



hotel employee rate

# The Global Hotel Employee Travel Program

A WORLD OF TRAVEL AWAITS

[www.hotelemployeerate.com](http://www.hotelemployeerate.com)



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# Why Join the Program



According to a recent article, “The Great Resignation and the Hospitality Industry” posted by Hospitality Net, “establishing a work/life balance” is “one of the top three concerns” employees have expressed when quitting. Thus, one of the great actions hotel operators can take is to “show a renewed focus on employee wellbeing and personal goals.”

*Work-Life Balance Matters.* With the Hotel Employee Rate Travel Program, hotel employees can now enjoy the great benefit of exclusive hotel employee rate travel starting at \$39.00 to a global portfolio of over 2,500 independent and branded hotels and resorts.

**John Laclé**

Co-Founder, Managing Director  
**Hotel Employee Rate**



# The Program

Hoteliers ❤️ the Hotel Employee Rate Travel Program.

Independent and branded hotels and resorts all over the world are joining the Hotel Employee Rate Travel Program, a one-of-a-kind universal travel platform for hoteliers, offering them the fundamental benefit of exclusive hotel employee rate travel, similarly offered by major hotel brands.



## Reduce Employee Turnover

Hotels in the Program experience reduced turnover by offering their employees and Friends & Family of employees this exclusive travel benefit.



## Improve Company Recruitment

By joining the Program, hotels can compete with the travel programs offered by major international hotel brands including Hilton, Marriott and IHG.



## Gain Leisure Room Revenues

Hotels in the Program receive opaque incremental leisure revenues from our highly devoted members over the property's low demand travel periods.



# The Collection

The Program features over 2,500 hotels and resorts worldwide - from boutique bed & breakfast to our luxury *Signature Collection*. It includes independent hotels, hotel collections and international branded hotels in over 75 countries and from over 80 hotel brands including those offered by international companies like Hilton Worldwide, Marriott International, Hyatt, IHG, Wyndham Hotels and many others.



## International Partnerships



The Hotel Employee Rate Travel Program is supported by the **International Society of Hotel Associations (ISHA)** and several other USA-based associations in support of hotel employee travel and the recovery of tourism and the lodging industry.



# How it Works

1.

## JOIN THE PROGRAM

To participate, hotels contribute a minimal amount of its rooms at the designated Hotel Employee Rate over low demand periods.

### Minimum Rooms Contribution

Hotel Size	Maximum Stop Sale Days /Year	Minimal Rooms/Day
100 Rooms or Less	180	1 or "On Request"
100-199 Rooms	150	1
200+ Rooms	150	1% of Inventory

### Designated Hotel Employee Rates

Hotel Classification	Americas	Rest of the World
Three-Star Hotels	BAR less 40%	BAR less 40%
Four-Star Hotels	BAR less 45%	BAR less 40%
Five-Star Hotels	BAR less 50%	BAR less 50%

### Hotel Employee Rates Plus

To maximize revenue potential, hotels in certain markets have the option to offer fixed static Hotel Employee Rates. These rates, listed on the [hotelemployeerate.com](http://hotelemployeerate.com) website, are heavily promoted to the members in the Program.



# How it Works

2.

## YIELD MANAGE HOTEL EMPLOYEE RATES

Hotels are encouraged to contribute multiple room types to the Program, generating greater booking opportunities over their low demand periods.

### Direct Connectivity

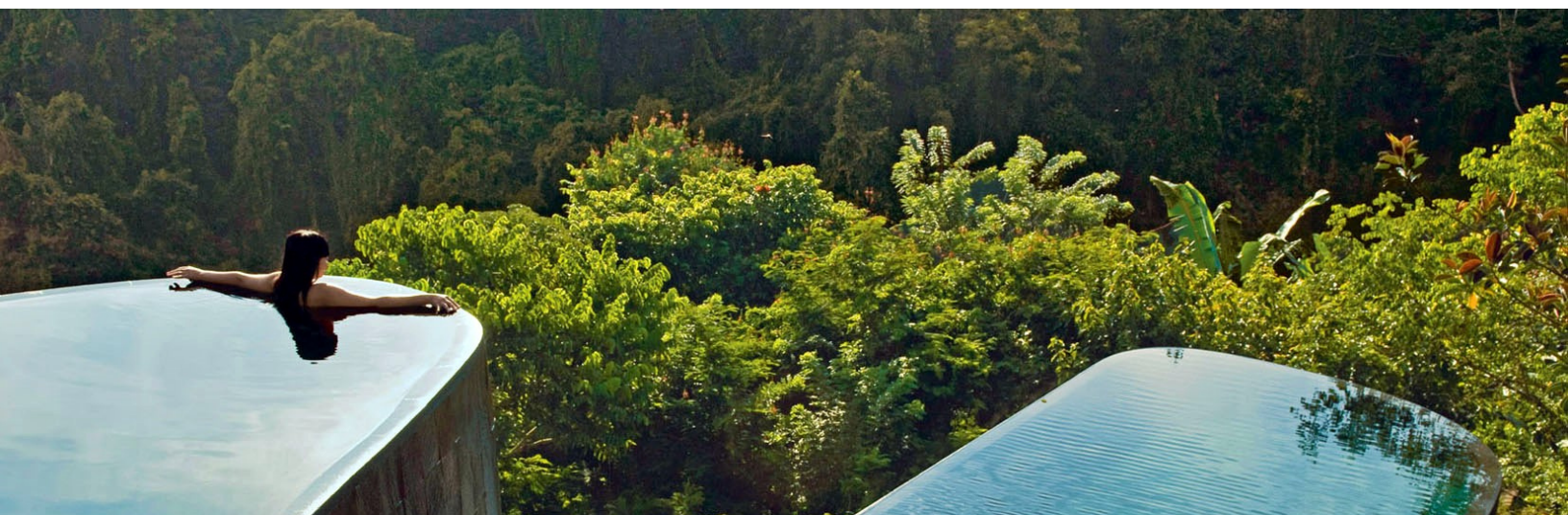
The Program directly connects to the hotel's PMS through over **80 hotel channel management systems**. Apply stop sales over high demand periods from the hotel's PMS for easy yield management or apply stop sales from our extranet.

