

Rental Reservations

- Ideally, Rental reservations will be booked into ___ **Rental** ___ inventory via the Room Matrix (block/segment). (2 Night Min)
 - ___ **MainGen** ___ inventory okay to use as a secondary option if open booking day for that week has occurred

What Discounts May I Offer? (Building the Res-Type, Sub-Type, & Promotions)

- Rental reservations are always booked with the “Rental” Reservation Type, but the Sub-Type and promotion will vary depending on the discount (if any) of the rental. There are a variety, but the primary promotions are:
 - ___ **Rack** ___ (Standard non-owner rate. No discount)
 - ___ **10%** ___ (Discount available to non-owners at your discretion. Only offered at GTL and GL7. NOT GC8. Examples: military, senior citizens, Interval guests, or friends and extended family of owners)
 - ___ **20%** ___ (Discount only available to owners, their children, and their parents at any property)
 - ___ **25%** ___ (Discount available to Premier (and up) Owners at GL7 & GC8 or New Gold owners at GTL at any property)
 - ___ **40%** ___ (Discount for BGV employees when booking inside 30 days of arrival)

****Each discount can only be used once by any given person (Example: An owner can only book one 20% owner reservation for any given date range. Any additional reservation would be 10%)**

Building The Reservation Continued....

- When an owner is renting space from BGV, we always link it to their owner file.
- When a non-owner is renting space, we use their ___ **Customer** ___ file.

Payment Policy:

- Full payment is required for all rental reservations at the time of booking.

Cancellation Policy:**

- **Cancellation policies are strict on our commissionable rentals! If a guest cancels a rental inside of ___14___ days our rental reservations are ___NON-REFUNDABLE___.**
 - *48 hour courtesy cancellations are okay outside 7 days of arrival, but inside 14 days*
- **Always offer ___Travel Insurance___! (must be purchased at time of payment)**