

Lynn Winfield

What are Package Rates?

There will be a quiz Monday night to see if you know what they are.

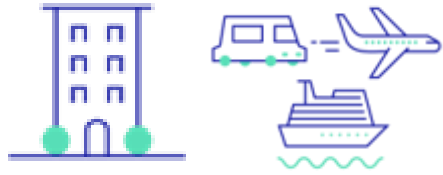
Prizes will be awarded to those agents who have learned, so please study up 😊

Take a look at these slides to learn!

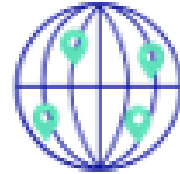


• Package Rates on Expedia TAAP

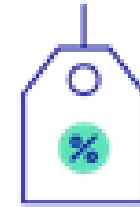
- 3 things to remember



Prepaid discounted property rates when combined with transportation



Available at over 350,000 properties across all tiers



Average 20% discount on property – can offer higher commission too

• Package Rates (TAAP Academy Guide)

- There are two ways to access Package Rates

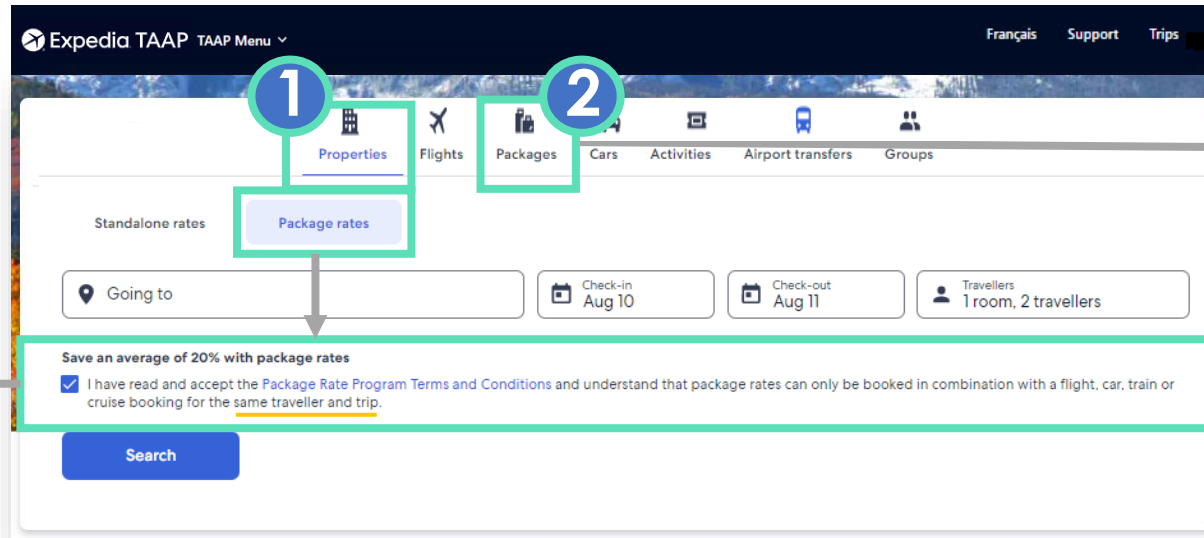
1 Package Rate Program

Under 'Properties'
Select '**Package rates**' &
accept **Terms & Conditions**

Book **property only** on TAAP

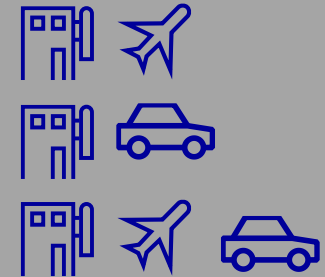
You need to have **already booked** a flight, car, train, or cruise for the same traveler.

