



2018/19 FIT WHOLESALE RATE AGREEMENT
(This agreement replaces all other agreements)

BC Golf Guide
1524 Woodridge Road
Kelowna, British Columbia V1W 3B4 CANADA
Tel: 250-764-0700
Fax:
Email: ross@bcgolfguide.com

CONTRACT PARTIES

FOUR SEASONS RESORT AND RESIDENCES WHISTLER
4591 Blackcomb Way
Whistler, BC Canada V0N 1B4

RESERVATIONS

Telephone: 604-935-3400
Facsimile: 604-935-3455
Contact: Wholesale Reservations Coordinator
E-mail: wholesalereservations@fourseasons.com

SALES OFFICE

Telephone: 778-340-1955
Facsimile: 604-935-3455
Contact: Tiffany Whelan
Title: Sales Manager
E-mail: tiffany.whelan@fourseasons.com

BC Golf Guide, herewith referred to as the "Operator" and Four Seasons Resort and Residences Whistler referred to as the "Resort".

The following net rate agreement is to be used for any FIT Wholesale bookings of fewer than 10 rooms per night. Group requests of ten or more rooms per night must be directed to the sales contact listed at the bottom of this agreement for an individual group quote.

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Four Seasons Resort Whistler Wholesale Net Rates 2018-19

- **Book By August 31, 2018:** Take 40% off net rate grid below - Applicable on Resort King to One Bedroom Premier Suites for bookings arriving December 14, 2018- April 22, 2019 (highlighted light blue column). Booking must be 5 or more nights.
- **Book By November 15, 2018:** Take 35% off net rate grid below - Applicable on Resort King to One Bedroom Premier Suites for bookings arriving December 14, 2018- April 22, 2019 (highlighted light blue column). Booking must be 5 or more nights.
- **Book By January 31, 2019:** Take 20% off net rate grid below - Applicable on Resort King to One Bedroom Premier Suites for bookings arriving December 14, 2018- April 22, 2019 (highlighted light blue column). Booking must be 5 or more nights.
- **Book February 1-April 22, 2019:** Take 15% off net rate grid below - Applicable on Resort King to One Bedroom Premier Suites for bookings arriving February 1, 2019- April 22, 2019 (highlighted light blue column). Booking must be 4 or more nights.
- *** Ten for Ten Offer:** See Specials grid for details.

Four Seasons Resort & Residences Whistler	*** NO OFFERS APPLICABLE April 8, 2018- December 13, 2018	December 14, 2018- December 31, 2018	December 31, 2018- January 5, 2019	January 6, 2019- February 1, 2019	February 1, 2019- February 23, 2019	February 24, 2019- April 22, 2019
EBB Percentage off discounts apply on the following rooms: *Please note Early Booking offers do not apply on April 8, 2018-December 13, 2018 or April 22, 2019-December 13, 2019 (yellow highlighted column)						
Resort King Room	\$200.00	\$255.00	\$1,707.00	\$563.00	\$774.00	\$633.00
Superior King Room	\$224.00	\$302.00	\$1,833.00	\$584.00	\$825.00	\$666.00
Deluxe King Room	\$242.00	\$335.00	\$1,947.00	\$637.00	\$859.00	\$697.00
Premier King Room	\$286.00	\$1,303.00	\$2,243.00	\$765.00	\$1,011.00	\$771.00
Four Seasons Executive Suite	\$388.00	\$1,948.00	\$2,738.00	\$965.00	\$1,343.00	\$941.00
Four Seasons Deluxe Executive Suite	\$394.00	\$1,103.00	\$2,946.00	\$1,193.00	\$1,392.00	\$1,159.00
Interconnecting Deluxe Two Bedroom	\$626.00	\$2,333.00	\$4,266.00	\$1,462.00	\$2,067.00	\$1,423.00
One Bedroom Premier Suite	\$475.00	\$1,313.00	\$6,103.00	\$1,296.00	\$1,602.00	\$1,238.00
EBB Percentage off discounts DO NOT apply on the following rooms:						
Two Bedroom Four Seasons Executive Suite	\$621.00	\$1,040.00	\$4,143.00	\$1,670.00	\$1,833.00	\$1,623.00
Two Bedroom & Den Town House	\$934.00	\$1,139.00	\$3,813.00	\$2,103.00	\$2,494.00	\$2,046.00
Two Bedroom Premier Suite	\$1,520.00	\$1,878.00	\$3,488.00	\$2,438.00	\$2,992.00	\$2,467.00
Two Bedroom Panorama Suite	\$1,779.00	ON REQUEST		\$2,799.00	\$3,131.00	\$2,743.00
Two Bedroom Residence	\$1,891.00	ON REQUEST		\$1,809.00	\$4,813.00	\$3,440.00
Three Bedroom Residence	\$2,313.00	ON REQUEST		\$1,503.00	\$7,602.00	\$6,413.00
Three Bedroom and Den Residence	\$2,367.00	ON REQUEST		\$1,647.00	\$6,314.00	\$4,847.00
Four Bedroom and Den Residence	\$3,601.00	ON REQUEST		\$1,030.00	\$5,747.00	\$5,022.00

