

LoyaltyConnect User Guide

SIX SENSES EDITION





Table of Contents

About this Guide	5
Who Should Use It?	5
Help and Support	5
DCO Transmission and LPU Issues	5
Employee Rate Eligibility	6
Hotel Systems	6
IHG Invoice Inquiries	6
PMS Support	6
Program and Reimbursement Issues	6
Potential Fraud and Suspicious Cases	7
Introduction to LoyaltyConnect	8
What it is designed to do for your hotel?	8
Who is this tool for?	8
How does this affect hotel operations?	8
How will it be measured?	9
Accessing LoyaltyConnect	10
Login to LoyaltyConnect	10
Successful Login	11
Failed Login	11
LoyaltyConnect Access	12
Security Roles	13
Viewing Security Roles	15
Assigning Security Roles	15
Inactive Security Role	16
Editing or Removing Access	17
Tips on Access and Roles	17
Searching for a Member	18
Roles Required	18
Navigation	18
Search Methods	18
Guest Search by Name	19
Guest Search by Number	20
Advanced Search	20
Search Results	21
Enrollment	22

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Roles Required	22
Navigation	22
Creating an Employee Enrolment ID	23
Enrolling New Members	25
Tips:	27
Account Management	28
Roles Required	28
Updating Member Profiles	28
Tips on Updating Personal Information	31
Updating Member Communication Preferences	32
Enhanced Member Profile and Hotel Comments	34
How to Get Started	35
How to Use	35
For Arrivals Planning & On-property Guests:	35
Hotel Operations	36
Point Awards	36
Roles Required	37
Navigation	37
Manual Point Award Requests	38
Tips on Creating a Point Award	39
Processing Pending Point Awards – Hotel Operations Manager	40
Search Posted Point Awards	42
Program Abuse	43
Points for Member Stays	44
Loyalty Pending Updates (LPU)	44
Completing Loyalty Pending Updates (LPUs)	45
IHG Rewards GZGRP Qualified Rates	48
DCO (Detailed Check-Out) File Status Screen	49
DCO Error Types	52
Review Guest Stays	54
Roles Required	54
Navigation	54
How to Use	54
General Tips	55
InterContinental Ambassador	56
Program Overview	56
Ambassador Member Benefits	56



Royal Ambassador	56
Guaranteed Benefits Plan	56
Enrolling an IHG Rewards Member to InterContinental Ambassador	57
Renewing InterContinental Ambassador Status	59
Digital Free Night Certificates	61
Reward Nights and Free Nights	66
Activating Reward Night/Free Night Rate Categories	66
Reward Night and Free Night Reimbursement	67
Reimbursement Structure	67
New Hotel Openings (NHOPs)	67
Auto-Reimbursement: Accepting/Adjusting Reward Night/Free Night Reimbursement Values	67
Auto-Accept	70
Adjusting Reimbursement Values	71
Entering Reimbursement Values	73
Frequently Asked Questions	74
Setting Tax Reimbursement for Reward Nights or Free Nights	76
Reservations: "No-Shows", Cancellations, or Changes	77
Changes to Reward Night or Free Night Reservations	77
Reinstatement Reimbursement Request	77
Viewing Reimbursement Status for Individual Reward Night/ Free Night Reservations	78
Search for a Reward Night/Free Night Stay	78
Order Point Voucher	79
How to Order	79
Other Activity	83
Reports	84
IHG Employee Room Benefit Program	85
Prepare for an Employee Arrival	85
Activate an Employee without a Merlin ID.	86
Maintain Employee Eligibility (Franchised hotels)	86
Glossary	87



About this Guide

This document is written with hotel users in mind and as a companion to the IHG Rewards Reference Guide. The most recent version of the reference guide can be downloaded from IHG Rewards Source in Merlin.

This guide also answers questions that most hotel staff have when learning LoyaltyConnect to deliver IHG Rewards as a program. You'll find lots of step-by-step instructions, screenshots and examples throughout the material.

This is our primary documentation, and is continually updated with new topics, changes to existing content, and improvements in the way the material is presented. To provide feedback about this guide, or if you have clarifications or requests, please contact Loyalty Operations at globalloyaltyoperations@ihg.com.

Who Should Use It?

This guide is intended for users of different degrees of knowledge and experience with LoyaltyConnect.

This guide assumes that you have obtained access and had been assigned with an appropriate role to use the application. If you need access, please reach out to your General Manager. For more information about permissions and roles, see **LoyaltyConnect Access**.

Help and Support

DCO Transmission and LPU Issues

When accessing Loyalty Pending Updates (LPU), if there is no data for a date, or if there is only certain data showing (e.g., check-outs but no folio data), then the DCO may not have sent. Contact your local PMS vendor to ask them to resend the DCO files. You can also open a ticket through IHG Service Now in Merlin.

If there is a backlog of DCO files that need to be sent, your PMS vendor can advise you on the process.

Remember that any dates that do not show data for IHG:

- The LPU will not award points to IHG Rewards members until the DCO file has been resent and received by IHG.
- To prevent causing inconvenience to the member, ensure that you contact <u>Hotel Help Desk</u> to ask them to manually credit any guests who have not received their points.



Employee Rate Eligibility

- Support Phone Number is 800-810-4499
- A self-service ticket can also be opened from IHG Service Now in Merlin.

Hotel Systems

Non-IHG Rewards support for Guest Reservations System or Holidex Plus and Property Management Systems (PMS)

US/Canada: 1-800-810-4499

EUROPE: +44 870 606 1300**

IHG Invoice Inquiries

For questions about IHG invoices in general, please email cps@ihg.com. If you have invoice issues associated with Reward Night reimbursement, please contact the Hotel Help Desk.

PMS Support

For questions or issues specific to your PMS, please contact your PMS vendor.

Program and Reimbursement Issues

The IHG Rewards Hotel Help Desk is a highly knowledgeable team put together to specifically assist hotels with IHG Rewards issues.

When contacting the team, please make sure you have as much information about the issue as possible to ensure quick and efficient resolution. Their email address is: askihgrewardsclub@ihg.com (all Regions). When sending an e-mail to the Hotel Help Desk you will receive a response within 24 hours.

US/Canada

• (8 am to 11 pm Eastern Time, 7 days a week)

Phone: 1-877-275-7258Fax: 1-801-606-5914TDD: 1-800-238-5544

Mexico

Phone: 001-800-272-9273Fax: 001-800-725-8232



South/Central America and Caribbean

Phone: 1-801-975-3063 (English)*
Phone: 1-801-975-3013 (Spanish)*

• Fax: 1-801-974-3086*

Asia Australasia

Tel: +63 2 8857 8777Fax: +63 2 8857 8787

Middle East and Africa

Tel: +44 (0) 871 942 9220Fax: +44 (0) 871 942 9103

- Greater China:
 - Tel: +800 999 8009 (for Mainland China landline only)
 - Tel: +86 21 2033 4921 (9:00–18:00, Mon–Fri)
 - Email: askihgrewardsclub.cn@ihg.com
- Europe
 - Open 24 hours a day, 7 days a week.
 - Tel: +44 203 34 99032 (international calling rates may apply)

Potential Fraud and Suspicious Cases

- Please contact <u>globalloyaltyoperations@ihg.com</u> if you encounter suspicious actions related to a member or an employee's IHG Rewards account.
- IHG will not be held liable for any cost incurred by the hotel due to fraudulent activities.



Introduction to LoyaltyConnect

What it is designed to do for your hotel?

- LoyaltyConnect helps you manage your business related to your IHG Rewards guests more efficiently.
- It allows your hotel team members to update IHG Rewards member profile data upon request from the IHG Rewards guest, providing a better guest experience.
- It provides a more efficient way to process IHG Rewards stays and Reward Night reimbursements freeing your team members to focus their energies on providing Loyalty You Can't Buy.

Who is this tool for?

LoyaltyConnect should be used by any hotel team member that:

- Checks-in your IHG Rewards guests
- Needs to access an IHG Rewards member profile to look up member level status or total points
- Processes <u>Loyalty Pending Update</u> (LPUs) stay adjustments and <u>Reward Night reimbursement</u>
- Processes enrollments into the IHG Rewards or Ambassador programs
- Checks the status of your <u>DCO files</u>
- Enters Reward Night taxes
- Manages Point Awards

How does this affect hotel operations?

Hotels are expected to:

- Review IHG Rewards arrivals to determine their member level status to ensure a proper IHG Rewards guest check-in experience and the preparation of the relevant Wellness Platter according to tier level. For more information about Wellness Platter, please visit the Six Senses page in Source.
- Process List of Pending Updates (LPU) stays adjustments within 24 hours of departure. Failure to do so can cause incorrect assessment fees and delay points being issued to a member.
- Process Reward Night stays for reimbursement. Please note: High Occupancy night (96% or above)
 Reimbursements still require your hotel appropriate Mangers Report details for review and approval.
 Please click <u>here</u> for examples of appropriate reports.
- Immediately award points to a member for Service Recovery, etc.



• Check the DCO File Transfer status. If LPU is not populating, you could potentially have an error with your DCO file transmission. If this is the case, please contact your local PMS Vendor and open a ticket.

How will it be measured?

To make certain that your hotel continues to provide a great guest experience, award points to eligible IHG Rewards members for their stay and receive reimbursement for Reward Nights or Free Nights, your team members must constantly use LoyaltyConnect.

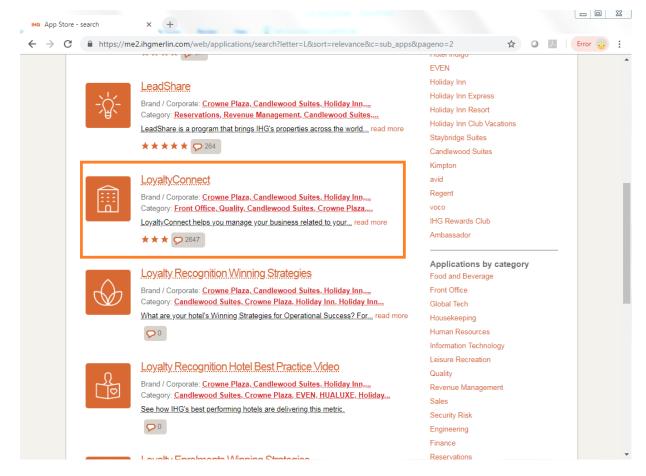


Accessing LoyaltyConnect

Login to LoyaltyConnect

To access LoyaltyConnect in Merlin:

- 1. Start at your "Hotel Merlin" homepage.
- 2. Click on the Applications Tab.
- 3. Click on LoyaltyConnect.



OR:

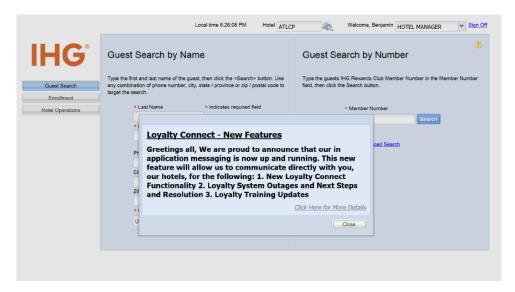
Simply type "LoyaltyConnect" in the Search Bar then hit Enter.





Successful Login

You will see a message display when you successfully log in to LoyaltyConnect



- This provides real-time updates for ongoing defects, future system enhancements or other related issues regarding system release notes and planned outages that are relevant to you.
- This only displays once per log in session.
- There may be hyperlinks within the message that you can click if you would like more information. These hyperlinks will route you to Merlin.

Failed Login

There are 3 possible reasons why login fails.



1. No access

- If you do not have access, please reach out to your General Manager or anyone at the hotel who
 have Hotel Security role.
- If you are a General Manager and you don't have access to LoyaltyConnect, or the General Manager position is open at the hotel, please contact <u>Hotel Help Desk</u> to request Hotel Security role.



2. Inactive access

The system is set to monitor log in activity due to security. If you have not logged into
LoyaltyConnect within a 6-month timeframe, the system will no longer allow access and throw an
error. Should need assistance regaining access that has been previously granted, please reach
out to your General Manager or anyone at the hotel who have Hotel Security role. See Inactive
Access.

3. Connection issues

- If you have an active access and still cannot login, it could be a connection issue. As a workaround, access LoyaltyConnect using Firefox/Mozilla via Merlin.
- Or open a Firefox/Mozilla browser and type the URL https://loyaltyconnect.ihg.com/hotel.
- Open a ticket in Service Now at ihg.service-now.com if the issue persists.

LoyaltyConnect Access

Before your team members can access LoyaltyConnect, their network ID must be created first by opening a Service Now ticket and assigning it to MyID. Once this is completed, the General Manager must login to LoyaltyConnect, then assign the appropriate LoyaltyConnect roles to the team member.

If the hotel has a Security Administrator on property, the General Manager can assign the HOTEL SECURITY role to this person to manage access and roles within LoyaltyConnect.

Below you will find the LoyaltyConnect Security Roles with examples for each role:

LoyaltyConnect Security Roles	Has Access To	Assign Role To (Recommendation Examples)
Hotel Back Office	Guest Search, Hotel Operations	AccountingReservationsNight Audit
Hotel Front Desk	Guest Search, Enrollment, Hotel Operations	Front DeskReservationsPBX Operator
Sales Manager	Guest Search, Enrollment, Hotel Operations	Events ManagerMeeting Specialist
Hotel Manager	Guest Search, Enrollment, Hotel Operations	General ManagerGSMFOM
Hotel Operations Manager	Guest Search, Hotel Operations, Order Point Voucher, Approve Point Awards Deposit	FOMGSMChampion
Hotel Security	Guest Search, Security	General ManagerSecurity Admin



Security Roles

Please use the following matrix when assigning roles within LoyaltyConnect to see what functionality within the system matches best to the job description of the team member needing access.

