

Quick Guide – Hotel Rate Options

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## 1. HOTEL BOOKING GUIDE

Search over 300,000 properties with a single tool that shows you exclusive offers and amenities. Book into partner properties and rates to unlock extra exclusives, pricing, as well as gain access into standard Sabre hotel rates without having to have Sabre access. Sell Hotel EDGE rates and increase your revenue by adding a markup amount to the rate. Build comparison options for your clients with up to four (4) different properties or different rates. Manage all your hotel bookings in one platform.



- Search over 300,000 properties with a single tool that shows your advisor exclusive offers and amenities to you and your client
- List and map views of search results
- Build a compare email to quote a client with up to 4 properties in a single click
- Easy to read, professional itineraries and invoices
- Add markup opportunities to EDGE rates
- Auto invoiced for finance commission tracking

## 1.1.HOTEL MANAGEMENT

Quoting and booking hotel is not the end of the process. Maximize your ADX hotel tool to get the most in the most efficient way.

- Saved Hotel Search
- o Multiple Rooms
- o Hotel Results View
- Filtering Search Results
- o Hotel Rate Options
- Advisor Hotel Loyalty Program
- o Modify Hotel
- $\circ \quad \text{Cancel Hotel} \quad$
- o Adding Special Instructions
- o Editing Hotel Content for Itinerary

## 1.1.1. Hotel Rate Options

ADX hotel will offer you 3 kinds of rates: Sabre, Preferred Partner, and Hotel EDGE. It's important to understand the difference between the three rates in order to select the best option for you and your client. For questions around the different rate types offered please reach out to the Advisor Services.

#### • Sabre Rates S

- Non-preferred rates
- o Standard non negotiated hotel rates available through the Sabre GDS
- o Amenities and cancellation policies vary
- $\circ \quad \text{Commission varies} \quad$
- o Possible eligibility for upgrades and loyalty point accrual
- o Paid in currency of the hotel
- o Merchant on the credit card is the hotel vendor

#### Preferred Partner Hotels and Rates 2

- o Individual preferred partner hotel programs such as the Four Seasons, Hilton Impresario, Mandarin Oriental Fan Club
- o Negotiated contracts for commissions and amenities
- No markup opportunity
- o Eligible for upgrades and loyalty point accrual
- Paid in currency of the hotel
- $\circ$   $\;$  Merchant on the credit card is the hotel vendor  $\;$

### • Hotel EDGE Rates 🗄

- Rates supplied by HotelBeds and Travco
- Pre-Paid rates
- Guaranteed commission of 10%
- o Markup opportunity on top of commission
- o Cancellation and modification policies vary
- o Not eligible for upgrades or loyalty point accrual
- o Not eligible for amenities not included in the rate
- o USD currency only
- o Client will see Travel Edge/ADX Travel on their credit card statement

#### 1.3.5.1. EDGE MARKUP POTENTIAL

Markup is ONLY available on EDGE options and would be added into the total cost of the room, clients would not see the markup breakout on their credit card statement. You MUST either add a markup \$ of % OR opt out to quote or book these rates. A selection must be made at the time of quoting.

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