Initials *PN* *N*

Four Seasons Resort & Residences Whistler Summer 2019 Rates	***NO OFFERS APPLY!!! April 23, 2019- June 20, 2019	***NO OFFERS APPLY!!! June 21, 2019- September 1, 2019	***NO OFFERS APPLY!!! September 2, 2019- December 12, 2019
	MON-SUN	MID WEEK MON-THU	WEEKEND FRI-SUN
Resort King Room	\$227.00	\$227.00	\$503.00
Superior King Room	\$246.00	\$246.00	\$530.00
Deluxe King Room	\$266.00	\$266.00	\$581.00
Premier King Room	\$315.00	\$315.00	\$629.00
Four Seasons Executive Suite	\$405.00	\$405.00	\$932.00
Four Seasons Deluxe Executive Suite	\$433.00	\$433.00	\$1,022.00
Interconnecting Deluxe Two Bedroom	\$689.00	\$689.00	\$1,382.00
One Bedroom Premier Suite	\$633.00	\$633.00	\$1,296.00
Two Bedroom Four Seasons Executive Suite	\$683.00	\$683.00	\$1,566.00
Two Bedroom & Den Town House	\$1,027.00	\$1,027.00	\$1,746.00
Two Bedroom Premier Suite	\$1,672.00	\$1,672.00	\$1,971.00
Two Bedroom Panorama Suite	\$1,956.00	\$1,956.00	\$2,196.00
Two Bedroom Residence	\$2,080.00	\$2,080.00	\$2,340.00
Three Bedroom Residence	\$2,676.00	\$2,676.00	\$2,610.00
Three Bedroom and Den Residence	\$2,972.00	\$2,972.00	\$2,790.00
Four Bedroom and Den Residence	\$3,963.00	\$3,963.00	\$2,970.00

All rates quoted above are:

- Net, non-commission in Canadian Dollars.
- Subject to applicable taxes currently at 5% General Sales Tax (GST), 10% Provincial Sales Tax (PST) which is made up of 8% PST tax and 2% Hotel tax (AHRT). Total tax is 15%. Taxes are applicable to the equivalent Canadian Dollar amount and are subject to change.
- Rates quoted are based on single or double occupancy per room.
- A charge of \$50.00 CAD applies for an additional adult in the room (see Appendix B for occupancy configurations).
- Children under 18 years old stay at no additional charge when sharing a room with an adult (based on Appendix B).
- All rates quoted above include:
 - Complimentary Basic Internet access in guest rooms. Premium Internet access is available at \$20.00 per day, per room plus tax.
 - Complimentary wireless internet in public areas (library, lobby, lounge)
 - Daily complimentary Wine Reception (subject to change)
 - Twice daily housekeeping service
 - Seasonal S'mores by the fire pit
 - Complimentary overnight shoe shine
 - Entertainment in Sidecut Bar (subject to change)

SPECIAL VALUE ADDED OFFERS

See appendix A

BLACK-OUT DATES

Due to periods of high occupancy, black-out dates will be sent to the stop sell emails provided by your company as they arise. Availability over the black-out dates will not be considered at the Net Rates.

Please refer to the Stop Sell Email that will be sent out periodically throughout the duration of the contract. Operators will be informed in advance of blackout dates or stop sell dates via email as they arise. Blackout dates may include a full blackout of the hotel or a stop sell of certain room types. Please update your systems accordingly with stop sell notices. Any future stop sells will be communicated via email.