Hotel Operations	Action	Hotel Back Office	Hotel Front Desk - Standard	Hotel Front Desk – Fee Based	Sales Manager	Hotel Manager	Hotel Operations Manager	Hotel Security
Point Awards (Welcome Amenity, Service Recovery, Hotel Promotions, etc.)	View and Search Point Awards		√	√			√	
	Post Point Awards (less than 1000 points)		✓	✓			√	
	Post Point Awards (more than 1000 points)						✓	
	Decline Welcome Amenity		✓	✓			✓	
	Approve Point Awards						✓	
	Reject Point Awards						✓	
IHG Business Rewards	View Posted Events	✓			✓	✓		
	Create Events	✓			✓	✓		
	Approve Events	✓			✓	✓		
	Adjust Events Revenue	√			✓	✓		
Personal Information	View personal information, phone, and email (masked)	√	✓	✓	✓	✓	✓	✓
	Add or update personal information, phone, or email (accounts with less than 50,000 points only)		√	√	√	✓		
Customer Information	View Enhanced Member Profile	✓	✓	✓	✓	✓	✓	✓



Hotel Operations	Action	Hotel Back Office	Hotel Front Desk - Standard	Hotel Front Desk – Fee Based	Sales Manager	Hotel Manager	Hotel Operations Manager	Hotel Security
Customer Information	View Profile Flags							
Communication Preferences	View Communication Preferences		✓	✓	✓	✓		
	Update Communication Preferences	Ι	✓	✓	✓	✓		
Program Specific Information	View Programs	√	✓	✓	✓	✓	✓	✓
	View Earning Preference	✓	✓	✓	✓	✓	✓	✓
	Change Earning Preference							
	View Member Point Balance, Status	✓	✓	✓	✓	✓	✓	✓
	View Tier Level Activity	✓	✓	✓	✓	✓	✓	✓
Enrollment	Enroll in IHG Rewards Club		✓	✓	✓	✓		
	Create Employee Enrollment ID		✓	✓	✓	✓		
	Enroll in Ambassador			✓		✓		
	Enroll in Karma							
	Enroll in IHG Business Rewards		✓					

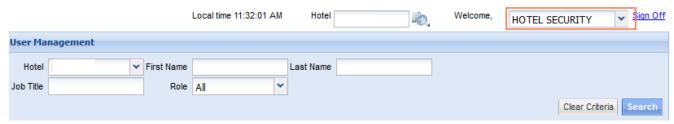
Hotel Operations	Action	Hotel Back Office	Hotel Front Desk - Standard	Hotel Front Desk – Fee Based	Sales Manager	Hotel Manager	Hotel Operations Manager	Hotel Security
Enrollment Continued	Renew Ambassador			✓		✓		
Reports I	View Hotel Admin Reports	√			✓	✓	✓	
Stay Information	Search and View Stays	✓				✓		
	View LPU	✓				✓		
	Adjust whether Stays Qualify to Earn Points	✓				✓		
Reward Nights	View Hotel's Taxes and Fees	✓				✓		
	Update Hotel's Taxes and Fees	✓				✓		
	View Hotel Occupancy and ADR	✓				✓		
	Update Hotel Occupancy and ADR	✓				✓		
	View Reimbursement and Certificate Status Detail	✓				✓		
	View Free Night Reimbursement that are not reimbursed following the Occupancy Rules of Reward Nights	√				√		
Security	Assign roles to users							✓
	View roles assigned to users							✓
	Activate inactive users							✓
Order Point Vouchers	Order Point Vouchers						√	



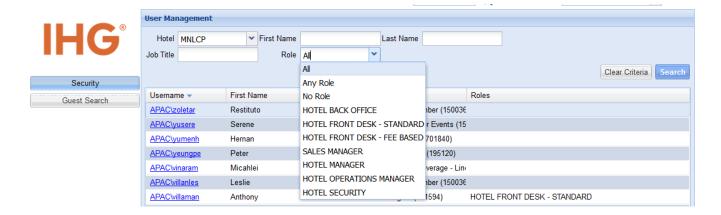
Viewing Security Roles

Only users with Hotel Security role can view the roles assigned to other users.

- 1. Access LoyaltyConnect from Merlin Application Menu.
- 2. Select Hotel Security role.



3. On the User Management Screen, use the "Role" dropdown to select "All" and click Search.



4. All employees who have a Merlin ID for your hotel will display. If the employee isn't listed, this means they do not have a Merlin ID. The role or roles assigned to each user appears in the "Roles" column. If nothing is listed, the employee does not have access to LoyaltyConnect.

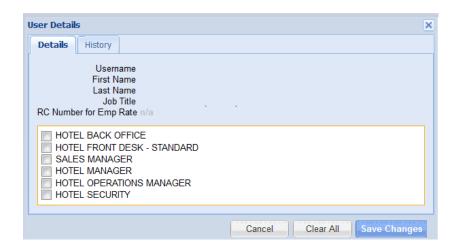
Assigning Security Roles

- Security roles must be assigned to all LoyaltyConnect users to give them access to the application.
- Before your team members can access LoyaltyConnect, their network ID must be created first by opening
 a Service Now ticket and assigning it to MyID. Once this is completed, the General Manager must login to
 LoyaltyConnect, then assign the appropriate LoyaltyConnect roles to the team member.
- If the General Manager is unable to access LoyaltyConnect, or the General Manager position is open at the hotel, please have the General Manager contact Hotel Help Desk to request Hotel Security role.



To assign roles:

1. From the Search results, click on the underlined name of the user. A User Details Screen displays.



- 2. Click on the check box for each role you wish to assign the user. Users may have more than one role. See table below for an explanation of the LoyaltyConnect user roles. Press "Save Changes".
- 3. The new role displays in the "Role" column on the User Management List.

Inactive Security Role

- A user with Inactive Security Role is unable to access LoyaltyConnect.
- 6 months of non-use will deactivate the access.
- A GM or someone with Hotel Security can refresh the access.

To refresh an access:

- 1. Login to LoyaltyConnect.
- 2. Select Hotel Security role.
 - a. If you are a GM and does not have Hotel Security, please contact Hotel Help Desk.
- 3. Click Search to display the list of users associated with your hotel.
- 4. Click on the underlined name of the user. A User Details Screen displays.\



- 5. Unselect the current role then select another role then hit Save Changes.
- 6. Click the username again then unselect the current role then select the correct role.
- 7. Hit Save Changes. The access is now active.

Editing or Removing Access

- It is the hotel's responsibility to remove a staff's access to LoyaltyConnect to prevent misuse and fraud.
- Deactivating the staff's Merlin ID does not remove LoyaltyConnect access.
- Any users with Hotel Security role can remove a staff's access.
- If help is needed, contact Hotel Help Desk.

To remove a role:

- 1. From the Search results, click on the underlined name of the user.
- 2. In the User Details Screen:
 - a. Click on the check box for each role you wish to assign the user.
 - b. Click on the roles you wish to remove so that the checkbox becomes unchecked.
 - c. LoyaltyConnect will not allow you to remove all roles assigned to a user at least one role should be left. It is preferred to leave the Hotel Front Desk role on a user when removing a user's access.
- 3. Click Save Changes.

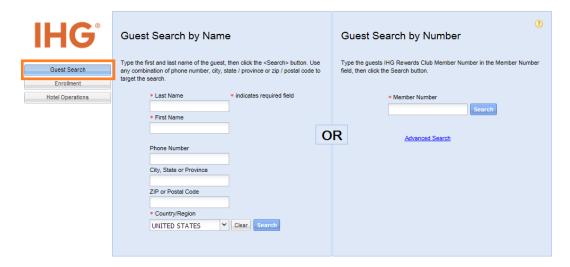
Tips on Access and Roles

- If the General Manager is not available to assign access on the hotel's scheduled launch date, please
 contact <u>Hotel Help Desk</u> with a delegate name that needs to have Hotel Security role for the launch. This
 individual will be responsible for assigning the LoyaltyConnect roles for the hotel in the absence of a
 General Manager.
- The system is set to monitor log in activity due to security. If an employee has not logged into
 LoyaltyConnect within a 6-month timeframe, the system will no longer allow access and throw an error.
 Should a General Manager need assistance regaining access that has been previously granted, please
 contact Hotel Help Desk for account recovery.
- Corporate users who need LoyaltyConnect can request access via <u>IHG Service Now</u> or by filling out this <u>form</u>.



Searching for a Member

LoyaltyConnect allows you to search for an IHG Rewards member. You can search for a member through Guest Search in LoyaltyConnect.



Roles Required

Searching for a member is enabled to all users regardless of their role.

Navigation

- 1. Go to Merlin.
- 2. Click on 'Applications'.
- 3. Click on LoyaltyConnect.
- 4. Click 'Access this tool'.
- 5. Click Guest Search.

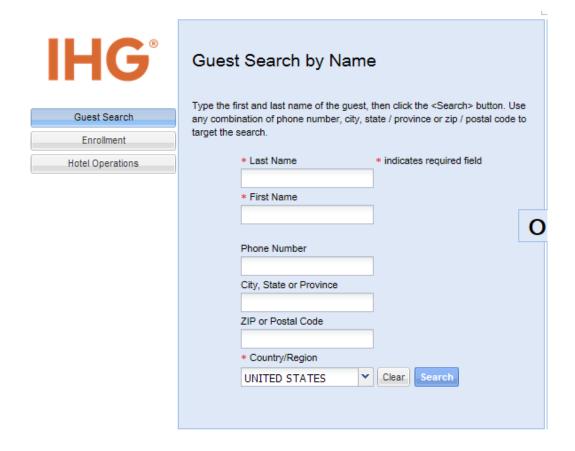
Search Methods

There are 3 ways to search for a member.

- Guest Search by Name
- Guest Search by Number
- Advanced Search



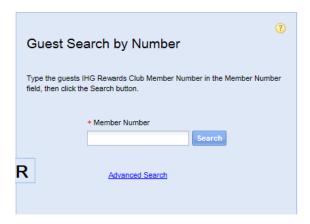
Guest Search by Name



- Use Guest Search by Name if the member doesn't know their IHG Rewards member number.
- You need to have the member's Last Name, First Name and Country/Region to be able to search. Make sure it is the member's country of residence used when they registered the first time.
- You can also enter their Phone Number, City, State or Province, Zip or Postal Code to refine your search.

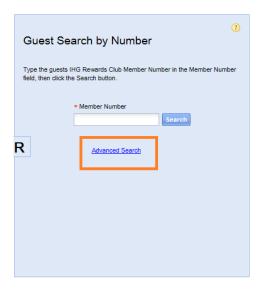


Guest Search by Number



• If you know the member's IHG Rewards number, use Guest Search by Number and you should be able to pull up the member's account instantly.

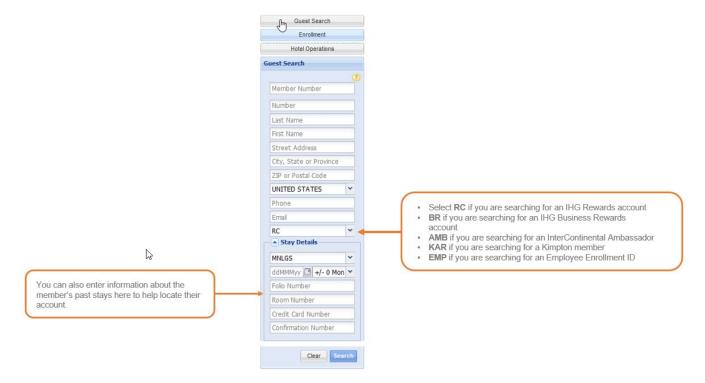
Advanced Search



- If you are unable to pull up the member's account using Guest Search by Name or Guest Search by Number, you can do an Advanced Search.
- Advanced Search lets you enter other information the member might have to locate their account.
- Like Guest Search by Name, you need to have the member's Last Name, First Name and Country to do an Advance Search.



• Then you can add the member's personal information like address, email address, membership type and even their past stays.



Search Results

Guest Name	Member Number	Points Balance	RC Level	Address	City	State	ZIP/Postal Code	Country	Phone
MCDONNELL, JOHN	776336900	0	CLUB	1705 CLEARWATER AVE	BLOOMING	IL	61704-2200	UNITED STATES	3093103020
Smith, Bart	173122212	0	CLUB	5001 STONECREST DR	MCKINNEY	TX	75071-7841	UNITED STATES	2145324594
Smith, Brian	333476667	17090	PLATINUM	4100 68th St S.E.	Caledonia	MI	49316	UNITED STATES	6166983745
SMITH, JOHN	819059709	0	CLUB	PO BOX 136	BENTONVII	AR	72712-0136	UNITED STATES	4792734604
Smith, John	310401777	0	CLUB	7019 AMANDA DR	JACKSON\	AR	72076-9308	UNITED STATES	5018333363
Smith, John	335280444	0	CLUB	2881 HABBERTON RD	SPRINGDA	AR	72764-8541	UNITED STATES	4797503025
smith, john	677886623	0	CLUB	4327 S BANDIT RD	GILBERT	ΑZ	85297-9636	UNITED STATES	17179039037
Smith, John	624657173	0	CLUB	1880 WELFORD LN	HAYWARD	CA	94544-8305	UNITED STATES	5102640722
Smith, John	550103424	0	CLUB	1 N COVE	IRVINE	CA	92604-4517	UNITED STATES	3103342122
SMITH, JOHN	410151413	0	CLUB	22502 WOODCREST CIR	LAKE FORI	CA	92630-3141	UNITED STATES	7147683604
4	I							Displa	ying 1 - 10 of 73

- Whichever method you prefer, always verify their details to make sure you're looking at the right IHG Rewards account.
- If you are unable to open any account or the system displays an error when you attempt to open an account, the account may be restricted or has been closed. Please contact <u>Hotel Help Desk</u> for more information.



Enrollment

Enrolling new members and creating an <u>Employee Enrollment ID</u> for IHG Rewards can be processed in LoyaltyConnect.

Roles Required

Enrolment is enabled to all users with the following Roles

- Hotel Front Desk Standard
- Hotel Front Desk Fee Based
- Hotel Manager
- Sales Manager

Navigation

- 1. Go to Merlin.
- 2. Click on 'Applications'.
- 3. Click on LoyaltyConnect.
- 4. Click 'Access this tool'.
- 5. Click Enrollment.



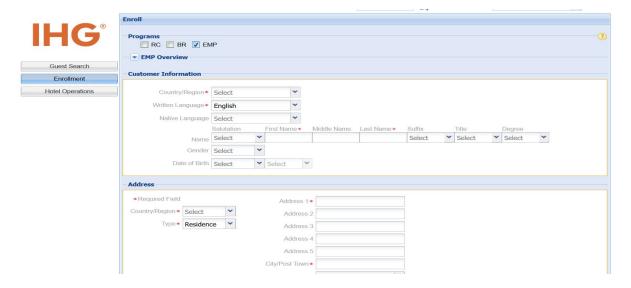


Creating an Employee Enrolment ID

Hotel team members that are responsible for enrolling guests in to IHG Rewards are required to have a unique Employee Enrolment ID (PROGRAM: EMP) to enrol guests and receive credit for eligible enrolments.

The Employee Enrolment ID is not the same as your Employee ID number and is created by enrolling to the EMP Program in LoyaltyConnect.

- 1. Log into LoyaltyConnect.
- 2. Click Enrollment.
- 3. Click EMP, then complete all required fields, and click Submit.



- Note: Complete related fields in the enrolment section. Only the fields marked with a red * are required for enrollment. It is advisable to complete as many of the other fields as possible.
- Email address is not required when enrolling an EMP account.

