



Four Points Kelowna

Monday, December 11, 2017

Ross Marrington
BC Golf Guide
1524 Woodbridge Road
Kelowna, BC V1W 3B4
(250) 764-0700
ross@bcgolfguide.com

Dear Mr. Marrington,

RE: 2018 Preferred Corporate Rate

Thank you for considering Four Points Kelowna as your hotel of choice – we look forward to accommodating BC Golf Guide travellers in the upcoming season. Please find listed below our special rates for preferred corporate companies along with the terms and conditions of our bookings. Should you find these arrangements agreeable, kindly sign one copy and return to my attention by **Friday, December 22, 2017**.

ACCOMMODATIONS

Preferred Corporate Rates are provided on the understanding that the company will provide a higher volume of guestroom nights to Four Points Kelowna. Production values are reviewed twice a year and may be adjusted in accordance to the actualized number of nights.

BC Golf Guide preferred corporate rates are as follows:

January 01 to March 30, 2018 – Traditional King or 2 Queens - \$119.00 per night*

April 01 to June 30, 2018 – Traditional King or 2 Queens - \$139.00 per night*

July 01 to September 30, 2018 – Traditional King or 2 Queens - \$179.00 per night*

October 01 to December 31, 2018 – Traditional King or 2 Queens - \$119.00 per night*

* All rates above are for traditional rooms only with one king bed or two queen-sized beds.

* The above rates are: (i) for accommodation only; (ii) quoted in Canadian funds and are net, non-commissionable; (iii) subject to 5% GST, 8% PST, and 3% MDRT (iv) for single or double occupancy. Each additional guest in the same room is subject to a \$10 per night surcharge. Two children of the adult guest(s), 16 years old or younger may stay for free.

* Check-in commences at 3:00pm and checkout time is 12:00 noon.

* Deluxe king rooms available for an upgrade fee of \$20.00

Four Points Kelowna commits to honor this rate and BC Golf Guide agrees to communicate with its frequent travelers, naming Four Points Kelowna as the preferred hotel vendor in Kelowna. In addition, it is agreed that Four Points Kelowna will be prominently positioned in any printed or electronic rate directories published by BC Golf Guide

Four Points Kelowna

5505 Airport Way, Kelowna, BC. V1V 3C3
Hotel (250)807-2000 ~ Fax (250)807-7420



Four Points Kelowna

RESERVATIONS

Individual Reservations can be made through your preferred travel agency, our reservation department at 1-855-900-5505 or our website www.fourpointskelownairport.com using your Preferred Corporate I.D number which will be sent to you once this agreement is returned signed.

CHARGABLE RESERVATION POLICIES

1. **No-show Policy**

If a guest fails to arrive for a booking that your employee has reserved, the employee will be charged for one night's accommodation plus applicable charges. In the case that the company goes to Direct Billing, the company will be charged for the no-show instead.

2. **Cancellation Policy**

Once your reservation has been made our cancellation policy allows for cancellation by 6pm day of arrival, cancellations made after this time may be charged a fee not exceeding one night's charge.

BILLING PROCEDURES

All guestroom charges including room & tax and/or incidentals will be the responsibility of the individual traveler. If a traveler does not have a credit card, a cash deposit will be required upon check in at the front desk.

If charges are to be direct billed to BC Golf Guide prior arrangements and notification to our reservations office is required. In addition to a completed credit application, we require a letter on company letterhead authorizing billing. This information must be updated annually. All direct billing authorized by your company is guaranteed for payment. Payment is due upon receipt of invoice, but no later than 30 days after check out.

OPTION DATE

If you would like to proceed with these arrangements, please sign and return this letter by **Friday, December 22, 2017.**

Terms of this agreement are subject to a bi-annual review, at which time room night production will be measured and evaluated. The Four Points Kelowna reserves the right to cancel or alter terms of this agreement with thirty days written notice if volume is not on pace to meet the annual room night commitment.

Should you have any questions or concerns, please do not hesitate to contact me.

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5505 Airport Way, Kelowna, BC. V1V 3C3
Hotel (250)807-2000 ~ Fax (250)807-7420



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Thank you once again for choosing Four Points Kelowna. We look forward to working with you and the rest of the BC Golf Guide team.

Sincerely,

A handwritten signature in black ink, appearing to read "Brett Madsen".

Brett Madsen
Sales & Marketing Manager
Four Points Kelowna

DATE

Ross Marrington
BC Golf Guide

DATE