HOTEL CANCELLATION AND DEPOSIT POLICY

Shoulder/Summer/Early Winter		Holiday/Festive		Winter		Shoulder/Summer/Early Winter	
Apr 8, 2018 - Dec 20, 2018		Dec 21, 2018 - Jan 5, 2019		Jan 6, 2019 - Apr 22, 2019		Apr 23, 2019 - Dec 19, 2019	
Deposit	Cancellation	Deposit	Deposit	Cancellation	Cancellation	Deposit	Cancellation
Deposit of 1st night room and tax is due 48 hours prior to arrival and is non-refundable.	Cancellations must be made by 5:00 pm local time 48 hours prior to arrival for the deposit to be refunded.	Two nights non-refundable deposit will be taken at the time of booking. The balance of payment will be taken 60 days prior to arrival for all guestrooms, Four Seasons Executive Suites and Deluxe Four Seasons Executive Suites. This payment is non-refundable.	Cancellations will forfeit the 2 nights deposit. Cancellations made within 60 days prior to the guest's arrival will forfeit the entire room and taxes prepayment. Top 10 Suites and Private Residences Cancellations made within 90 days prior to the guest's arrival will forfeit the entire room and taxes prepayment.	Full prepayment taken 30 days prior to arrival and is non-refundable.	Cancellations made within 30 days will forfeit the entire prepayment.	Deposit of 1st night room and tax is due 48 hours prior to arrival and is non-refundable.	Cancellations must be made by 5:00 pm local time 48 hours prior to arrival for the deposit to be refunded.
Top 10 Suites Deposit of 1st night room and tax is due 7 days prior to arrival and is non-refundable.	Top 10 Suites Cancellations must be made by 5:00 pm local time on the 7th day prior to arrival for the deposit to be refunded.			Private Residence 2 night deposit at time of reservation (non-refundable) unless reservation is for 1 night. Any remaining balance taken 30 days prior to arrival and is non-refundable.	Private Residence 2 night deposit at time of reservation (non-refundable) unless reservation is for 1 night. Cancellation within 30 days will forfeit entire pre-payment.	Top 10 Suites Deposit of 1st night room and tax is due 7 days prior to arrival and is non-refundable.	Top 10 Suites Cancellations must be made by 5:00 pm local time on the 7th day prior to arrival for the deposit to be refunded.
Private Residence 1 night deposit at time of reservation (non-refundable)	Private Residence 1 night deposit is non-refundable.	Top 10 Suites & Private Residences Two nights non-refundable deposit will be taken at the time of booking. The balance of payment will be taken 90 days prior to arrival and is non-refundable.				Private Residence 1 night deposit at time of reservation (non-refundable)	Private Residence 1 night deposit is non-refundable.

ESTIMATED MEAL RATES

CONTRACT RATES (Net/adult)	
Adult Hot Buffet Breakfast	\$42.00 CAD
Children's Hot Buffet Breakfast	\$21.00 CAD

- Above rates are offered in Sidecut Restaurant and can be added to reservations (these are estimated meal prices)
- Rates above do not include tax and gratuities (subject to change)
- Rates are subject to change later in season.
- Children aged 5 and under may choose from the children's menu when ordering in Sidecut Restaurant or Sidecut Bar
- In the event the buffet is not available, a Credit will be given to the guest to select from the a la carte menu.

- All cancellations in rooms and daily breakfast add on packages will be subject to the same cancellation policies as the room cancellation grid on page 5. (i.e. 30 days prior to arrival in Jan 6-April 22, 2019, winter season, breakfast packaging is non-refundable)

RESORT FEES

The resort does not have a resort fee but reserves the right to implement one at a later date on new bookings. In the event a resort fee is implemented, it would be communicated well in advance to all Wholesale tour operators, so reservations systems may be adjusted accordingly.

CONDITIONS

1. CURRENCY

All rates in this Agreement are quoted in Canadian Dollars (CAD\$)

1. TAX

In the event of tax alterations by the government, the Resort reserves the absolute right to collect the revised tax without prior notice.

2. CONDITIONS IN RESPECT OF RATES

- a. Rates are not valid for incentives, meetings and special interest groups of 10 or more on any given night.
- a. The Resort reserves the right to charge the appropriate rates for reservations over and above the contracted room allocation.
- b. Contracted rates are applicable on the Operator's company account, only. Should the guest be paying on his/her own account regular published rack rates will be applied.
- c. Contracted rates must be bundled with other inclusions and are applicable only for brochure "packages" to include airport to resort transfers, accommodation, activities and, if applicable, airfare. These rates cannot be published as "room only" rates. Net rates must not be exposed in tariff listings or to source market operators. In the event net rates are not bundled, or if the resort finds these rates published on any channel, the resort reserves the right to terminate this agreement.