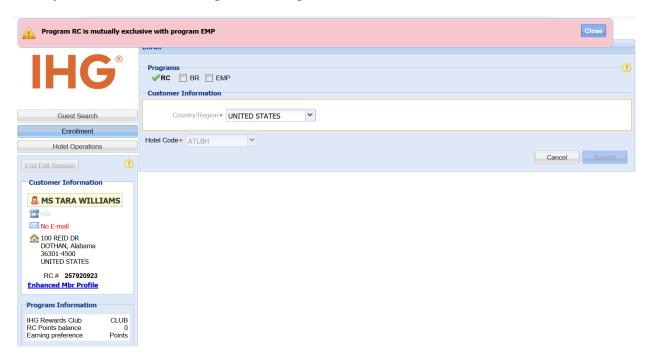


- Note: When you enroll an employee, there is no need to fill out the Employee Member ID field.
- 6. The Enrollment Successful box will appear. Click Done.



An Enrollment ID (EMP) account must be exclusive and should not be associated to any existing IHG Rewards account.

If you try to enroll an EMP account under an existing IHG Rewards account or try to click EMP and RC at the same time you will receive the following error message:



To fix this, ignore the current enrollment then follow the steps below:

- 1. Click Enrolment.
- 2. Click EMP.
- 3. Fill in the employee's details.
- 4. Click Submit.
- 5. Take note of the Employee Enrolment ID.



Enrolling New Members

When you enroll a new guest to the program, you are not only helping your hotel to achieve its target, you are helping the other hotels in the system too.

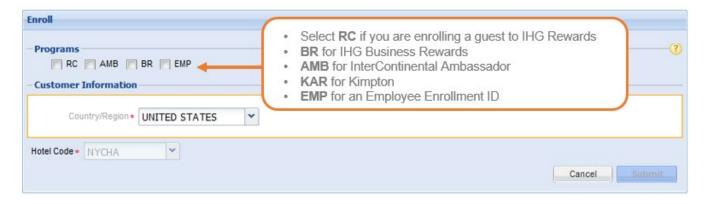
Often, new members stay in other IHG brand properties, which means that other hotels are also benefitting from your enrollment.

You must have one of the following roles to enroll a member into the program.

Role	Allows Enrollment To
Hotel Front Desk – Standard	RC, BR, EMP
Hotel Front Desk – Fee Based	RC, AMB, BR, EMP
Hotel Manager	RC, AMB, BR, EMP
Sales Manager	RC, BR, EMP

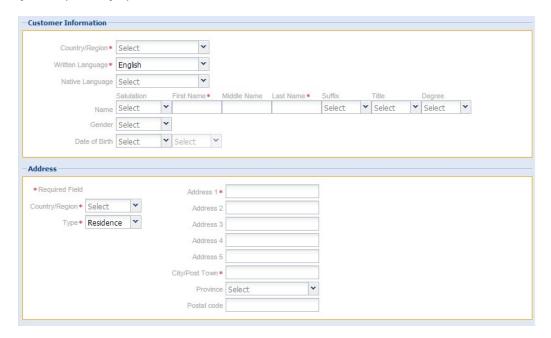
To enroll a guest into the program, follow the steps below:

- 1. Log into LoyaltyConnect.
- 2. Click Enrollment.
 - Check the box to indicate which program to enroll the guest into.

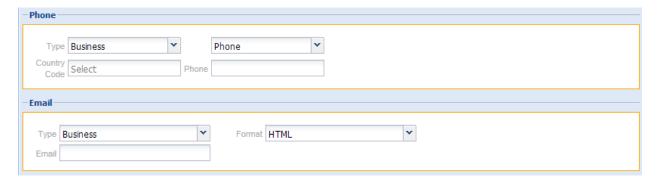




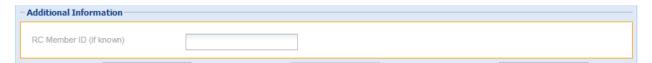
3. Complete all mandatory fields, as indicated by the red asterisk, on the enrollment screen. Some fields (e.g., Passport) may be required by specific countries.



- 4. Complete Phone and Email. If the email address is not valid, a yellow icon will appear on the guest's profile.
 - If the system continues to indicate the email address is invalid after you have attempted to
 enter the guest's email address two times, please alert the guest that to receive
 communications from IHG Rewards, they will need to add their correct email address via
 IHG.com.

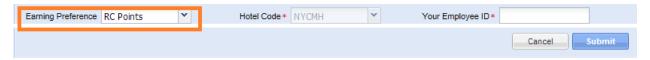


 If your hotel does not use pre-numbered enrollment forms, skip the RC Member ID field blank. If your hotel How to Use pre-numbered enrollment forms, you must input the IHG Rewards number that appears on the form in the RC Member ID field.

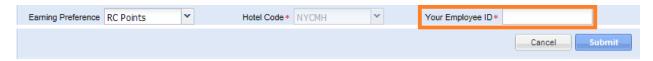




5. The Earning Preference field defaults to IHG Rewards points. If the guest chooses to collect miles, select miles from the drop-down box, then select the carrier and enter the alliance number.



6. Enter your Employee Enrollment ID in the Your Employee ID field.



7. Click on the Submit button. The IHG Rewards number displays in a pop-up box. Write down the guest name and their IHG Rewards member number and pass it to the member.



Tips:

- Ensure you add the member's number to the guest reservation record in Guest Reservations System or Holidex Plus and the PMS prior to the guest's check-out.
- After completing the enrollment process for a new Ambassador member, you must process the AMB fee through your PMS.
- Enrollment made easy: if a guest is a member of any program (IHG Rewards, InterContinental Ambassador) and wishes to enroll in one of the other programs, just check the appropriate box at the top and click <Submit>. The current member information is used.



Account Management

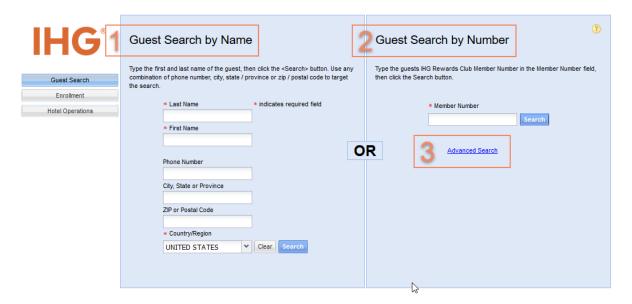
You can manage guest information and communication preferences in LoyaltyConnect.

Roles Required

This is enabled to all users regardless of their role.

Updating Member Profiles

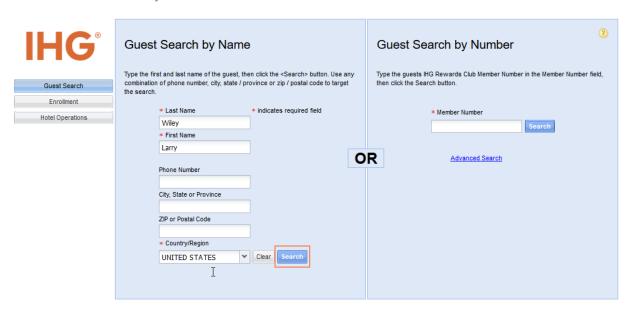
- 1. Log into LoyaltyConnect.
- 2. To update a member profile, begin by conducting a Guest Search. Remember you have three methods for searching.



- Guest Search by Name
- Guest Search by Number
- Advanced Search



3. Enter the member's data you have then click Search.

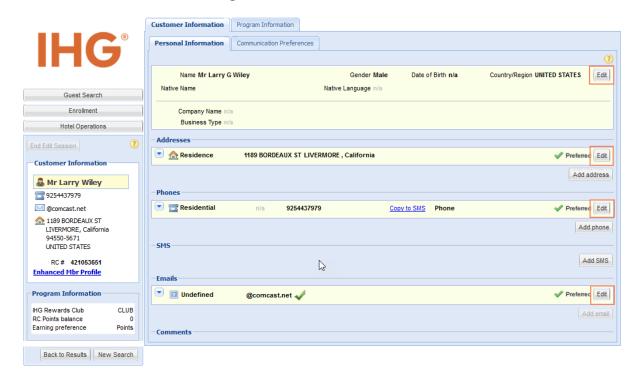


4. Verify the guest's information and click on the appropriate Guest Name.

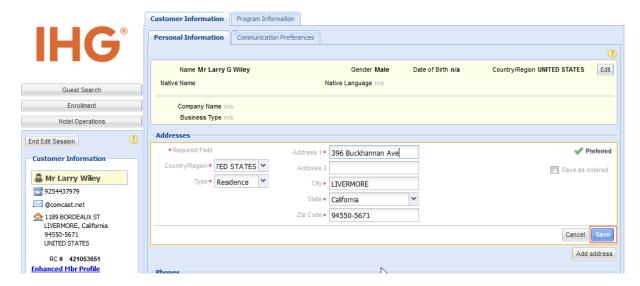




5. To update a member's Company Name, Business Type, Address, Phone, SMS, and Email, go to Personal Information. Click Edit to begin.



- Only one section may be edited at a time.
- 6. Enter the updated information into the appropriate fields. Click Save.





Tips on Updating Personal Information

• If a member wishes to put an alternate information on the account, you may do so by clicking the 'Add' button. For example, if the member wants to put another address, you can click Add address.

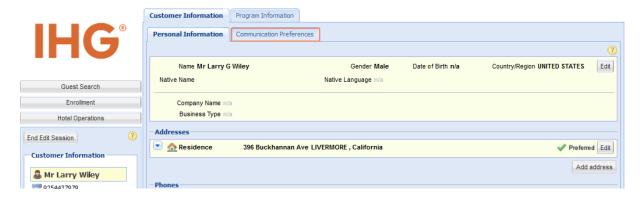


- When a member does not have an email address and has a point balance of less than 50,000 points, you will have the option to 'Add Email'. However, if they have more than 50,000 points, you will not be able to add an email address and an error message will appear. When this happens, direct the member to contact the IHG Rewards Service Center.
- When adding an email address, LoyaltyConnect will remove all text before the @ symbol. This is intended
 and is done to preserve the security of the account.
- You cannot add another email address. There can only be one email address per account.

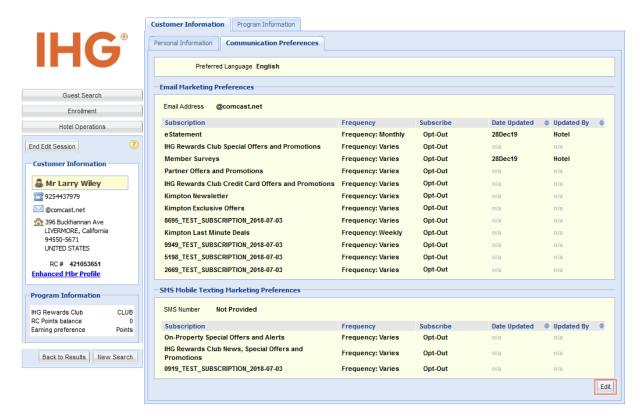


Updating Member Communication Preferences

1. To update a member's communication preferences, click Communication Preferences.



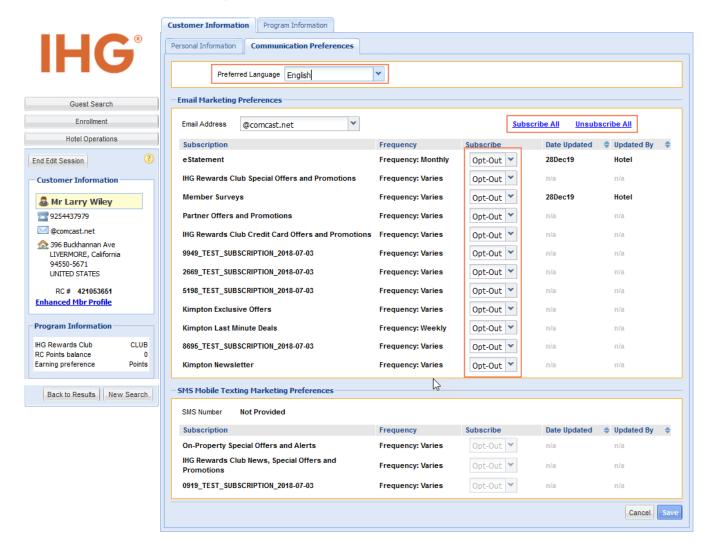
2. The Communication Preferences tab displays the member's current Email Marketing Preferences as well as the SMS Mobile Texting Marketing Preferences. This includes information on frequency, current subscription status, date updated, and the channel where it was updated. To change any of this information, click Edit.



a. Email, Brand Newsletter & SMS subscriptions will vary based on membership program, members level and region / country of residence.



- b. If the member is not receiving SMS text messages after providing an SMS number, you may click Resend to send another confirmation text which the guest will need to verify.
- 3. The following items may be updated on this screen. Click Save after updating selections.
 - a. Preferred Language
 - b. Subscribe All / Unsubscribe All
 - c. Individual Subscription items

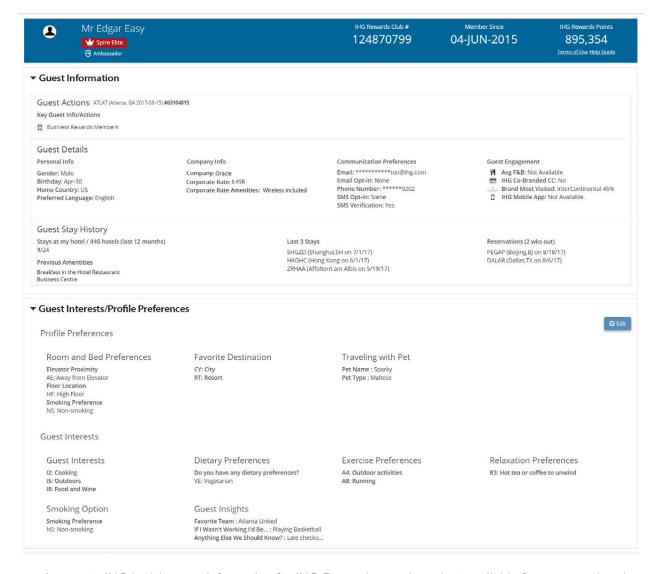




Enhanced Member Profile and Hotel Comments

The Enhanced Member Profile (EMP) provides easy access to single enhanced view of IHG Rewards members with information collected across all IHG hotels and channels. This enhanced view provides additional member detail beyond what is found in the hotel PMS.

The EMP allows you to view and share key guest insights with other IHG Hotels. This allows us to build more relevant, rewarding relationships with our most valued members and make them feel like we really know them.