≡ Avg. **20% off** property



2

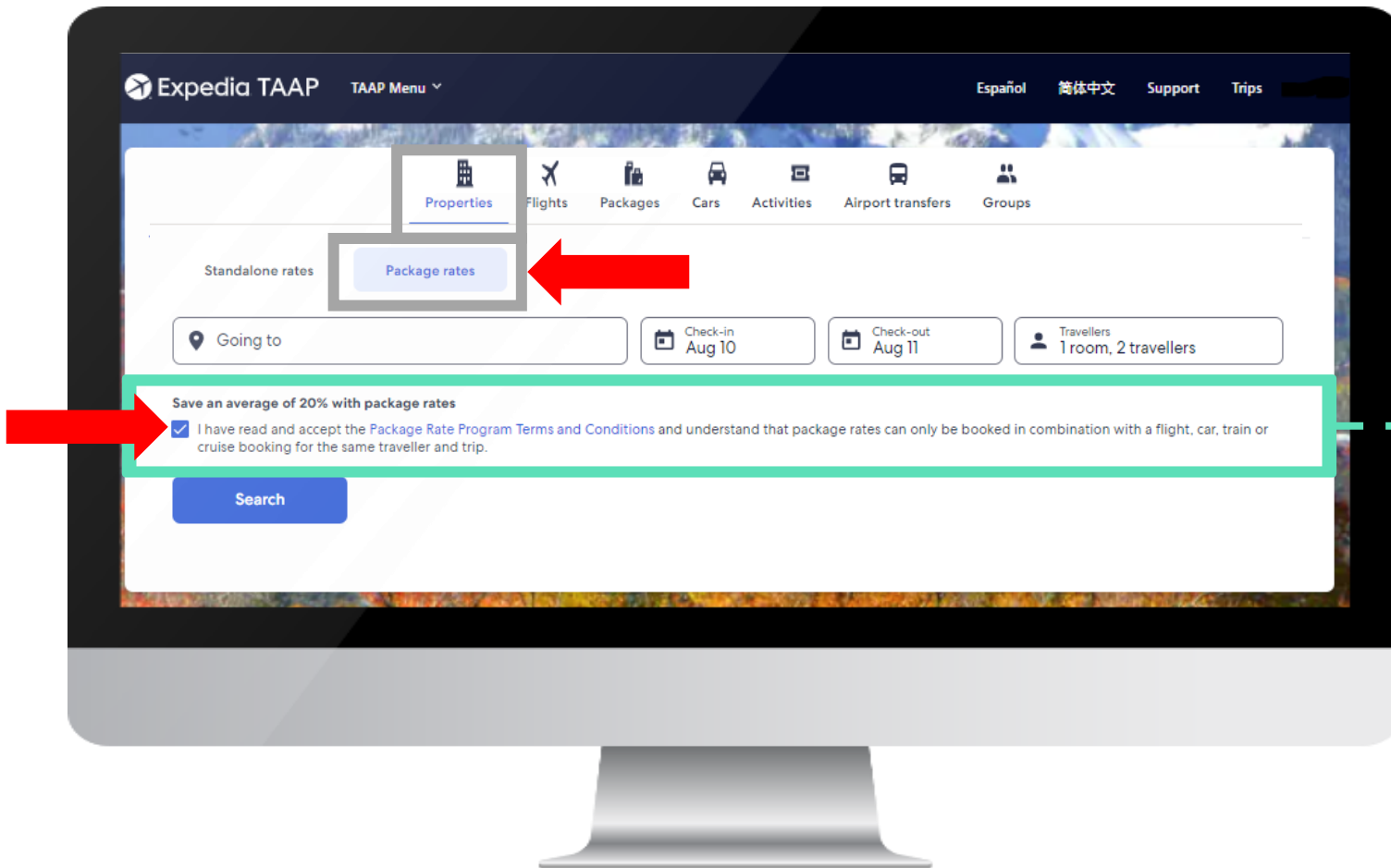
Book a **Bundled Package** on TAAP



≡ Avg. **20% off** property

Package Rate Program

Earn up to 11% on each property booking when transportation is booked elsewhere



Earn
up to
11%

Under 'Properties'
Select '**Package rates**' &
accept **Terms & Conditions**

You need to have **already booked** a flight, car, cruise, or train for the same traveler.