3. BEDDING

The pull out sofa bed in the guest room is considered an extra bed and will be used as bedding for the additional person in the room. Rooms with pull out sofa beds cannot accommodate a roll away bed. Each room carries a maximum occupancy of adults and children per room. All guestrooms are able to accommodate one baby crib, for infants.

4. RESERVATIONS

Direct reservations made by Guest or Travel Agents will not be accepted by the Resort at the contract rates stated herewith. The Operator shall direct all reservations to the Reservations Department of the Resort via facsimile or e-mail with complete details.

Facsimile (604) 935-3455

E-mail wholesalereservations@hiltons.com

For inquiries and assistance, you may contact our Reservations Department at telephone number: (604) 935-3400.

Subject to availability of the facilities required, the Resort shall accept and confirm the reservations in writing and notify the Operator within 48 hours of receiving correspondence. **Reservations shall not be binding upon the Resort until such acceptance and confirmation is issued.**

5. PARKING

Overnight Valet parking charges have been established at *\$45.00 (CAD) per car (per night) plus 5% GST. **Rates are subject to change.

6. CHECK-IN / CHECK-OUT

Check-in is at 4:00 pm and check-out is at 11:00am

7. DAY USE RATES / LATE CHECK-OUT

12:00 noon to 6:00 pm	-	50% of contracted rate
Beyond 6:00 pm	-	100% of contracted rate

Note:

Day Use and room change is subject to availability and confirmation by the Resort. The Day Use rates are net of taxes. To guarantee accommodation for guests with late flights and especially during the Festive Season, it is highly recommended to book an additional night upon reservation.

8. VOUCHERS/CREDIT

If the operator uses vouchers, please provide us with a sample. The Resort shall be entitled to invoice the Operator for such amounts as are supported by official vouchers or taxes issued by the Operator, without the necessity to produce the guests' acknowledgment.

9. PAYMENTS

- a. The services payable by the Operator shall be those specified in the reservation document forwarded to the resort.
- b. Unless otherwise instructed in writing by the Operator, the Guest(s) shall be responsible for payment of all incidental charges incurred during the stay to be settled upon check out.
- b. The Operator will prepay all bookings 30 days prior to the guests' arrival date, unless billing arrangements have been made. To apply for direct billing you must apply for credit directly with the hotel.
- c. Payment may be made by Company cheque or Wire Transfer. Bank account details to be provided upon request.

Please note, if billing privileges have been granted, all cancellation policies outlined above will still apply.

10. CANCELLATION POLICY

In case of cancellation, a written notice of cancellation must be received by the Resort on or before the release/cut-off period as stated in this Agreement.

A unique cancellation # will be provided by the Resort. The Operator is required to produce this # in case of dispute of cancellation. Cancellations will be considered incomplete without a cancellation #.

In the event such written notice is not received within the time limit stated, the Resort reserves the right to charge as above as laid out in hotel cancellation and deposit policy.

11. NO SHOW

Non-arrivals will be subject to the same charge as late cancellations: 100% of the room rate for the whole period of the reservation.

12. RENOVATION / UPGRADING

In order to keep the Resort in good condition, the Resort reserves the right to carry out repairs, renovation or upgrade / preventive maintenance programs as it may deem fit. The decision to renovate / upgrade shall be made by the Resort at its absolute discretion, but prior notice of commencement of any major renovation work on a prolonged basis that may affect guests comfort will be given to the Operator.

13. BROCHURE INCLUSION/ PARTICIPATION

The Operator will feature the Resort prominently in its program(s) and brochure(s) as a "Deluxe Resort" or "Luxury Resort" and will include colored photograph(s). The brochure copy must be reviewed at proof stage and approved by the resort before printing or listing on the Internet. Please be sure to return a sample brochure with the signed agreement.

14. INTERNET SALES

The Operator may not use the Internet as a medium of advertising/distribution without the express written consent of the Resort. The Operators may not sell room only, unbundled rates to a 3rd party who uses the Internet as a medium of advertising/distribution without express written consent. The Resort may suspend or terminate this contract immediately if the Operator breaches this clause.