- Access to IHG 's rich guest information for IHG Rewards members (not available for non-members)
- Access to guest HeartBeat feedback
- Ability for hotels to view/share guest comments with other IHG hotels
- Ability to update member profile Stay Preferences



How to Get Started

The EMP can be accessed in two ways:

1. From the member's existing PMS guest profile by clicking the "Guest Details" button.



2. On the member's profile in LoyaltyConnect.



How to Use

For Arrivals Planning & On-property Guests:

The EMP guest information is great for referencing during pre-arrivals planning as well as for on-property guests. This information allows us (and you!) to develop closer connections with our IHG Rewards members.



Hotel Operations

- Most IHG Rewards related functions are housed in Hotel Operations.
- This is where you go to award points to a member, request for Reward Night reimbursement, generate reports, and manage your hotel's DCO files.
- Your role dictates what functions you see in Hotel Operations.



Point Awards



- · Point Awards is a function under Hotel Operations.
- Use this to deposit points into a member account in real time.



- Hotel Front Desk Standard and Hotel Front Desk Fee Based can make deposits of under 1,000 points.
- Hotel Operations Manager can deposit points of any denomination and approve deposit requests of 1,000 points and above.

Roles Required

Point Awards is enabled to all users with the following Roles

- Hotel Front Desk Standard
- Hotel Front Desk Fee Based
- Hotel Operations Manager

Navigation

- 1. Go to Merlin.
- 2. Click on 'Applications'.
- 3. Click on LoyaltyConnect.
- 4. Click 'Access this tool'.
- 5. Click 'Hotel Operations'.
- 6. Click 'Point Awards'.

The following section provides details on depositing points through LoyaltyConnect. This includes instructions on:

- Manual Point Award Requests
- Processing Pending Point Awards
- Searching Posted Point Awards

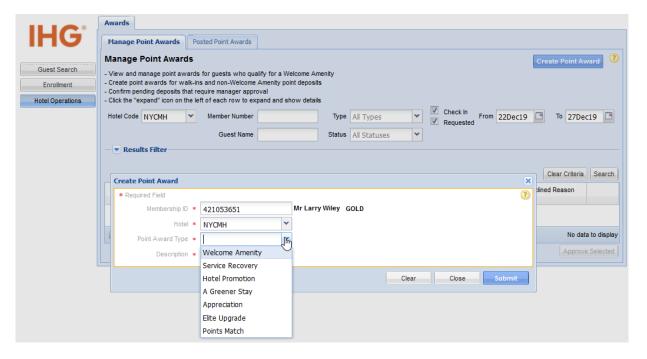


Manual Point Award Requests

1. Select Create Point Award.



2. Fill out the required fields.



- Membership ID (IHG Rewards member number)
- Choose Point Award Type
- Choose Description



- Choose Reason and enter comment when prompted.
- 3. Click Submit.

Tips on Creating a Point Award

- If you have the role of Hotel Operations Manager, the point award will be posted directly to the member's
 account.
- If you have the role of Front Desk Standard or Front Desk Fee Based AND the point amount is below 1,000 points, the point award will be posted directly to the member's account.
- If you have the role of Front Desk Standard or Front Desk Fee Based AND the point amount is 1,000 points or more, the request will go into a Pending status and will need to be approved by the Hotel Operations Manager. When this happens, this popup will appear on-screen. Select Yes to send for approval or select No to cancel the request.





Processing Pending Point Awards - Hotel Operations Manager

- 1. Log into LoyaltyConnect.
- 2. Select the Hotel Operation Manager role.
- 3. Click Hotel Operations.
- Click Point Awards.
- 5. All Pending point awards will appear at the top of the list.

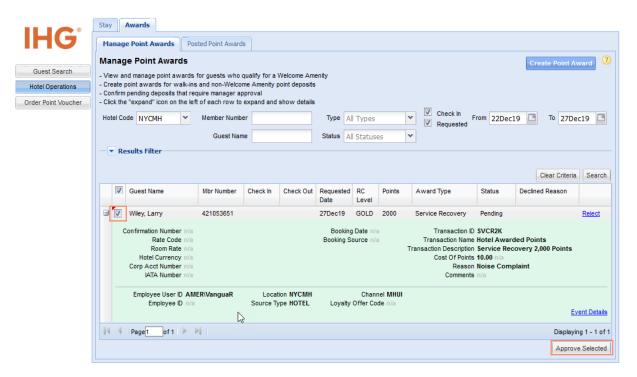


6. To view additional details about the request, such as the team member whom requested the points, click the expander icon next to the appropriate guest name.





7. To approve Pending Point Awards:



- Select the necessary row(s)
- To select all guests on a page, click the box next to Guest Name
- Click Approve Selected
- 8. To reject a Pending Point Award, click Reject for the row you would like to reject.



a. A message will appear asking you to confirm the rejection. Select Yes to reject the request.



Search Posted Point Awards

- 1. Log into LoyaltyConnect.
- 2. Select your role.
 - This ability is enabled for users with Front Desk or Hotel Operations Manager role.
- 3. Click Hotel Operations.
- 4. Click Point Awards.
- 5. Click Posted Point Awards.



6. The Posted Point Awards Screen contains all Point Awards that have previously been posted to members' accounts. You can search by the following attributes:



- Hotel Code
- Member Number



- Guest Name
- Type
- Amount
- Transaction Date
- 7. After inputting your search criteria, click Search. The results returned will include those records that match your search criteria.

Program Abuse

We have procedures in place to identify Point Awards abuse.

Your hotel can protect itself by:

- Reviewing all deposits made using the Point Awards tool to ensure the distributions are accurate and the
 points are being deposited into the correct member accounts. These deposits are immediately listed on
 the "Posted Point Awards" tab in LoyaltyConnect.
- Reviewing all deposits by running or requesting an automated daily email of the Point Deposit and Goodwill Events Report available within IHG Reporting.
- Periodically reviewing your employees' LoyaltyConnect user roles.

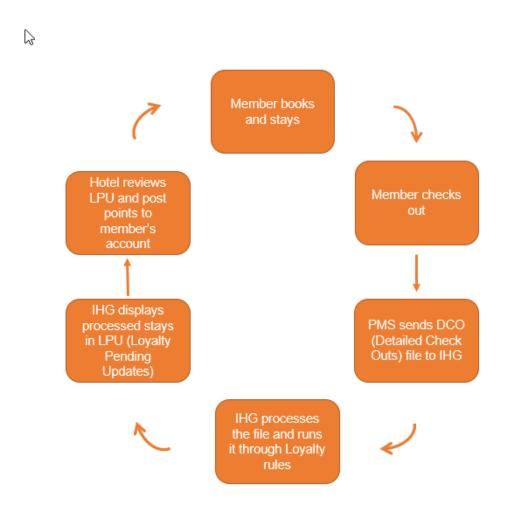
If you suspect program abuse, please contact our team at globalloyaltyoperations@ihg.com.



Points for Member Stays

Loyalty Pending Updates (LPU)

This section outlines the procedures that must be completed to process Loyalty Pending Updates (LPUs) to award Points for Member Stays.



Each time a guest stays in your hotel, that data is sent from your PMS to IHG via LoyaltyConnect. These
files are called DCO files. Your PMS transmits this file each night for all checkouts. See next page to see
what a successful transmission looks like.

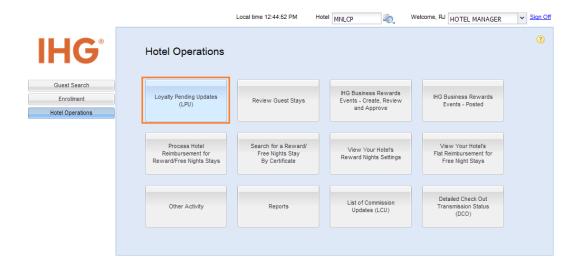




- Once received, IHG analyzes them and marks which stays should be awarded points. Then, they are
 displayed to you via the Loyalty Pending Updates screen or LPU, so you can review and modify them
 before they get posted to the members' account.
- You have 24 hours from the date of checkout to review the LPU with your end of day activities. See steps below.
 - o Only users with Hotel Manager role can perform this task.

Completing Loyalty Pending Updates (LPUs)

- 1. Log into LoyaltyConnect.
- 2. Click on 'Hotel Operations'.
- 3. Click on 'Loyalty Pending Updates (LPU).

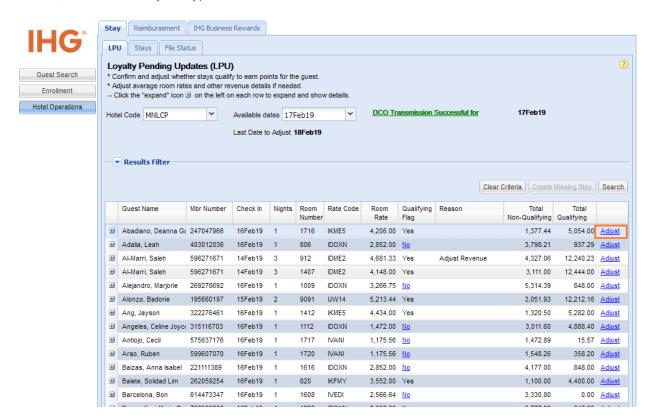




4. Prior to reviewing the pending updates, download the IHG Rewards: Daily Estimated Assessment Report shown below (Merlin>IHG Reporting>Guest>IHG Rewards>Assessment Preliminary Report) and the PMS Daily Check Out/Revenue Report. These reports will help with determining the accuracy of stays and determine any adjustments that must be made.

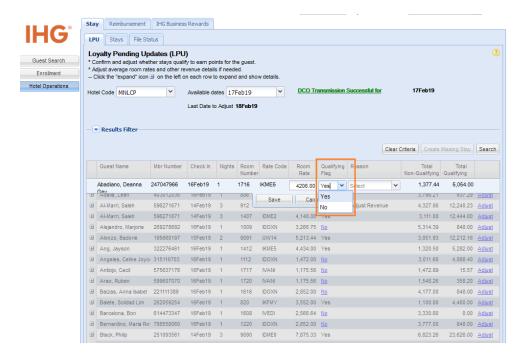


View the Average Daily Rate (ADR) for each guest record to ensure accuracy. If an adjustment is needed, click on the 'Adjust' hyperlink.



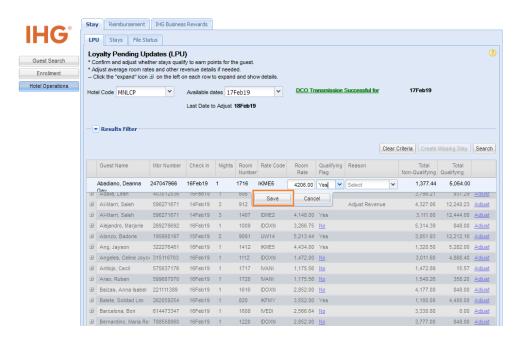


6. LoyaltyConnect is designed to make recommendations, based on rules set by the Loyalty Team, whether points should be awarded on stays or not. The 'Qualifying Flag' field will default to Yes for most Qualifying Rates. Most Non-qualifying Rates will default to No.



You will be able to set the Qualifying Flag on most rates. LoyaltyConnect, however, will revert your changes if the rate you are changing is a Force Qualifying Rate or a Force Non-qualifying Rate. A Force Qualifying Rate is a rate that always awards points to members; while a Force Non-qualifying Rate is rate that always doesn't give points. These rates are determined solely by the Loyalty Team.

7. Once the Qualifying Flag is adjusted, click 'Save'.





IHG Rewards GZGRP Qualified Rates

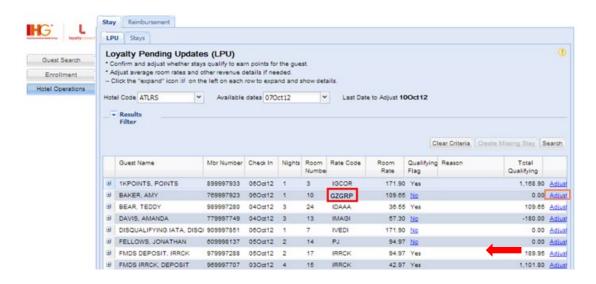
Guest rooms booked as part of a group, meeting or event block where the individual guest pays their own charges (room, tax, incidentals) *will qualify for points*. As a result, you may no longer treat individually paid group rates as non-qualifying. You must start paying points on these rates.

In the event guest room charges are billed to a master account, the stay will not qualify for points.

Because most group rates are not automatically marked as qualifying when they transition to the PMS and then go through the DCO process, your hotel must manually adjust group reservations in the LPU to ensure they are marked as qualifying.

To adjust:

- 1. During contract negotiation with the event planner, determine if the rooms booked will be qualified or non-qualified
- 2. When completing the group contract, your team should mark the group rooms as qualified when entering their reservations in your PMS. This marking should be made in the comments, so the guests are eligible to earn points
- 3. After the group has checked out, the person processing the LPU data should refer to the comments in the following reports to determine if the rate should be qualified:
 - a. If your hotel uses Opera, check the Member Stay Detailed report comments to see if the rate is qualified
 - b. If your hotel uses Amadeus PM Pro, refer to the Departures (members) report to see if the rate is qualified
- 4. If the notes in the PMS report indicate the rates should be qualified, the person processing the LPU needs to go into the LPU file and manually update each room booked so the qualifying stay indicator shows as "Yes".





DCO (Detailed Check-Out) File Status Screen

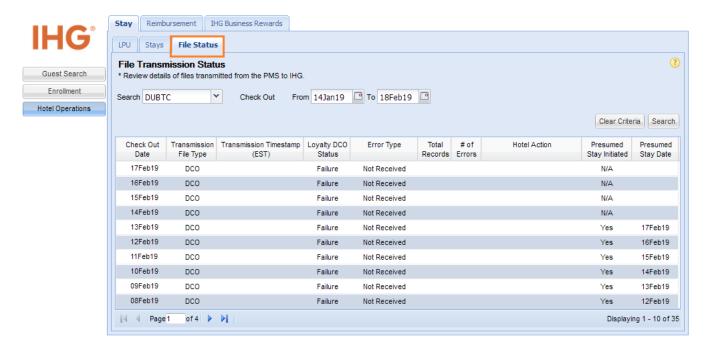
Most PMS versions used by IHG hotels can generate their DCO files and send it to IHG. There, however, may be instances where the transmission fails, and files are not sent. Here's how a failed transmission looks like.



<u>LPU</u> will not award points to IHG Rewards members until the DCO file has been resent and received by IHG. Therefore, it becomes your responsibility to re-establish the transmission.

To enable you to understand DCO errors and actions, additional details are available in LoyaltyConnect which will tell you why your DCO transmissions are failing and be empowered to make proper corrections in your PMS to send DCO files to automatically award points to members for their stays.

