

B2B Agent / Sub-Agent Agreement

Travel & Tourism

Document type: Contract / agreement · Generated 15 Oct 2026

This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Drafts a B2B agent/sub-agent agreement with each term separate — territory and products, commission/markup, payment and credit, branding and conduct, and liability — so agent relationships are clear and protected. Use it to engage sub-agents. For finding foreign agents use the Foreign Agent / B2B Tie-up Plan.

Purpose of this tool & output

Engage sub-agents on clear discrete terms

How the output is used

Use the draft to engage sub-agents — scope, commission, payment, liability and confidentiality with discrete terms — reviewed by a lawyer.

Who receives it

The agreement is between your firm and the sub-agent; each keeps a signed copy.

Fees & charges

Stamp duty per your state stamp act where applicable; the commission, payment-flow and liability terms are the key content.

Who should vet it

A lawyer, to check the commission, payment-flow, liability and no-poach clauses before signing.

Important cautions

AI-generated draft; clarify liability split and payment security to avoid disputes and defaults. A lawyer should review.

Companion documents

- Client Booking Terms & Conditions
- DMC / Supplier Agreement
- Hotel Rate Contract / Allotment Agreement
- Transport / Coach Hire Agreement
- Corporate Travel Management Contract
- Guide / Tour Manager Freelance Agreement

processes vary by state and change over time — confirm with your state authority.