15. TRAINING

The Operator will provide the Resort the opportunity to conduct in-office training presentation to their reservations staff at least once per calendar year.

16. CONFIDENTIALITY

All information contained in this contract is private and confidential and shall not be disclosed to a third party for any reason or purpose without the written agreement of the Resort. The Resort reserves the right to terminate this contract if this confidentiality clause is broken.

17. TERMINATION

Termination of the Agreement will occur following the below circumstances:

- a. If the Operator commits a breach of any of the terms and conditions of this Agreement.
- a. If the Operator enters into a bankruptcy or liquidation whether compulsorily or voluntarily (otherwise than for the purpose of amalgamation or reconstruction) or compounds with its or their creditors or takes or offers any similar action in consequence of debt or is served with notice of or relating to bankruptcy or liquidation proceedings or if execution is levied against any of the assets of the Operator
- b. Upon any change in the composition or (in any case of a company) ownership of the Operator.
- c. Force Majeure.
If for any reason beyond the Resort or Operator's reasonable control, including but not limited to Strikes; labor disputes; acts, regulations or orders of governmental authorities; civil disorder; Disasters; acts of terrorism; acts of war; acts of God; fires; flood or other emergency conditions; any delay in necessary and essential repairs of the Resort, the Resort or the Operator is unable to perform its obligations under this Agreement; such non-performance is excused and such party may terminate this Agreement without further liability of any nature, upon return of the operator's deposit or payment. In no event shall Hotel or Operator be liable for consequential damages of any nature for any reason whatsoever.
- e. If the Operator distributes contract rates or sub-contracts to other agencies or tour operators.
If there is non-observance by the Operator of the terms and conditions as it applies to the rates in clauses 1-19.

18. GENERAL PROVISIONS

This Agreement shall be governed by and construed in accordance with the laws of Canada

- a. Authority to Sign.
If this Agreement is signed in the name of the Operator, the person(s) signing represents and warrants to the Resort that he/she has full authority to sign Such Agreement and that in the event he/she is not so authorized, he/she will be personally liable for the faithful performance of the Agreement.
- b. Entire Agreement.
This Agreement contains all of the understandings between the parties and may only be modified in writing signed by both parties.

19. MINIMUM PRODUCTION REQUIREMENTS

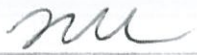
This agreement is based on a minimum yearly production of 50 room nights, in the previous calendar year. Failure to produce 75 room nights will warrant a review and may result in Four Seasons Resort Whistler declining to renew the agreement.

This offer is valid for 30 days from the date of issue. These rates will take effect on February 1, 2018. Kindly acknowledge your acceptance of the TERMS AND CONDITIONS as stated above by signing and returning the attached duplicate copy of this Agreement along with three original samples of your hotel voucher within the specified period.

IN WITNESS WHEREOF the parties hereto have caused this Agreement to be executed as of the date last written below:

On behalf of:

FS Whistler LP
dba **FOUR SEASONS RESORT**
AND RESIDENCES WHISTLER

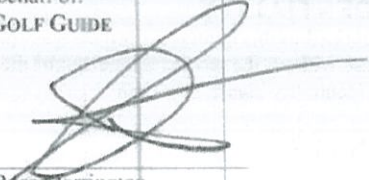


Ms. Tiffany Whelan
Travel Industry and Group Sales Manager



Mr. Chelan Goonetilleke
Director of Marketing

On behalf of:
BC GOLF GUIDE



Mr. Ross Marrington,
Owner and Editor

Mrs. Linhua Cheung
Director of Finance

Please provide the Email for those
who we would send our Stop Sell Dates to.

Date of Issue: February 5, 2018



Appendix A – Room Block BLOCK ALLOCATION

The Resort shall allocate to the Operator the following room allocation

FREE SELL UNTIL STOP SELL IS ISSUED

- a. Materialization factor will be reviewed by the Hotel on a quarterly or seasonal basis from commencement of the contract. If materialization falls below the contracted level, the Resort reserves the right to exercise with notice the adjustment of room allotments or cancellation of daily allotments.
- a. In the event such materialization is not met to the satisfaction of the Resort, then not withstanding any terms herein to the contrary, the Resort reserves its right to release any or all of reserved rooms during the festive season or year round whenever possible.
- b. Room allocations must be fully utilized first prior to requesting confirmation for reservations made outside the contracted room allocation. Additional Reservations over and above the contracted room allocation will be at the Resort's discretion subject to availability.
- c. The Resort reserves the right to adjust room allocations or issue Stop sell notices via email with advance notice in the event of high occupancies.