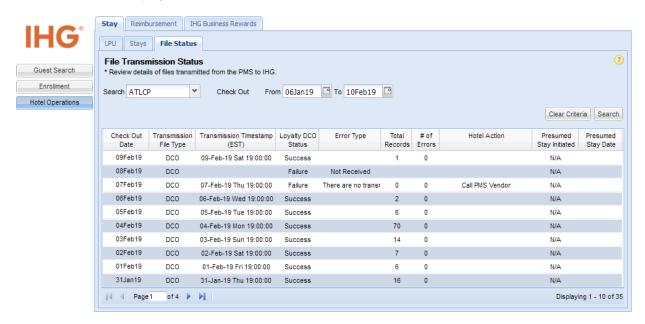
The File Status Screen allows your hotel to understand if a DCO file has been transmitted and processed successfully so that you can identify if issues exist and what actions to take to have them corrected.



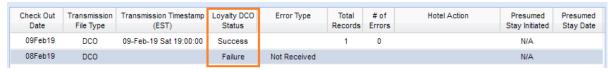


You must have Hotel Manager role to access this screen.

- 1. Access LoyaltyConnect.
- 2. Click Hotel Operations.
- 3. The Hotel Operations screen displays. Click the Detailed Check Out Transmission (DCO) button.
- 4. File Status Screen displays.



Loyalty DCO Status



- i. Success means that DCO file was received and processed.
- ii. Failure means DCO file was not received or records within the file contain an error.
- Error Type



i. There are Multiple Error Types that can be displayed in the Error Type Column. To view the detailed description of the error, hover over the Error Type with your mouse. This information should be provided to Hotel Systems Support when reaching out for assistance to have the errors corrected. See DCO Error Types for complete list.



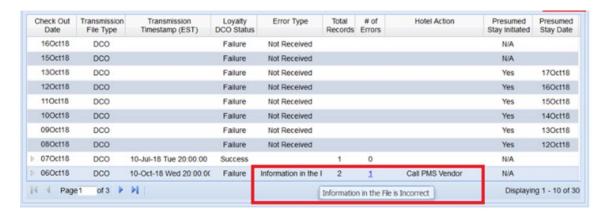
ii. Each of the errors above require that you contact a specific department to get it fixed.

Total Records

Check Out Date	Transmission File Type	Transmission Timestamp (EST)	Loyalty DCO Status	Error Type	Total Records	# of Errors	Hotel Action	Presumed Stay Initiated	Presumed Stay Date
09Feb19	DCO	09-Feb-19 Sat 19:00:00	Success		1	0		N/A	
08Feb19	DCO		Failure	Not Received				N/A	

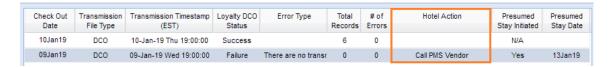
- i. Total Records field displays the amount of Records (Stay Data) that was in the DCO file.
- ii. A message box will display error details and can be used provide to Hotel Systems Support or your PMS Vendor to expedite troubleshooting.

of Errors



- i. If errors exist, under the Column display "# of Errors" you will see the values displayed as a hyperlink.
- ii. The # of Errors column displays the number of errors found in the stay data within the DCO file. You can ascertain how many stays were processed by subtracting the value in the '# of Errors' from the value in 'Total Records' for that stay date.
- iii. If a success status is received and additional DCO submissions are made for the same check out date, they will be marked as unexpected and no hotel action is needed.

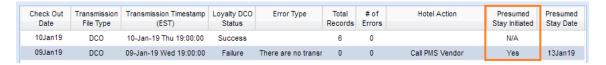
Hotel Action



- i. If a hotel action is needed it will be displayed within the Hotel Action Column.
- ii. Most DCO errors should be reported to your PMS vendor.



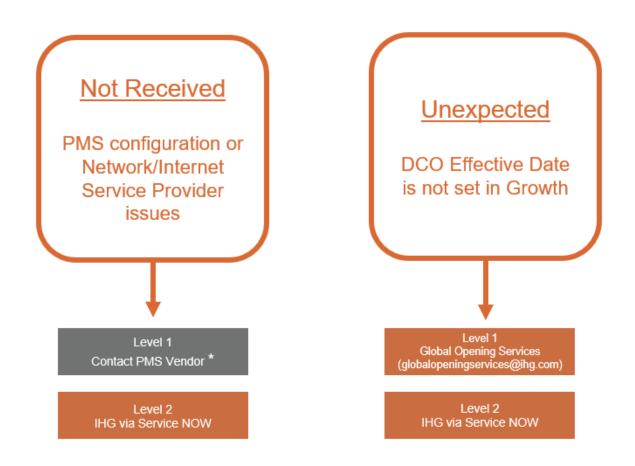
Presumed Stay Initiated



- i. If no DCO file is received after 96 hours, the system will automatically create stays based on booking data (Automated Presumed Stay Process). These stays will only count Room Rate towards Qualifying Loyalty Revenue for your hotel.
- ii. Presumed Stay will also ensure that members receive their points on a timely manner should a failed transmission occurs.

DCO Error Types

While there are several Error Types that you can see in LoyaltyConnect, **Not Received** and **Unexpected** are two error types that most need your attention.





Not Received

This error is usually caused by an issue with your PMS configuration or with your internet connection. This needs to be escalated to your PMS vendor by opening an MOS ticket.

The vendor will perform troubleshoot techniques until the connection is restored. If they find out that the issue is happening on the IHG side, you need to escalate it to the GSS Install Desk by opening a Service Now ticket at https://ihq.service-now.com

Unexpected

This error means that IHG is not expecting to receive your DCO files and usually happens when your DCO Effective Date has not been set in Growth. This can be resolved by contacting the Global Opening Services Team via email at globalopeningservices@ihg.com and asking them to set your DCO Effective Date.

The connection should commence 24 hours after the date is set. If this does not resolve the issue, you need to escalate it to the GSS Install Desk opening a Service Now ticket at https://ihg.service-now.com.

Other Errors

Here are some examples of Possible Stay Level Errors. You are not expected to be as familiar with all of these or why they are caused.

Oftentimes, we see errors can occur because required data is missing from the folio information in the PMS.



For further information about these errors or if you need help, please contact your PMS vendor.



Review Guest Stays

You can view guest stays through Review Guest Stays in LoyaltyConnect.

Roles Required

This function is available to the following roles.

- Hotel Back Office
- Sales Manager
- Hotel Manager
- Hotel Operations Manager

Navigation

- 1. Go to Merlin.
- 2. Click on 'Applications'.
- 3. Click on LoyaltyConnect.
- 4. Click 'Access this tool'.
- Click Hotel Operations.
- 6. Click Review Guest Stays.

How to Use



This screen is read-only.



It displays all guest stays at your hotel, including non-IHG Rewards members, for a range of dates. Use checkboxes to customize your view.

- Service Center Created Stays These are stays created by IHG Rewards Service Center
 Representatives on your behalf. This happens when a stay does not appear on the member's account
 and they are looking for their points. When a stay is created, you may or may not be billed for the cost of
 points. To know more information about created stays, please contact askihgrewardsclub@ihg.com.
- System Stay These are stays that are in the system.
- Enrolling Stay These are stays made by guests who enroll in IHG Rewards during a stay. A qualifying Enrolling Stay awards a member a flat 1,000 points. For more information about Enrolling Stays, please see the IHG Rewards Quick Reference Guide.
- IHG Rewards Stay These are stays made by IHG Rewards members.

If you are looking for a specific stay, you can use Results Filter to narrow down your results. Click View Stay Details to view revenue details, changes (if any), and the transaction history.

General Tips

- You can change or update these stays if you can see them in the Loyalty Pending Updates (LPU) screen.
 Changes are highly discouraged once they post on the member's IHG Rewards account.
- Stays that do not have a Member Number are made by non-IHG Rewards members. Use this opportunity to enroll them to the program and meet your enrollment incentive targets. For more information about the incentive program, please refer to the IHG Rewards Quick Reference Guide.



InterContinental Ambassador

Program Overview

InterContinental Ambassadors receive IHG Rewards Platinum status and benefits at all non-InterContinental Hotels & Resorts when the booking is made through an IHG channel. InterContinental Ambassador membership fees are:

- Enroll/Renew: \$100 USD for employees (no discount on points)
 - o This can be done by calling the Ambassador Service Center at the following numbers:
 - **1-888-211-7996 (U.S. & Canada)**
 - 0871 942 9099 (UK) (Calls cost 13p per minute plus your phone company's access charge)
 - +44 870 400 9099 (Rest of World)
 - Please note that the employee discount for Ambassador memberships cannot be combined with any other offer or promotion and will not count towards EFR and Ambassador targets and rewards.
- Enroll: \$200 (all channels) or for 40,000 IHG Rewards Club Points (online and CRO only)
- Renew: \$200 (all channels); for 40,000 IHG Rewards Club Points (online and CRO only).
 - o Renewals receive 15,000 IHG Rewards Club points when choosing the \$200 renewal option

InterContinental Ambassador is a loyalty program that targets and rewards InterContinental Hotels & Resorts' guests only.

Ambassador Member Benefits

For complete list of Ambassador Member Benefits at InterContinental Hotels & Resorts, please click <u>here</u> or visit the InterContinental Ambassador website at https://www.ihg.com/intercontinental/content/us/en/ambassador.

Royal Ambassador

Royal Ambassador status is extended by invitation only to a small percentage of InterContinental Ambassador members, based on their activity at InterContinental Hotels & Resorts.

Guaranteed Benefits Plan

The Benefits Guaranteed Plan is applicable to Royal Ambassador and Ambassador members to ensure we have a consistent service recovery plan when unable to deliver on Ambassador guaranteed benefits. Hotels are required to offer members a choice of a credit or points in accordance with the Guaranteed Benefits Plan guidelines.

If a Royal Ambassador or an Ambassador chooses to receive points as compensation, hotels should use the Hotel Point Deposit Tool in LoyaltyConnect. All team members with LoyaltyConnect access will be able to deposit



points in increments of less than 1,000. Front desk users can request deposits of 1,000 points and greater, but these deposits will require the approval of users with Hotel Operations Manager role access.

For steps to deposit points, please click here.

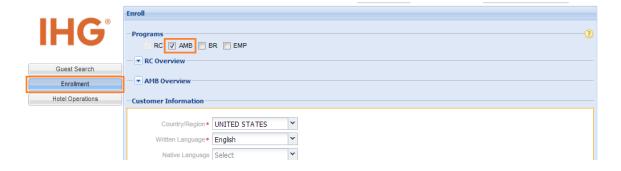
Enrolling an IHG Rewards Member to InterContinental Ambassador

Members may enroll online, through the Service Center or at any IHG property. Members must be IHG Rewards members before they can be enrolled as an Ambassador.

Beginning April 2020, you can enroll members to InterContinental Ambassador. You must have the role **Hotel Front Desk – Fee Based** to perform this action.

Below are the steps you can follow if they decide to enroll with you.

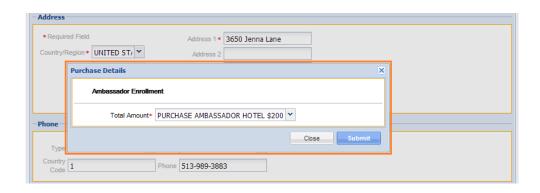
- 1. Log into LoyaltyConnect.
- 2. Click Enrollment then, check AMB.



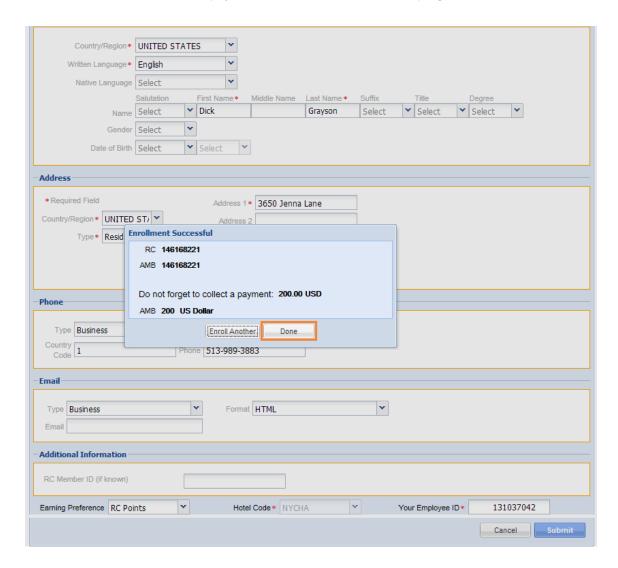
3. Complete all mandatory fields, as indicated by the red asterisk, on the enrollment screen. Some fields such as Passport, may be required by specific countries. Click Submit.



4. Purchase Details displays. Click Submit.



5. Enrollment successful. Collect their payment and welcome them to the program.





- The Ambassador will receive their <u>Weekend Night Certificate</u> electronically in their email after confirming their membership.
- Their benefits will begin immediately, and they may access their member card via the IHG App.
- Within 48 hours, their member status and an Ambassador status expiration date will be available on their IHG Rewards account page.

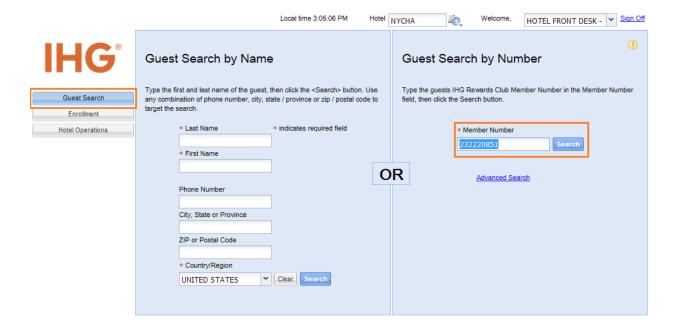
Renewing InterContinental Ambassador Status

When an Ambassador's status expires, they have 30 days to renew it. They can do so online, through the Service Center or at any IHG property.

LoyaltyConnect enables the Renew button on an account to help you determine which Ambassadors are eligible to renew.

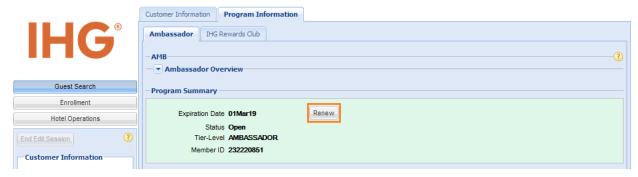
Below are the steps you can follow if they decide to renew with you.

- 1. Log into LoyaltyConnect.
- 2. Click Guest Search to pull up the Ambassador's account.

