	-	-	-	Y	Y	Y	Y	Y	Y	Y
IATAN Card Fee Included ¹ (Digital version, Agency Owner only)	-	-	-	-	-	-	-	-	-	-	-	-	Y	Y	Y	Y

Travel + Merchandise

GEM Status	Crystal	Opal	Amber	Turquoise	Topaz	Peridot	Pearl	Amethyst	Onyx	Sapphire	Emerald	Ruby	White Diamond	Blue Diamond	Pink Diamond	Black Diamond
"Love Travel. Live Travel." Shirt	-	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y	Y

Marketing Benefits

GEM Status	Crystal	Opal	Amber	Turquoise	Topaz	Peridot	Pearl	Amethyst	Onyx	Sapphire	Emerald	Ruby	White Diamond	Blue Diamond	Pink Diamond	Black Diamond
<i>Email+</i> Contacts Included	500	500	500	500	500	500	500	500	600	700	800	900	1,000	1,100	1,250	1,500
<i>Design Studio</i> Project Discount (for Paid Projects)	-	-	-	-	-	-	-	-	10%	20%	25%	30%	35%	40%	45%	50%
<i>Free Design Studio</i> Projects Included per Year	-	-	-	-	-	-	-	-	-	-	-	-	1	1	2	3

PRO Coaching

GEM Status	Crystal	Opal	Amber	Turquoise	Topaz	Peridot	Pearl	Amethyst	Onyx	Sapphire	Emerald	Ruby	White Diamond	Blue Diamond	Pink Diamond	Black Diamond
Free Bonus 60-minute <i>PRO Coaching</i> Sessions per Year	-	-	-	-	-	-	-	-	-	1	1	1	2	3	4	4
<i>PRO Coaching</i> Session Discount (for Paid Sessions)	-	-	-	-	-	-	-	-	30%	30%	30%	30%	50%	50%	50%	50%

Business Management

GEM Status	Crystal	Opal	Amber	Turquoise	Topaz	Peridot	Pearl	Amethyst	Onyx	Sapphire	Emerald	Ruby	White Diamond	Blue Diamond	Pink Diamond	Black Diamond
Crown Member Monthly Leadership Teams Meeting	-	-	-	-	-	-	-	-	-	Y	Y	Y	Y	Y	Y	Y
Late Invoice Fee Waivers per Month (\$25 max value each; Unused waivers do not rollover to future months)	-	-	-	-	-	-	-	-	-	-	-	1	2	3	4	5

Travel Experiences

WORLD25

GEM Status	Crystal	Opal	Amber	Turquoise	Topaz	Peridot	Pearl	Amethyst	Onyx	Sapphire	Emerald	Ruby	White Diamond	Blue Diamond	Pink Diamond	Black Diamond
Discounted Attendance	-	-	-	-	-	-	-	-	Y	Y	Y	Y	Y	Y	Y	Y
Advance Event Registration	-	-	-	-	-	-	-	-	-	Y	Y	Y	-	-	-	-
Priority Advance Event Registration	-	-	-	-	-	-	-	-	-	-	-	-	Y	Y	Y	Y

Early Session Registration	-	-	-	-	-	-	-	-	-	Y	Y	Y	-	-	-	-
Priority Early Session Registration	-	-	-	-	-	-	-	-	-	-	-	-	Y	Y	Y	Y
In-Event Benefits	-	-	-	-	-	-	-	-	Y	-	-	-	-	-	-	-
Exclusive Premium In-Event Benefits	-	-	-	-	-	-	-	-	-	Y	Y	Y	-	-	-	-
Exclusive Diamond Club In-Event Benefits	-	-	-	-	-	-	-	-	-	-	-	-	Y	Y	Y	Y

Diamond Voyage (Cruise Experience)

(Event schedule varies year-to-year)

GEM Status	Crystal	Opal	Amber	Turquoise	Topaz	Peridot	Pearl	Amethyst	Onyx	Sapphire	Emerald	Ruby	White Diamond	Blue Diamond	Pink Diamond	Black Diamond
Exclusive Event Invitation (Agency Owner + 1 Guest)	-	-	-	-	-	-	-	-	-	Y	Y	Y	Y	Y	Y	Y
Priority Registration	-	-	-	-	-	-	-	-	-	-	-	-	Y	Y	Y	Y
Discounted Attendance	-	-	-	-	-	-	-	-	-	-	-	-	Y	Y	Y	-

Personal Travel

GEM Status	Crystal	Opal	Amber	Turquoise	Topaz	Peridot	Pearl	Amethyst	Onyx	Sapphire	Emerald	Ruby	White Diamond	Blue Diamond	Pink Diamond
Annual Personal Travel 100% Commission Trips (Agency Owner only; Requirements apply)	-	-	-	-	1	1	1	1	1	2	3	4	Limitless	Limitless	Limitless

GEM Status (Cont.)	Black Diamond
Annual Personal Travel 100% Commission Trips (Agency Owner only; Requirements apply)	Limitless

- 1 Subject to IATAN requirements, including minimum commission revenue generation.
- 2 Must be Active on a currently offered membership plan for complimentary attendance.

Note: Benefits and Inclusions Subject to Change