RELEASE/CUTOFF PERIOD

The Resort will operate based on the following release/cut-off periods

All dates
24 hours from the time a stop sell is issued.

Due to periods of high occupancy, black-out dates may occur. Availability over the black-out dates will not be considered at the Net Rates. Operators will be informed in advance of blackout dates or stop sell dates. Blackout dates may include a full blackout of the hotel or a stop sell of certain room types.

Please refer to the Wholesaler Availability Chart that will be sent out periodically throughout the duration of the contract. Operators will be informed in advance of blackout dates or stop sell dates. Blackout dates may include a full blackout of the hotel or a stop sell of certain room types. Please update your systems accordingly with stop sell notices. Any future stop sells will be communicated via email.

BM *W*

	*** NO OFFERS APPLY!!! April 8, 2018- December 13, 2018	December 14, 2018- December 20, 2018	December 21, 2018- January 1, 2019	January 2, 2019- February 7, 2019	February 8, 2019- February 23, 2019	February 24, 2019- April 22, 2019	***NO OFFERS APPLY!!! April 23, 2019- December 13, 2019
PERCENTAGE OFF: Offers are combinable with upgrade promotions and 10 for 10 offer. Valid on new bookings only. VALIDITY BASED ON BOOK BY DATE	NO OFFERS	Refer to rate grid for Specifics on Percentages off by book by date					NO OFFERS
DOUBLE UPGRADES: Offers are combinable with percentage off EBBs and 10 for 10 offers. No other published offers are combinable. Valid on new bookings only. BOOK BY AUGUST 31, 2018	NO DOUBLE UPGRADES	NO DOUBLE UPGRADES	Double Upgrade on 10+ nights on Deluxe King Rooms. The Highest upgrade received would be a Four Seasons Executive Suite.	NO DOUBLE UPGRADES	Double Upgrade on 10+ nights on Deluxe King Rooms. The Highest upgrade received would be a Four Seasons Executive Suite.	NO DOUBLE UPGRADES	
SINGLE UPGRADES: Offers are combinable with percentage off EBBs and 10 for 10 offers. No other published offers are combinable. Valid on new bookings only. BOOK BY AUGUST 31, 2018	NO OFFERS	NO OFFERS	Single Upgrade on 7+ nights Deluxe King. The Highest upgrade received would be a Four Seasons Executive Suite.	NO SINGLE UPGRADE	Single Upgrade on 7+ nights Deluxe King. The Highest upgrade received would be a Four Seasons Executive Suite.	NO OFFERS	
TEN FOR TEN: Offers are combinable with double upgrade and resort EBB percentages off. No other published offers are combinable. Valid on new bookings only from Deluxe Room to One Bedroom Premier Suites. VALID FOR ARRIVALS: JANUARY 2, 2019- APRIL 22, 2019	NO OFFERS	For any booking of ten or more nights, take an additional 10% off your booking on Deluxe Room category to One Bedroom Premier Suite	For any booking of ten or more nights, take an additional 10% off your booking on Deluxe Room category to One Bedroom Premier Suite	For any booking of ten or more nights, take an additional 10% off your booking on Deluxe Room category to One Bedroom Premier Suite	For any booking of ten or more nights, take an additional 10% off your booking on Deluxe Room category to One Bedroom Premier Suite	For any booking of ten or more nights, take an additional 10% off your booking on Deluxe Room category to One Bedroom Premier Suite	




Resort Name	Maximum Occupancy											Bedroom 1	Bedroom 2
	Adult		Adult	Children		Adult	Children	Full Bath	1/2 Bath	Extra Bed	Sofa Bed		
Resort King	2	OR	1	1	OR			1		No	No	-	-
Superior King	2	OR	1	1	OR			1		No	No	-	-
Deluxe King	3	OR	2	2	OR	2	2	1		No	Yes	-	-
Premiere King	3	OR	2	2	OR	2	2	1		No	Yes	-	-
Interconnecting Deluxe 2 Bedroom	6	OR	4	4	OR	4	4	2		No	Yes	Yes	Yes
FS Executive Suites	3	OR	2	2	OR	2	2	1		No	Yes	-	-
Deluxe FS Executive Suite	3	OR	2	2	OR	2	2	1		No	Yes	-	-
One Bedroom Premier Suite	2	OR	2		OR	1	2	1	1	No	No	-	-
Two Bedroom FS Executive Suite	5	OR	4	1	OR	3	2	1	1	No	Yes	-	-
Two Bedroom Premier Suite	4	OR	4	2	OR	2	4	2	1	No	No	-	-
Two Bedroom & Den Townhouse	5	OR	4	2	OR	2	4	2	1	No	Yes	-	-
Two Bedroom Panorama Suite	4	OR	2	2	OR			2	1	No	No	-	Yes