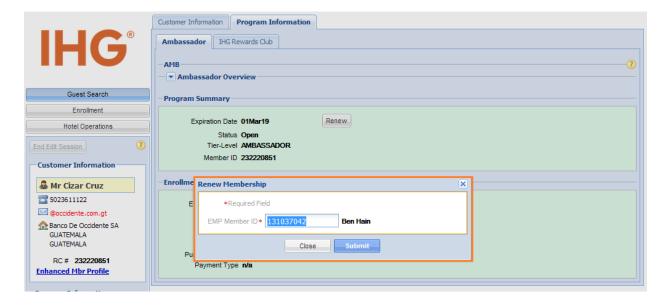


3. The account displays. Click Program Information, Ambassador, then Renew.





- If the Renew button is grayed out, it means that the Ambassador is not eligible for renewal. You may
 have to enroll the member again to the program following the steps outlined in Enrolling an IHG
 Rewards Member to InterContinental Ambassador.
- 4. Enter your Employee ID then click Submit.



5. Collect payment from the member. Click 'OK'.



6. The member's Ambassador is renewed



Digital Free Night Certificates

InterContinental Ambassador goes electronic as it eliminates paper certificates in favor of a digital experience.

Beginning 1 March 2019, all new and renewing Ambassadors will receive a Digital Weekend Night Certificate on their accounts.

Royal Ambassadors, on the other hand, will be granted a free night to use at any IHG property. This is in addition to the complimentary weekend night that's valid on the second night of a paid stay.

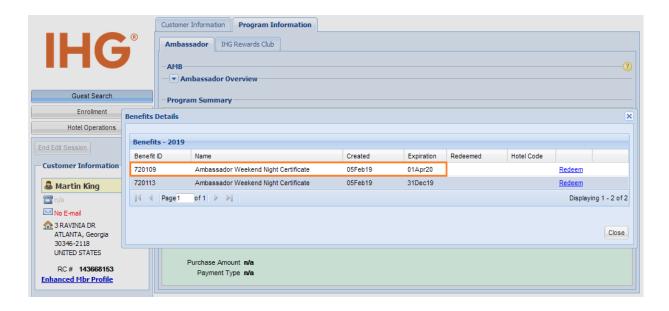
Digital Weekend Night Certificate

Members will still be required to book in advance using the "Ambassador Complimentary Weekend Night" rate (previously called "Ambassador Certificate"). The digital Weekend Night will be automatically loaded to a member's profile upon enrollment in the Ambassador program.

The booking process remains the same. Ambassadors should visit https://www.intercontinental.com/ambweekend to book their stay or contact any Central Reservations Office.

It can be used for weekend stays only. 'Weekend' is determined as follows: Friday, Saturday and Sunday, except in the Middle East where hotels may define the weekend as Thursday, Friday and Saturday.

The Digital Weekend Night Certificate appears in LoyaltyConnect as Ambassador Weekend Night Certificate under Benefit Details within the Ambassador Tab.





Royal Ambassador Free Night

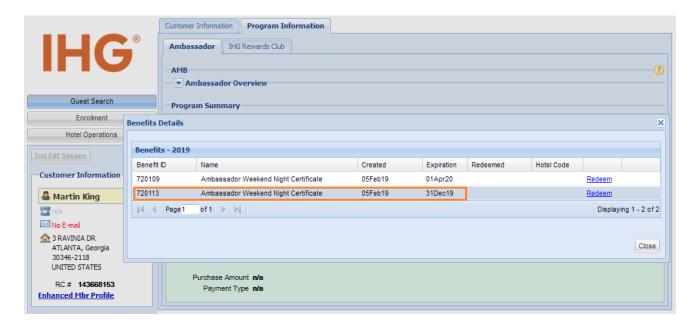
Within six weeks of receiving Royal Ambassador status, their account (accessible online via IHG.com or through the IHG app) will reflect their Royal Ambassador Free Night. It can be booked online or in the app. Royal Ambassadors may also contact our reservations office to book.

Apart from their weekend night, Royal Ambassadors are granted a free night to use at any IHG property, excluding InterContinental Alliance Hotels and IHG Army Hotels, for nights no greater than 70,000 points in value. It must be consumed by year end.

Once the night has been redeemed, the night will no longer be available for use.

It can be used in conjunction with the weekend night if it is not the first night of their complimentary weekend night stay. To illustrate, it'll be a total of 3 nights at the same property (2 nights using the weekend night certificate and 1 night using the free night certificate). The Royal Ambassador is required to make two separate reservations for these.

The Royal Ambassador Free Night also appears in LoyaltyConnect as Ambassador Weekend Night Certificate under Benefit Details within the Ambassador Tab.



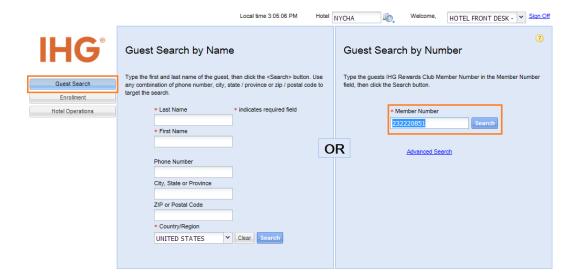
You will be able to tell the difference by looking at the expiration dates. The Digital Weekend Night Certificate expires when the Ambassador membership expires, while the Royal Ambassador Free Night expires by year end.



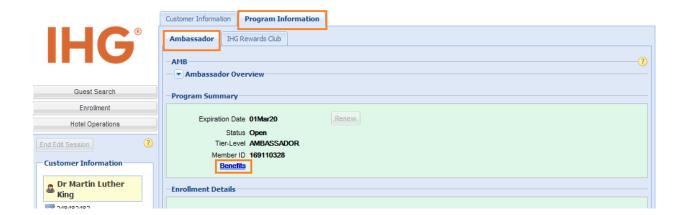
Check-in Procedure for Digital Night Stays

As this is a new experience, it is important to keep everything as seamless as possible. Follow these steps below when an Ambassador or a Royal Ambassador is checking in for a digital night stay:

- 1. Log into LoyaltyConnect.
- 2. Click Guest Search to pull up the Ambassador's account.

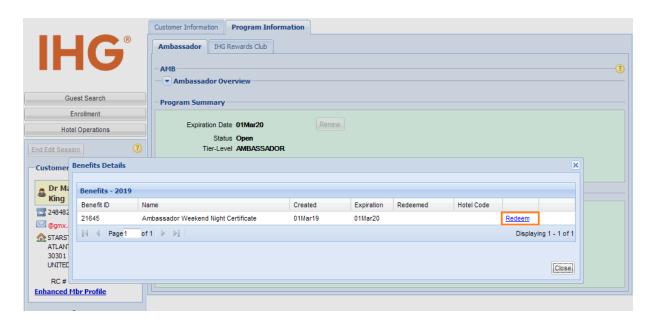


- 3. The account displays. Click Program Information, Ambassador, then Benefits.
 - Only users with Hotel Front Desk Fee Based and Hotel Manager roles will be able to access the Benefits Tab.

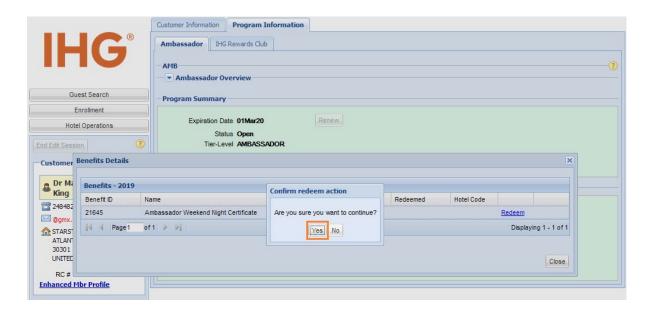




4. Collect their paper certificate if they are carrying one, then click Redeem.

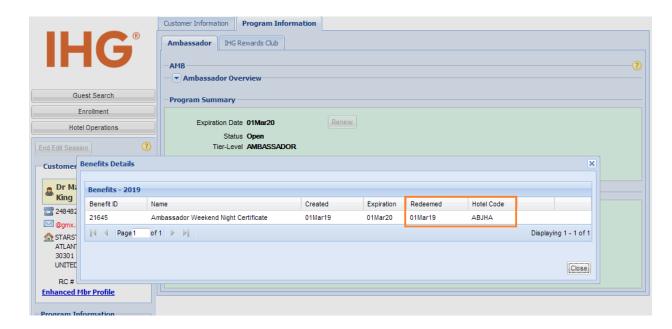


- If they only have a paper certificate and does not have a digital version on their account, please follow current check-in procedure.
- If there are multiple certificates, the best practice is to use the certificate that is first to expire.
- 5. Click 'Yes'.





6. The certificate is redeemed. It will display the date when it was redeemed, as well as, the hotel code of the property where it was redeemed.



Important: If you redeemed a certificate by mistake or need help with the certificate, you may contact the Ambassador Service Center or <u>Hotel Help Desk</u> for assistance.



Reward Nights and Free Nights

Regardless of your hotel brand, when a member books a Reward Night/Free Night stay at your hotel, he/she should experience an unforgettable stay with lasting positive memories. Reward Night/Free Night stays should NOT be free, non-revenue generating stays. Remember, these members are our most valuable guests.

While staying on a Reward Night/Free Night our members should receive all benefits applicable to their tier, e.g. room upgrades, early check-in/late check-out, Wellness Platter (welcome amenity), etc. and they should be recognized and acknowledged for being a loyal member of IHG Rewards Club including InterContinental Ambassador, Royal Ambassador, and Kimpton Inner Circle.

The delivery of unforgettable experiences on a Reward Night/Free Night is based on our commitment to the member in making the redemption stay the most memorable experience possible.

Activating Reward Night/Free Night Rate Categories

For you to accept Reward Night/Free Night reservations, the rate category "IVANI" must be activated and associated with a V1 rate code in Guest Reservations System. For Six Senses, the recommended price point for rate categories attached to the V1 rate code is 50% off C1 where C1 is equal to BFR of your standard room.

Following successful association, Reward Night/Free Night inventory equal to either 2 rooms or 5% of your guest room inventory, whichever is greater, will be allocated in Guest Reservations System. Kindly note that during periods when your cancellation window is at 45 days or greater, the Reward Night inventory may be reduced to 2% of total guest room inventory.



Reward Night and Free Night Reimbursement

Reimbursement Structure

Annually, your hotel may fall into one of three reimbursement levels based on your Reward Night penetration rate. The Reward Night penetration rate will be determined based on the prior year's 12-month billing period of October to September (i.e. 2020 Reward Night Penetration would be determined using the billing period of September 27, 2018 to September 26, 2019). Your reimbursement level will be based on a percent of your Leading (Standard) Room's daily ADR, as well, as the occupancy on the night of the stay*. See table below.

		Daily Occupancy						
		<85%	85 to less than	90 to less than	96%+			
			90%	96%				
Reward Night	<3%	40%	55%	75%	90%			
Penetration	3-6%	50%	65%	85%	95%			
	>6%	60%	75%	90%	95%			

^{*}Until the end of 2022, all Six Senses hotels will fall into the 3 – 6% reimbursement level. Each hotel's reimbursement will be based on a percent of its Leading (Standard) Room's daily ADR as well as its occupancy on the night of the stay

Note: If there are nights when there are no Leading (Standard) Room paid nights, your hotel's reimbursement will be determined using your hotel's standard room ADR from the previous calendar year OR daily ADR, whichever is lower. For newly opened hotels with no ADR from the previous year, budgeted ADR OR daily ADR, whichever is lower, will be used to determine reimbursement when there are no Leading (Standard) Room paid nights.

New Hotel Openings (NHOPs)

New hotels (NHOPs) will be reimbursed at the 3-6% Reward Night penetration level. After a rolling six months, nine months, and 12 months of start date, each NHOPs' Reward Night penetration rate will be measured.

At these checkpoints, if the Reward Night penetration level is above or below their current level, they will be moved into the corresponding level. The hotel will remain at the Reward Night penetration level calculated at the final (12-month) checkpoint through the end of the following billing year.

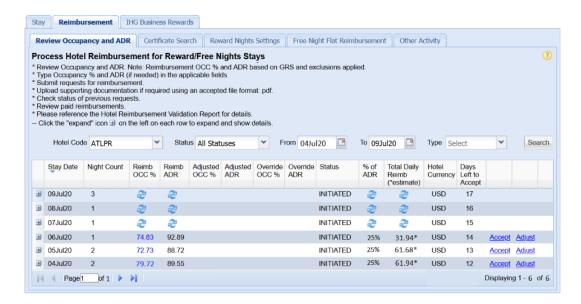
Auto-Reimbursement: Accepting/Adjusting Reward Night/Free Night Reimbursement Values

You must have **Hotel Manager** role to perform this function. If this is the first time you are requesting for reimbursement, make sure your tax rates and/or fees have been updated in LoyaltyConnect. See <u>Setting Tax</u> Reimbursement for Reward Nights/Free Nights for steps.

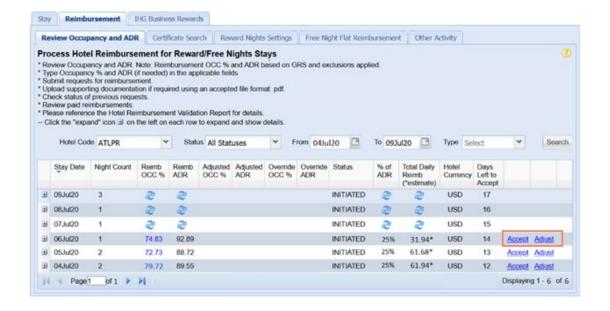
 Access LoyaltyConnect → Hotel Operations → Process Hotel Reimbursement for Reward/Free Nights Stays



- 2. Search for the desired Stay Date
- 3. The stay starts in INITIATED status
- 4. Pulling from Guest Reservation System/Concerto (GRS), LoyaltyConnect will display your Reimb OCC% and Reimb ADR for the days selected. The system will also display the % of ADR reimbursement that your hotel will receive for that stay date. In addition, the **Total Daily Reimb (*estimate)** amount for the day will be displayed. This amount is an estimate, denoted by the * until the reimbursements move to Paid status.