Unlock impressive savings on **property** bookings

= Avg. **20% off** at over
350,000 properties

Package Rate Program

- Search results - Select the preferred property

You will see a banner at the top of the page that confirms you're searching for package rates – apply filters to quickly narrow down to your preferred properties.

The screenshot displays the Expedia TAAP search interface. At the top, the search criteria are: "Going to Los Angeles (and vicinity), California, United...", "Check-in Nov 16", "Check-out Nov 18", and "Travelers 1 room, 2 travelers". A "Search" button is visible. Below the search bar is a map of Los Angeles with a "View in a map" link. A "Sort by Recommended" dropdown menu is also present.

A green-bordered banner at the top of the results section reads: "Congratulations, you're now searching for Package Rates! You're seeing 20% average savings on properties. These rates are not available to general consumers; however, there may occasionally be comparable rates on the Expedia consumer site."

The search results list three properties:

- Hotel Angeleno** (Los Angeles): 25% off, \$243 ~~\$182~~ per night. Includes taxes & fees. Premium Plus tier, \$364 for 2 nights. 4.1/5 Very Good (1,241 reviews).
- Hilton Santa Monica Hotel & Suites** (Santa Monica): We have 1 left at \$347 per night. Includes taxes & fees. Premium Plus tier, \$494 for 2 nights. 4.0/5 Very Good (1,006 reviews).
- Millennium Biltmore Los Angeles** (Los Angeles): \$235 ~~\$178~~ per night. Includes taxes & fees. Premium tier, \$356 for 2 nights. 3.7/5 Good (2,693 reviews).

On the left side, there is a "Filter by" section with the following options:

- TAAP property commission tier:
 - Premium Plus
 - Premium
 - Basic Plus
 - Basic
- TAAP property payment options:
 - Pay Expedia
 - Pay property
- Popular filters

Package Rate Program

- Choosing a room type


When choosing the room type, you'll continue to see a banner that confirms you're searching for package rates.

You should also look for the 'commission tier' as not every option will always be the same.

Choose your room

Check in Sep 8 | Check out Sep 12 | Travellers 1 room, 2 travelers | [Check rates](#)

Congratulations, you're now searching for Package Rates!
These rates are not available to general consumers; however, there may occasionally be comparable rates on the Expedia consumer site.



Economy Double Room
4.8/5 guest room rating
140 sq ft
Sleeps 2
1 Double Bed
Free WiFi
Fully refundable [ⓘ]
Before Mon, Oct 18
[More details >](#)


Extras

- No extras + \$0
- Breakfast + \$10

TAAP information

- Basic Plus [ⓘ]
- Pay Expedia

\$173
per night
\$173 total
Includes taxes & fees
[Price details v](#) [Reserve](#) We have 4 left



Superior Room, City View
4.7/5 guest room rating
194 sq ft
City view
Sleeps 2
1 Queen Bed OR 2 Twin Beds
Free WiFi
Fully refundable [ⓘ]
Before Mon, Oct 18
[More details >](#)


Extras

- No extras + \$0
- Breakfast + \$11

TAAP information

- Basic Plus [ⓘ]
- Pay Expedia

\$199
per night
\$199 total
Includes taxes & fees
[Price details v](#) [Reserve](#) We have 3 left



Deluxe Triple Room
4.6/5 guest room rating
237 sq ft
City view
Sleeps 3
1 King Bed OR 3 Twin Beds
Free WiFi
Fully refundable [ⓘ]
Before Mon, Oct 18
[More details >](#)

Extras

- No extras + \$0
- Breakfast + \$17

TAAP information

- Basic Plus [ⓘ]
- Pay Expedia

\$265
per night
\$265 total
Includes taxes & fees
[Price details v](#) [Reserve](#) We have 3 left

Package Rate Program

- Selling Guidelines



- Please ensure you only use Package Rates as intended. You must have booked a flight, car, cruise, or train for the same traveler. This booking **does not** have to be from TAAP. Keep the copy of the booking, as Expedia conducts random audits.
- The hotel package rate should not be disclosed to the third party at any time (you can remove the price using **Itinerary Builder** before forwarding the booking confirmation to the traveler).