Resort Residences	Maximum Occupancy								Full Bath	1/2 Bath	Extra Bed	Sofa Bed	Sofa Bed Location		#Units
	Adult		Adult	Children		Adult	Children	Living Room					Den		
Two Bedroom Resort Residences	4	OR	2	2	OR	1	3	2	1	No	Yes	Yes		1	
Three Bedroom Resort Residences	6	OR	4	2	OR	3	2	2	2	No	Yes	Yes		1	
Three Bedroom and Den Resort Residences	7	OR	6	2	OR	4	4	2	2	No	Yes		Yes		
Four Bedroom and Den Resort Residences	9	OR	8	2	OR	6	4	3	2	No	Yes		Yes	2	

initials: *R M*

IN WITNESS WHEREOF the parties hereto have caused this Agreement to be executed as of the date last written below:

On behalf of:
FS Whistler LP
dba **FOUR SEASONS RESORT**
AND RESIDENCES WHISTLER




Ms. Tiffany Whelan
Travel Industry and Group Sales Manager

Mr. Chelan Goonetilleke
Director of Marketing



Mrs. Linhua Cheung
Director of Finance

On behalf of:
VIP MOUNTAIN HOLIDAYS


Mr. Ben Thomas
Director

Julie Zoung
sales Manager

service@vipmountainholidays.com
Please provide the Email for those
who we would send our Stop Sell Dates to.

Date of Issue: February 5, 2018

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FREE SELL UNTIL STOP SELL IS ISSUED
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- a. In the event such materialization is not met to the satisfaction of the Resort, then notwithstanding any terms herein to the contrary, the Resort reserves its right to release any or all of reserved rooms during the festive season or year round whenever possible.
- b. Room allocations must be fully utilized first prior to requesting confirmation for reservations made outside the contracted room allocation. Additional Reservations over and above the contracted room allocation will be at the Resort's discretion subject to availability.
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RELEASE/ CUTOFF PERIOD

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Due to periods of high occupancy, black-out dates may occur. Availability over the black-out dates will not be considered at the Net Rates. Operators will be informed in advance of blackout dates or stop sell dates. Blackout dates may include a full blackout of the hotel or a stop sell of certain room types.

Please refer to the Wholesaler Availability Chart that will be sent out periodically throughout the duration of the contract. Operators will be informed in advance of blackout dates or stop sell dates. Blackout dates may include a full blackout of the hotel or a stop sell of certain room types. **Please update your systems accordingly with stop sell notices. Any future stop sells will be communicated via email.**