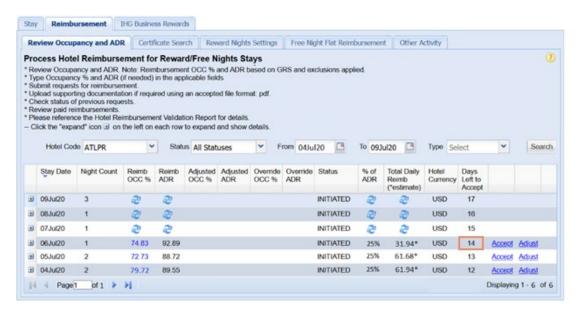


5. You will see two hyperlinks with options to **Accept** or **Adjust** these values.

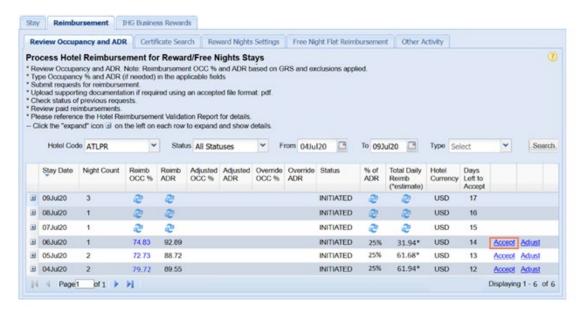




6. The **Days Left to Accept** allows you the see the days left to accept or adjust them. You can also do nothing and let the system to **Auto-Accept**.



7. Click Accept to agree to Total Daily Reimb (*estimate) amount.





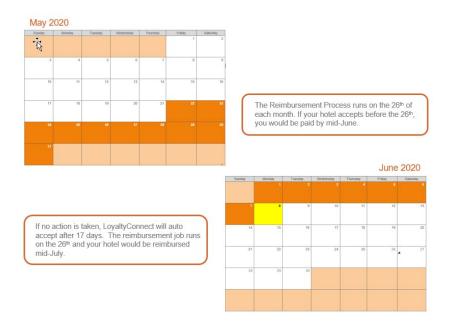
8. Click **Confirm & Accept** when the confirmation message appears. By accepting, the status changes from INITIATED to **ACCEPTED** which means your hotel will be paid the **Total Daily Reimb** (*estimate) amount in the next billing period.



Auto-Accept

With the Reimbursement process automated, there is no action required; however, by proactively accepting the **Reimb OCC**% and **Reimb ADR**, you ensure that your hotel is reimbursed in a timely manner and avoid potential delays that could occur if a record is auto accepted after the reimbursement financial process runs on the 26th of every month.

This illustration shows an example of how accepting the reimbursement amount early could potentially mean your hotel will be paid one month sooner.



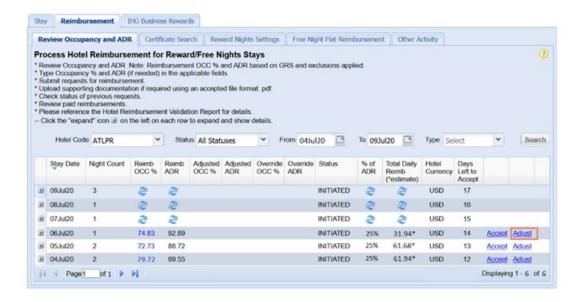


Adjusting Reimbursement Values

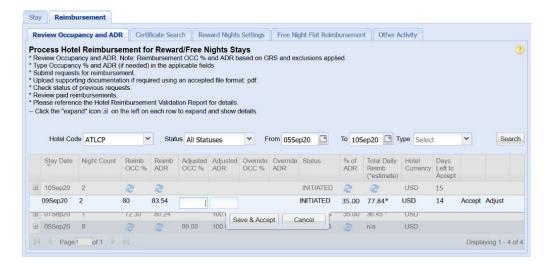
If you believe that the **System OCC**% and **System ADR** are incorrect, **please calculate the reimbursement amount using the Six Senses reimbursement structure** and enter that amount in "Adjusted ADR." You may also review the Hotel Reimbursement Validation Report in <u>IHG Reporting</u> before making any adjustments.

You must have Hotel Manager role to perform this function. To adjust, follow these steps:

 On Review Occupancy and ADR, click Adjust and input new values under Adjusted OCC% and/or Adjusted ADR.

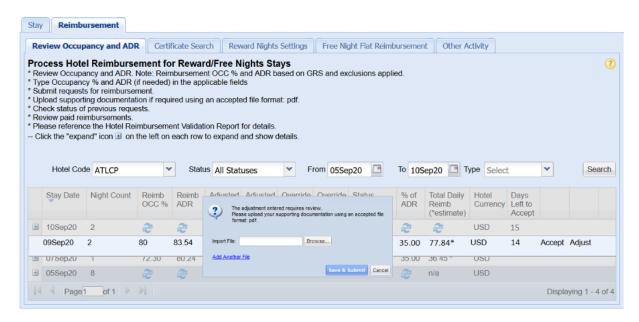


2. Input new values under Adjusted OCC% and/or Adjusted ADR then click Save & Accept.

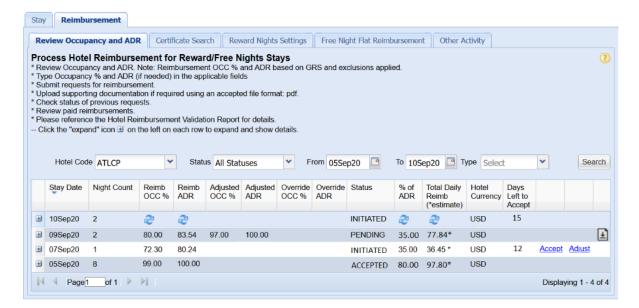




3. Click Confirm & Accept.



- 4. The system will evaluate the reimbursement rules and will prompt you to submit supporting documentation, if required, to process the reimbursement request. If you click **Cancel** when prompted and do not upload any documents, the reimbursement request is not submitted and the record stays in Initiated status.
- 5. Upload your <u>documentation</u> then click **Save & Submit**. The status will move from **INITIATED** to **PENDING**. A download icon will appear as well. You can download documents submitted for up to 120 days from the date of upload.





Important: When uploading documents, make sure its file name does not contain spaces or special characters. If you encounter an error, please rename the file and try again. We also recommend trying it on a different browser such as Chrome or Firefox. If this doesn't fix the issue, please contact Hotel Help Desk or open a support ticket via IHG Service Now.

6. An email will be generated to IHG Rewards Club prompting them to review the documents you submitted. Once approved, the status changes from **PENDING** to **ACCEPTED** which means your hotel will be paid the new **Total Reimbursement (*estimate)** amount in the next billing period.

Entering Reimbursement Values

There may be instances where there is not enough data available to accurately calculate **Reimb OCC**% and **Reimb ADR**. These are indicated by the symbol

In this case, your hotel should manually input the values to process the reimbursement for the stay date. To manually input the values, please follow the steps shown in the <u>Adjusting Reimbursement Values</u> section.

Reimbursement Documentation

The following are acceptable system generated reports. Please upload them in .PDF format.

Opera PMS	Amadeus PM Pro	Oasis PMS
Manager's	Occupancy	Rate Category
Report	Revenue Per	Report (please
	Rate Code	include all rates)
Rate Category	Report	
by Room Type		Daily Revenue
Report	Manager's	Report
	Statistics Report	

For instructions on how to generate these reports, please contact your PMS vendor.



Frequently Asked Questions

- 1. Is there anything that I must do to process Reward Night reimbursements?
 - You do not need to take any action to process reimbursements. The system will automatically
 process reimbursements after 17 days. However, you have the option to proactively accept
 Reimb OCC% and Reimb ADR to ensure a quicker reimbursement. For detailed steps on how to
 accept these values, see Accepting Reimbursement Values.
- 2. If I do not agree with the reimbursement calculation, what steps do I take?
 - If you don't agree with the **Reimb OCC**% or **Reimb ADR** that is provided, please make sure you have synced your hotel's PMS data feed to IHG recently and then review the Hotel Reimbursement Validation Report in IHG Reporting before adjusting them in LoyaltyConnect. To adjust, click on the Adjust button for the desired stay date. Then, manually input the Adjusted ADR and/or Adjusted OCC and submit. For detailed steps on how to submit an adjustment, see Adjusting Reimbursement Values.
- 3. How do I dispute the reimbursement after the adjustment window has passed?
 - If the system has automatically changed the status of a record to Accepted and you wish to submit a dispute, please contact Hotel Help Desk and they will assist with the dispute process.
- 4. Why isn't ADR and Occupancy populated for the stay dates?
 - There may be instances where there is not enough data available to accurately calculate Reimb
 ADR and Reimb OCC%. In this case, your hotel should manually input the Adjusted ADR and
 Adjusted OCC, using the Six Senses reimbursement structure to process the reimbursement for
 the stay date. For detailed steps to manually submit ADR and OCC, see Entering Reimbursement Values.
- 5. How can I ensure I get reimbursed in a timely manner?
 - Hotels should review the Reimb ADR and Reimb OCC% for each stay date. If the numbers provided by the system are correct, we recommend that you proactively accept. If they are not correct, then your hotel should submit an adjustment as soon as possible. For detailed steps on how to accept system numbers or submit an adjustment, see Accepting Reimbursement Values and Adjusting Reimbursement Values. Being proactive to accept or adjust the system numbers ensures that your hotel is reimbursed in a timely manner. If no action is taken, after 17 days the system will automatically accept the Reimb ADR and Reimb OCC%. This may cause some delay in reimbursement depending on when the auto accept occurs in relation to the reimbursement financial cycle.
- 6. What if I accidentally click on accept?
 - Once you click Accept, the system will ask you to confirm that you wish to Accept the Reimb ADR
 and Reimb OCC%. If you don't wish to proceed, click Cancel. If you Accept a record and then
 need to submit a dispute, please contact the Hotel Help Desk and they will assist with the dispute
 process.



- 7. When does my hotel get reimbursed?
 - On the 10th of the month, hotels are reimbursed for nights with an **Accepted** status on or before the 26th of the previous month.
- 8. What document formats are supported in the upload from LoyaltyConnect?
 - LoyaltyConnect supports upload of documents in .pdf format. The file name of the documents you are uploading should not include any spaces or special characters such as @, #, \$, %, &, * or + on their file name.
- 9. Once I upload supporting documentation, what's the process?
 - Once your hotel submits the adjustment with supporting documentation, <u>Hotel Help Desk</u> will review the request. If more information is needed, <u>Hotel Help Desk</u> will reach out to your hotel to request the information. Otherwise, if the documentation provided substantiates the adjustment, then the record is approved, and the reimbursement will be processed on the 26th of the month.
- 10. I encountered an error and it won't let me upload supporting document, what can I do?
 - Make sure the document's file name does not have spaces or special characters such as @, #, \$, %, &, * and + and try again. We also recommend trying it on a different browser such as Chrome or Firefox. If this doesn't fix the issue, please contact Hotel Help Desk or open a support ticket via IHG Service Now or https://ihq.service-now.com.
- 11. If I don't accept, what happens?
 - If a hotel does not proactively Accept or Adjust the Reimb ADR and Reimb OCC%, then after 17
 days the system will automatically accept the values and the hotel will be reimbursed based on
 those figures.
- 12. How long do I get to populate any adjustments?
 - You have 17 days to adjust the Reimb ADR and Reimb OCC%. After that time, the system will
 automatically accept the system values and your hotel will be reimbursed based on those values.
- 13. Why did the ADR or OCC values change from what was originally populated?
 - You may see a different Reimb ADR and Reimb OCC% than earlier because the system may recalculate the numbers based on the most recent data available to IHG.
- 14. How long do I have to access my reimbursement supporting documentation?
 - Once you upload documents in LoyaltyConnect, you can download them directly from the LoyaltyConnect for 120 days from the date of upload.
- 15. Can I adjust my reimbursements when in pending status?
 - No, a record in Pending status cannot be further adjusted. If you need to make changes to Adjusted ADR and/or Adjusted OCC% or have any follow-ups, please contact the <u>Hotel Help</u> Desk.



- 16. Can I still process Free Nights with the new Auto Reimbursement process?
 - Yes, if the Free Night is structured to follow the same reimbursement process as Reward Nights, then it will display on the same screen and be processed the same way as Reward Nights.
- 17. Why does my total reimbursement amount say estimated?
 - For records in Initiated, Accepted, or Pending status, we display an estimated total
 reimbursement amount (designated by an asterisk *). Once the record moves to Paid status, the
 asterisk is removed, and the actual total reimbursement amount is displayed.

Setting Tax Reimbursement for Reward Nights or Free Nights

From November 1 to 30, you will be able to update your tax rates and fees in LoyaltyConnect for the following calendar year. To report a change in tax rates outside of this timeframe, please contact the **Hotel Help Desk**.

Government-mandated, state and/or locally administered taxes or fees that would have been charged on a paid stay will be considered as standard and will be reimbursed on Reward Nights.

Resort fees, discretionary service charges and gratuities are not included as standard.

To update tax rates and/or fees during the November 1 to 30 tax update windows. You must have **Hotel Manager** role to perform this function.

- 1. Access LoyaltyConnect → Hotel Operations → View Your Hotel's Reward Night Settings
- 2. Scroll down to the Taxes and Fees section. Click Create New.

The **Create New** button is visible during the month of November. If you do not see the button, please contact **Hotel Help Desk**.



3. Enter the correct Tax Percentage and/or Flat Fee amount and then Save.



Reservations: "No-Shows", Cancellations, or Changes

All Reward Night and Free Night reservations require a credit card on file. You may not require or enforce advance deposits on Reward Night and Free Night reservations.

If a member cancels or "no-shows" a Reward Night or Free Night after the cancellation window has passed, the member's points will not be refunded, or the Free Night certificate will be voided. IHG will reimburse your hotel for the Reward Night or Free Night based on our reimbursement agreement. (Note: The process for reimbursement of Reward Nights or Free Nights that are canceled after the cancellation policy window has passed will be confirmed in Q1 2021.)

If a member "No-Shows" a Reward Night or Free Night reservation, you should change the reservation to "No-Show" in Guest Reservations System. You should not charge the member's credit card for any charges associated with the canceled Reward Night or Free Night.

Changes to Reward Night or Free Night Reservations

Changes should not be made to Reward Night and Free Night reservations. Changing any information on a Reward Night and Free Night reservation from your hotel's PMS may cause:

- Cancelled reservations
- Re-depositing points back into the member's account
- Non-payment of Reward Night or Free Night reimbursements

If a change is made, please contact the <u>Hotel Help Desk</u> on behalf of the member to correct the booking and ensure it's accurate.

Reinstatement Reimbursement Request

If your hotel was not reimbursed for a Reward Night or Free Night booking but the member stayed, you will need to ask for a Reinstatement Reimbursement Request as follows:

- 1. Contact Hotel Help Desk via email at askihgrewardsclub@ihg.com.
- 2. Include your hotel Inn Code (5-character mnemonic) in the subject line of the email.
- 3. Attach a PDF of the supporting document and it must include:
 - Guest stay folio
 - Signed registration card



 Excel Spreadsheet that contains reservation confirmation number, stay dates, first and last name, member ID number, and requested payment amount broken down by individual reservation (hotel calculations will be reviewed for accuracy)

Viewing Reimbursement Status for Individual Reward Night/ Free Night Reservations

You can view the reimbursement status of everyone Reward Night/Free Night stay for a given date. From the "Review Occupancy and ADR" screen, click on the + sign next to the stay date.