### Boutique Hotel Collection

Hotels with less than 100 guestrooms can offer their inventory "**On Request**." With "On Request," hotels can either accept or reject reservation requests at the time of booking.

### Friends & Family Rates

Hotels have the option of offering a secondary Friends & Family Rate discounted no less than 25% from BAR, without stop sale restrictions.





# How it Works

3.

## ONBOARD HOTEL EMPLOYEES

The Program is designed to minimize administrative efforts in onboarding hotel employees with the following onboarding options:

### **Print & Post QR Code Sign-Up Flyers**

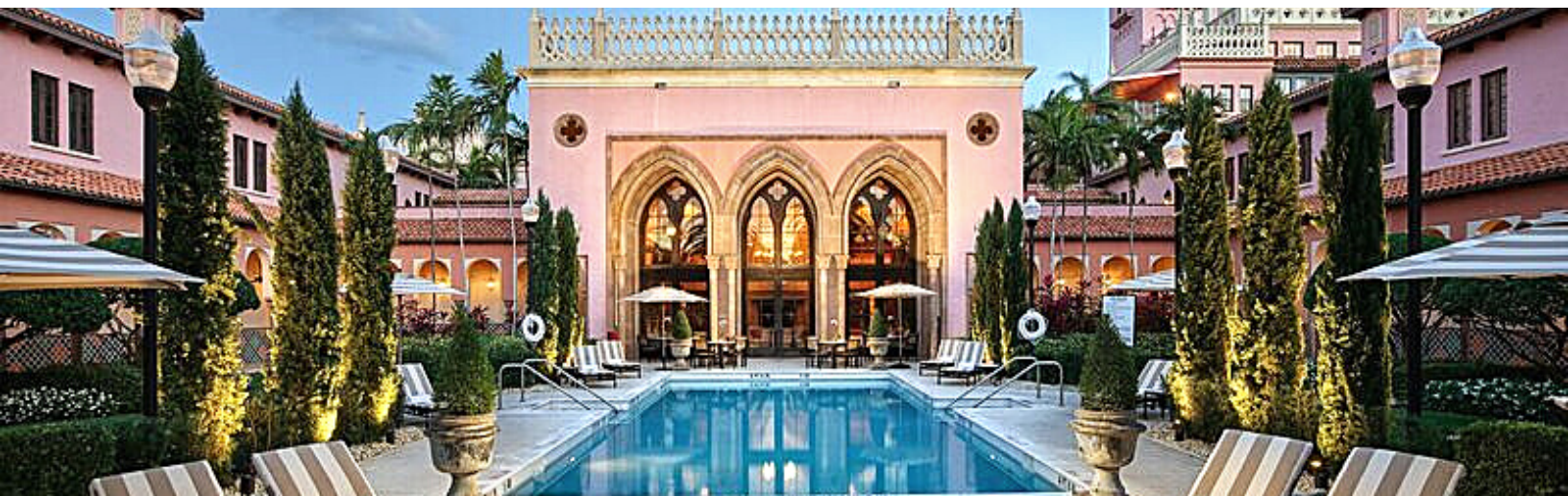
Hotel Administrators can print QR Code Flyers and display them at the hotel. Employees scan the QR Code with their devices and complete the Sign-Up Form. Hotel Administrators receive notifications to either accept or reject the Employee's enrollment.

### **Extranet Enrollment**

The Hotel Administrator can onboard eligible employees through our Extranet. Login credentials are then sent to the Employee's email address (hotel email or personal email).

### **Excel Spreadsheet Enrollment**

Hotels can submit a secure link spreadsheet of their eligible employees to the Company for a one time onboarding.







# The Program Details



## Hotel Controlled Program

Hotel Administrators determine the eligible employees they enroll into the Program. Additional authorization forms for travel are not required.



## Password Protected Rates

Hotel Employee Rates offered in the Program are password protected, commission-free and never redistributed - ensuring the rate-integrity and rate-parity of our hotel partners.



## Internal Controls

Each booking includes the employee's place of employment and administrator's contact information for added control and trackability by the receiving hotel. Employees added by the hotel administrator cannot change their names.



## Friends & Family Program

Hoteliers in the program can add up to 10 friends and family to their account. Friends and family can then travel on their own and gain access to Hotel Employee Rates (when available) and Friends & Family Rates discounted up to 40%.



## Annual Administrative Fee

There is an annual administrative fee of \$5USD per room to join the Program. When available, hotels may join the Program without rooms inventory contribution to the Program by paying the associated annual fee of \$20USD per room. A one-time setup fee of \$150USD applies.

# About Us



## Created for Hoteliers by Hoteliers

The Hotel Employee Rate Program was created by seasoned hotel executives. We believe the benefit of global hotel employee rate travel belongs to all hotel employees. At Hotel Employee Rate, we contribute to the genuine care hoteliers deserve by providing them and their friends and family with a platform facilitating exclusive hotel employee rate travel benefits to destinations all around the world.



## The Global Hotel Employee Travel Program For All Hoteliers

### CONTACT US

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## LET'S GET STARTED

It's one small step for a **Demo**, one giant leap for hotel employee benefits. Contact us to schedule a demo of the Program and get started:

[info@hotelemployeerate.com](mailto:info@hotelemployeerate.com)



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