	*** NO OFFERS APPLY!!! April 8, 2018- December 13, 2018	December 14, 2018- December 20, 2018	December 21, 2018- January 1, 2019	January 2, 2019- February 7, 2019	February 8, 2019- February 23, 2019	February 24, 2019- April 22, 2019	***NO OFFERS APPLY!!! April 23, 2019- December 13, 2019
PERCENTAGE OFF: Offers are combinable with upgrade promotions and 10 for 10 offer. Valid on new bookings only.	NO OFFERS	Refer to rate grid for Specifics on Percentages off by book by date					NO OFFERS
VALIDITY BASED ON BOOK BY DATE							
DOUBLE UPGRADES: Offers are combinable with percentage off EBBs and 10 for 10 offers. No other published offers are combinable. Valid on new bookings only. BOOK BY AUGUST 31, 2018	NO DOUBLE UPGRADES	NO DOUBLE UPGRADES	Double Upgrade on 10+ nights on Deluxe King Rooms. The Highest upgrade received would be a Four Seasons Executive Suite.	NO DOUBLE UPGRADES	Double Upgrade on 10+ nights on Deluxe King Rooms. The Highest upgrade received would be a Four Seasons Executive Suite.	NO DOUBLE UPGRADES	
SINGLE UPGRADES: Offers are combinable with percentage off EBBs and 10 for 10 offers. No other published offers are combinable. Valid on new bookings only. BOOK BY AUGUST 31, 2018	NO OFFERS	NO OFFERS	Single Upgrade on 7+ nights Deluxe King. The Highest upgrade received would be a Four Seasons Executive Suite.	NO SINGLE UPGRADE	Single Upgrade on 7+ nights Deluxe King. The Highest upgrade received would be a Four Seasons Executive Suite.	NO OFFERS	
TEN FOR TEN: Offers are combinable with double upgrade and resort EBB percentages off. No other published offers are combinable. Valid on new bookings only from Deluxe Room to One Bedroom Premier Suites. VALID FOR ARRIVALS: JANUARY 2, 2019- APRIL 22, 2019	NO OFFERS	For any booking of ten or more nights, take an additional 10% off your booking on Deluxe Room category to One Bedroom Premier Suite	For any booking of ten or more nights, take an additional 10% off your booking on Deluxe Room category to One Bedroom Premier Suite	For any booking of ten or more nights, take an additional 10% off your booking on Deluxe Room category to One Bedroom Premier Suite	For any booking of ten or more nights, take an additional 10% off your booking on Deluxe Room category to One Bedroom Premier Suite	For any booking of ten or more nights, take an additional 10% off your booking on Deluxe Room category to One Bedroom Premier Suite	

EXCLUSIVE TO A STRATA MARKET:
ELEVATE YOUR HEIGHTS:
 Luxurious accommodation in a Two Bedroom Four Seasons Executive Suite, a Two Bedroom and Den Townhome, a Two Bedroom Premier Suite, or Two Bedroom Panorama Suite. Two Bedroom Resort Residence, Three Bedroom Resort Residence, Three Bedroom and Den Resort Residence, Four Bedroom Resort Residence
Offer includes:
 Complimentary Daily Buffet Breakfast for up to four guests.
 Take 30% off Net rates for stays 10 nights or more
 For Arrivals Jan 6-Jan 24, 2019 (cannot be combined with other offers. Based on Availability)
 Book By August 31st, 2018

Resort Name	Maximum Occupancy										Bedroom 1	Bedroom 2
	Adult	Adult	Children		Adult	Children	Full Bath	1/2 Bath	Extra Bed	Sofa Bed		
Resort King	2	OR 1	1	OR	-	-	1		No	No	-	-
Superior King	2	OR 1	1	OR	-	-	1		No	No	-	-
Deluxe King	3	OR 2	2	OR	2	2	1		No	Yes	-	-
Premiere King	3	OR 2	2	OR	2	2	1		No	Yes	-	-
Interconnecting Deluxe 2 Bedroom	6	OR 4	4	OR	4	4	2		No	Yes	Yes	Yes
FS Executive Suites	3	OR 2	2	OR	2	2	1		No	Yes	-	-
Deluxe FS Executive Suite	3	OR 2	2	OR	2	2	1	1	No	Yes	-	-
One Bedroom Premier Suite	2	OR 2	-	OR	1	2	1	1	No	No	-	-
Two Bedroom FS Executive Suite	5	OR 4	1	OR	3	2	1	1	No	Yes	-	-
Two Bedroom Premier Suite	4	OR 4	2	OR	2	4	2	1	No	No	-	-
Two Bedroom & Den Townhouse	5	OR 4	2	OR	2	4	2	1	No	Yes	-	-
Two Bedroom Panorama Suite	4	OR 2	2	OR		2	2	1	No	No	-	Yes



Resort Residences	Maximum Occupancy										Sofa Bed Location			
	Adult		Adult	Children		Adult	Children	Full Bath	1/2 Bath	Extra Bed	Sofa Bed	Living Room	Den	Stairs
Two Bedroom Resort Residences	4	OR	2	2	OR	1	3	2	1	No	Yes	Yes	-	1
Three Bedroom Resort Residences	6	OR	4	2	OR	3	2	2	2	No	Yes	Yes	-	1
Three Bedroom and Den Resort Residences	-	OR	6	2	OR	4	4	2	2	No	Yes	-	Yes	-
Four Bedroom and Den Resort Residences	9	OR	8	2	OR	6	4	3	2	No	Yes	-	Yes	2