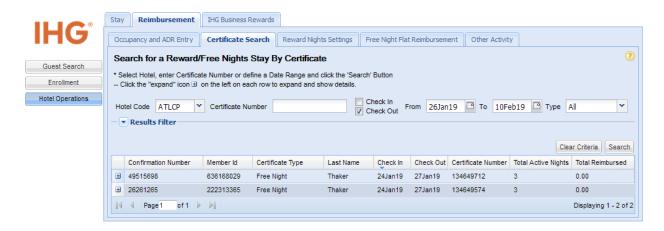
The Reward Night/Free Night Setting screen displays:

- The reimbursement amount the hotel will be paid Exception payments that have been made to your hotel
- Taxes and fees for your hotel

To update tax and fee fields, see Setting Tax Reimbursement for Reward Nights/Free Nights.

Search for a Reward Night/Free Night Stay

LoyaltyConnect allows you to search for specific Reward Night/Free Night or Free Night certificates to view reimbursement status.



- Use the search field to narrow criteria and the drop-down box to select certificate type
- Click <Search> to display records



Order Point Voucher

IHG Rewards Points & Upgrade Vouchers come in booklets of 25 paper vouchers each and in various denominations: 1,000, 5,000 and 10,000 points and Gold Elite upgrades.

Guests who receive vouchers simply go to www.ihgrewardsclub.com/deposit to deposit the vouchers and automatically add points or status to their account. Guests that are not current IHG Rewards members can enroll at the hotel, through the IHG Rewards website, or via the IHG App.

Vouchers can be used to help drive loyalty and IHG Rewards contribution at a hotel.

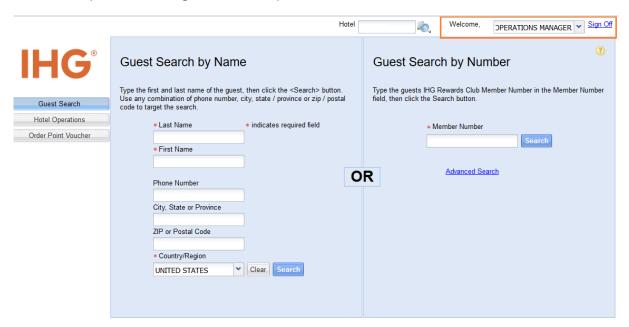
Gold Elite Certificates automatically upgrade an IHG Rewards member to Gold Elite Status which normally requires a guest to stay more than 10 nights at an IHG hotel. Benefits for Gold members include priority check-in, 10% bonus on base points and an exclusive Gold Elite Customer Service phone number.

IHG Rewards members can deposit the certificate online at www.ihgrewardsclub.com/deposit or via the IHG App.

How to Order

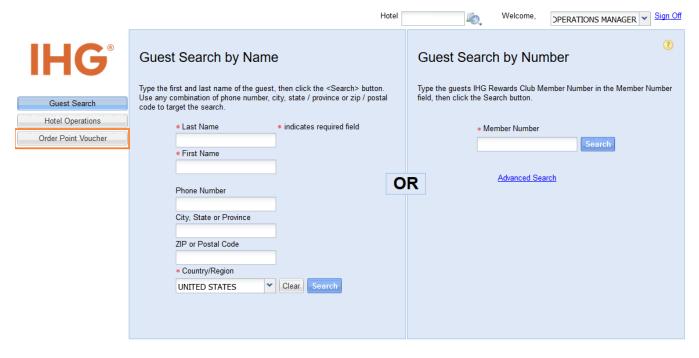
Users with Hotel Operations Manager role can order point vouchers, cancel point voucher orders, and view order history through LoyaltyConnect.

- 1. Log into LoyaltyConnect through the applications menu in Merlin.
- 2. Select Hotel Operations Manager from the dropdown.





3. Click the "Order Point Voucher" button on the left side menu.



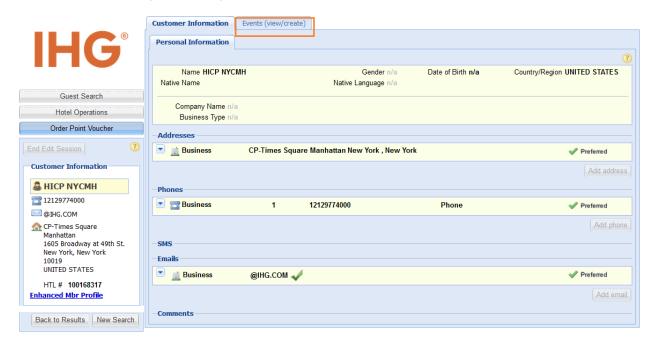
- a. If you have access to more than one hotel account, select hotel from popup display.
- b. If you are a single hotel user, it defaults to your hotel.

Note: An error message may be displayed your hotel has not been set up with an account for ordering vouchers. Please contact the <u>Hotel Help Desk</u> for assistance.

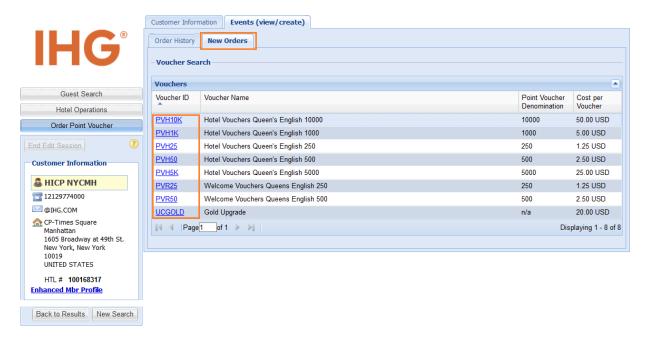




4. Next click the "Events (view/create)" tab.

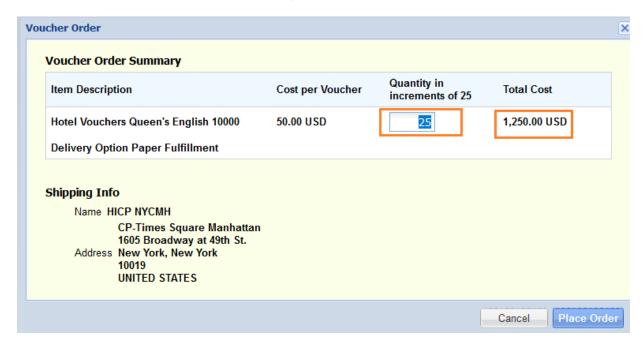


5. Select the "New Orders" tab to display a list of vouchers available for order, then click on the "Voucher ID" link to select which voucher to order.



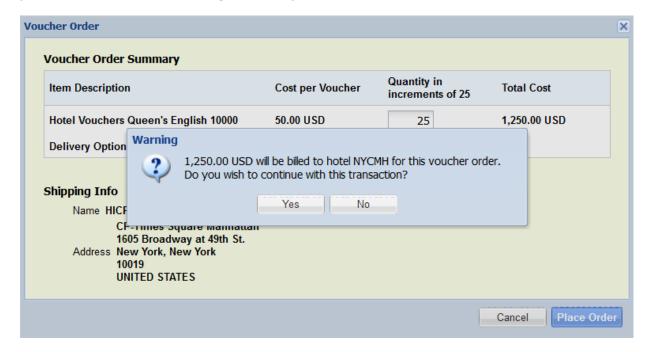


6. Select the number of "Books" desired for order, then click "Place Order".



Note: Total cost depends on number of books selected.

7. Click "Yes" to continue with this transaction. Purchase confirmation displays upon clicking Submit and your hotel will be billed on their regular monthly statement.





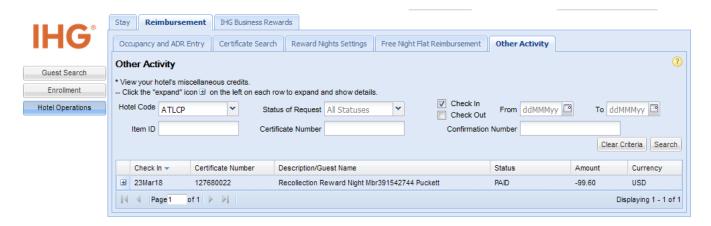
Other Activity

In LoyaltyConnect, go to the Other Activity tab, miscellaneous credits or reimbursement information will display, this information will be replicated to your hotel invoice.

From the Hotel Operations menu, click on the Other Activity link and the Activity report displays.



The status indicates whether credit is approved or paid. Click on the + sign next to the date to view the details for each credit.





Reports

IHG Rewards reports are available through the IHG Reporting tool by clicking on reports through the Hotel Operations button or by clicking on the Reports tab in the tool. From here you'll be available to view and print.





IHG Employee Room Benefit Program

As you go through the process to enroll your employees, please remember:

- Employees do not need to be enrolled all at once
- A Merlin ID is required for all IHG managed hotel employees to use the benefit
- All employees must be enrolled in IHG Rewards to use to enjoy the benefit. To enroll in LoyaltyConnect, see Enrolling New Members.
- The employee will need to add their IHG Rewards number to MyID. Instructions and job aids can be found on Merlin or you can click here.

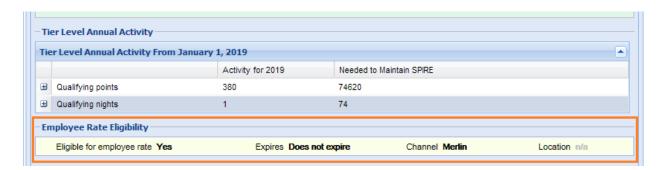
Franchise Hotels: If the employee does not have a Merlin ID and they plan to use the IHG Employee Room Benefit, you need to make sure the employee has been validated in our systems. Validation expires every six (6) months, so plan to update employee validation before an employee travel.

When an employee leaves or is terminated, you will need to remove eligibility in the program. Do so by following the steps outlined in this document.

Prepare for an Employee Arrival

Employees only qualify for the employee rate program if they are a current employee. It is recommended that as part of your front desk arrivals set-up for the day, you need to validate employee rate eligibility at the same time you are preparing your IHG Rewards arrivals.

- 1. Pull IHG Rewards or employee arrivals from your PMS
 - Note: It is more efficient if the report you use includes both rate and the IHG Rewards number)
- 2. In LoyaltyConnect:
 - Retrieve the employee's IHG Rewards account
 - Click Program Information
 - Under 'Employee Rate Eligibility' verify it states "YES"





- If it is marked "NO", put a trace on the reservation. The guest (employee) is not eligible for employee rate. If eligibility is not established, offer the guest the best available rate for the current reservation.
- At check-in, instruct the employee to contact their manager to update their LoyaltyConnect with eligibility status.

Activate an Employee without a Merlin ID

- 1. Go to Merlin > Applications > LoyaltyConnect
- 2. Select the Hotel Security role. If you do not have the Hotel Security role available to you, and do not know who it is for your hotel, contact your Area Manager.
 - Note to Security Admin: You can grant additional managers access to the Hotel Security role in LoyaltyConnect using the Security Administration Job Aid.
- 3. The Security User Management screen displays. Click "Manage Emp Rate Eligibility" on the left side.
- 4. Click "Add New"
- 5. Enter in employee's IHG Rewards member number
- 6. Click "Save"
- 7. Your employee can now participate in the IHG Employee Room Benefit program.

Maintain Employee Eligibility (Franchised hotels)

- 1. Click "Manage Emp Rate Eligibility"
- 2. Click on the employee's member number
- 3. To remove eligibility from the program, uncheck the box next to Eligible and click "Save"
- 4. To extend eligibility, click "Extend", which updates the expiration date by six months from the current date.



Glossary

- Reimb OCC% The value for Occupancy that IHG calculates for the hotel for a given stay date. Calculation based on data received from GRS.
- R ADR The per night reimbursement amount, based on Leading (Standard) Room ADR that IHG calculates for the hotel for a given stay date. Calculation based on data received from GRS.
- Adjusted OCC The Occupancy percentage that the hotel enters manually when the System OCC is incorrect, and the hotel wishes to adjust the values provided by the system.
- Adjusted ADR The Average Daily Rate that the hotel enters manually when the hotel believes the System ADR is incorrect and wishes to adjust the values provided by the system.
- Override OCC The Occupancy percentage that the Hotel Help Desk Agent enters manually to override or correct the value entered by the hotel.
- Override ADR The Average Daily Rate that the Hotel Help Desk Agent enters manually to override or correct the value entered by the hotel.
- **Total Reimbursement** The calculation of the total reimbursement amount expected for the stay date. The amount is an estimate, noted by an asterisk. Once the record moves to Paid status, the asterisk is removed, and the actual total reimbursement amount is displayed.
- **Days Left to Accept** This is the number of days that hotels must either Accept or Adjust the System OCC and System ADR before the system will automatically change the status from Initiated to Accepted.
- Hotel Help Desk A group within the larger Partner Relationship Support Team based in Manila that is
 responsible for reviewing supporting documents provided by hotels and processing high occupancy and
 disputed reimbursement requests.
- Loyalty Connect UI (LCUI) Application used by hotels to review and submit Reward Night and Free Night reimbursement requests.
- Service Center UI (SCUI) Application used by Hotel Help Desk Agents to review and process reimbursement requests.
- **Standard Room** This is the lead in room category that is assigned to C1 within Concerto. The following is defined at each Six Senses property:
 - o Bhutan
 - Six Senses Bhutan Lodge Suite
 - Cambodia
 - Six Senses Krabey Island Hideaway Pool Villa Suite
 - China
 - Six Senses Qing Cheng Mountain Six Senses Suite
 - o Fiii
- Six Senses Fiji Hideaway Pool Villa
- Indonesia
 - Six Senses Uluwatu, Bali -Sky Suite



- o Israel
 - Six Senses Shaharut Suite
- Maldives
 - Six Senses Laamu Lagoon Water Villa
- o Oman
 - Six Senses Zighy Bay Pool Villa
- Portugal
 - Six Senses Douro Valley Quinta Superior
- Seychelles
 - Six Senses Zil Pasyon Panorama Pool Villa
- Singapore
 - Six Senses Duxton Superior Shophouse
 - Six Senses Maxwell Merchant Room
- Thailand
 - Six Senses Samui Hideaway Villa
 - Six Senses Yao Noi Hideaway Pool Villa
- Turkey
 - Six Senses Kaplankaya Ridge Terrace Room
 - Six Senses Kocatas Mansions, Istanbul Deluxe Room
- Vietnam
 - Six Senses Con Dao Ocean Villa Duplex Pool Villa
 - Six Senses Ninh Van Bay Hill Top Pool Villa