

Guide to Wyndham's Group Sales Programs

Program/Service	Participation	Eligibility	Group Lead source	Rate plan
<u>Group Sales Team</u>	Mandatory/Yieldable	All hotels	Brand Website and Voice	SNT/SPT
<u>GroupSync Marketplace</u>	Opt out/Yieldable	All hotels	GroupSync Marketplace	SG360
<u>Approved to Book Checkbox</u>	Opt out by Sales Lead in Wyndham Community	All hotels	Non-Cvent Sales Leads through Wyndham Community	N/A
<u>Instabook</u>	Opt out/Blackout Dates Permitted	RevIQ Enrollment Required See below for eligible brands	Wyndham Sales Managed Accounts	SAB1/2/3
<u>Speed to Book</u>	Opt in	RSS Enrollment Required	All RFP sources	N/A

[Group Sales Team](#)

The Group Sales Team is a sales team focused on non-managed Global Sales accounts in all segments and regions. The team leverages the Group Sales Standard Rate Plans (SNT/SPT) which are used for simple rooms-only groups of 10 rooms or more with minimal property involvement. The team provides responses to group leads to assist you with securing the bookings for your hotel.

[How does the program work?](#)

- The Group Sales Team will respond to group requests based on the inventory and pricing on your hotel's SNT and SPT rate plans set by you.
- The SNT and SPT rate plans are fully yieldable in your PMS and you have the flexibility to adjust the assigned default policies for your hotel by completing and submitting a [Property Group Booking Guideline Form](#) to MyRequest.
- If the quoted rate is accepted by the group, our team will book the group on your behalf and the group room block will be reflected in your PMS.
- An email alerting you of a new group booking will be sent to the designated hotel contact along with step-by-step instructions on managing the reservations in your PMS.

[Click here](#) to review the Wyndham Community – Sales Leads section for more information on Group Sales Team.

GroupSync Marketplace

GroupSync Marketplace is a distribution channel for hotel group bookings integrated with SynXis CR, that offers real-time group rates and availability for guest rooms to non-managed Global Sales accounts and group requests. This platform, powered by Groups360, lets travel planners view best available rates and availability and instantly book rooms online with speed and ease. The platform removes the need for your hotel to create RFPs, group booking proposals, or group blocks in your Property Management System.

How does the program work?

- Hotel availability is controlled by the inventory and pricing on your hotel's SG360 rate plan set by you.
- The SG360 rate code is fully yieldable in your PMS and you have the flexibility to adjust the default Policies/Standards by submitting a MyRequest ticket.
- Once a group is confirmed in the online platform, the group block is sent to SynXis CR and then to your PMS. GroupSync Marketplace will send an email with the group block details including the group contact information to your hotel.
- If a group's requirements do not meet the standards/policies/availability of the SG360 rate plan, the group organizer can choose to send an RFP to your hotel and your hotel will then be responsible for providing rates & availability directly back to the group organizer.
- If your hotel previously opted out to participate, you can request to opt back in by submitting a MyRequest case.

[Click here](#) for the GroupSync Marketplace FAQs.

Approved to Book Checkbox

Approved to Book Checkbox is a functionality on Wyndham Community Sales Leads, available to all hotels. A checkbox is applied to certain non-Cvent group leads, allowing the Global Sales Support team to utilize a DocuSign integration to send a proposal/contract directly to the client and complete the booking process on behalf of your hotel. Taking advantage of this additional layer of sales support could help reduce the amount of back-and-forth spent from responding to RFPs to getting contracts signed.

How does the program work?

- You will update the Sales Lead in Wyndham Community and leave the checkbox checked.
- The Global Sales Support team will send the proposal and/or contract to the client.
- If the Sales Lead is simple, requiring rooms only, non-commissionable and no other concessions, the Standard Group Agreement may be used via DocuSign to expedite the booking process.

[Click here](#) for a step-by-step guide to responding to Sales Leads.

Global Sales/Revenue Management Guide to Wyndham's Group Sales Programs

Instabook

Instabook is a service that allows Wyndham's Sales Support team members to respond to group RFPs from managed Global Sales accounts, offer rates and create group blocks for participating hotels on RevIQ* based on [these designated parameters](#). Instabook is designed to help ease the burden of solely managing group bookings and help drive more direct bookings on days your hotels are forecasted to need the business the most.

*Offered at no additional cost to participating AmericInn, Baymont, Days Inn, Howard Johnson, La Quinta, Microtel, Ramada, Super 8, Travelodge, Trademark, TRYP, Wingate, and Wyndham hotels on RevIQ in the U.S. and Canada.

How does the program work?

- Sales Support team members will respond to RFPs directly with rates derived from your hotel's best available rate (BAR) set by you.
- If accepted by the group, our team will book the group on your behalf and set up the group room block in your PMS and alert your hotel via email.
- If, however, a group's requirements do not meet the program's booking guidelines or your rate parameters, the RFP will go into Wyndham Community leads, where you can respond to the lead directly.
- If your hotel previously opted out to participate, you can request to opt back in by submitting a MyRequest case.

[Click here](#) for the Instabook FAQs.

Speed to Book

Speed to Book is a program for hotels enrolled in Remote Sales Support (RSS) allowing your RSS Sellers to quote rates on behalf of your hotel without requiring additional approval, saving you time and effort. By providing a timely lead response, your hotel could have an increased chance of winning the business and securing greater revenue opportunities.

How does the program work?

- You will sign the RSS Speed to Book agreement and outline your hotel's desired quote parameters.
- RSS Sellers respond to leads and will only reach out to your hotel if the lead requests fall outside of the parameters provided.

[Click here](#) for the Speed to Book program FAQs.

Questions:

Please reach out to the Hotel Sales Service Team at globalsales@wyndham.com, your WH&R Remote Sales Seller, your WH&R Revenue Manager, or your Wyndham Franchise Operations Representative.