



Agency Exclusive Offer!

Walt Disney World's deluxe [Yacht Club Resort](#)

Travel Nights Available: **June 8 – 17, 2018**

AGENT INSTRUCTIONS:

To book this price for your clients, [call the Group Dept: 407-939-4686](#) (M-F 8:30am – 6pm, S-S 8:30am– 5pm)

GROUP ID # G0757323

Academy Travel

Agency Phone # 609-978-0740

CLIA # 00518840

You must quote a "Package Price" to your clients, **we are NOT allowed to post the room rate per night**

However, to help you determine pricing:

Our room rate is only \$265.00 per night, for standard view, which is a huge savings. Amazing!

- This rate is lower than the agent rate, and it's commissionable, a great savings for your clients or for YOU
- **You need to package the room rate with Park Tickets**
- As always, Disney Resort Rate for Yacht Club is for 2 adults, and up to 3 children, under 18 years old.
- Disney will charge \$35 per night for additional **adults** (18+) in the same room.
- **If the clients are Season Pass Holders, you can sell them room-only**
- This rate is so low [you can NOT add Disney Dining to this package](#)
- You can book any nights at this price, which makes this an even better value on weekends!
- *If your clients don't want the full week, and only want a few nights, **PLEASE** sell them the first weekend for # of nights they want, OR the second weekend, arriving any night prior. If you sell the nights in the middle it can make our allotment a challenge to sell all rooms for every night. – Thank you!*
- To book this price, you must call the Group Dept with the client's information, and their Credit Card information.
- **You MUST ask them to email a confirmation to YOUR email address**
- **You will not be able to access this on DTA**, so it's important for you to request a written confirmation
- Disney's Group Dept will charge the client's CC for a 1-night room deposit or full payment, plus the cost of the tickets, at time of confirmation when you call to book
- **Be sure to call in the balance of payment at least 2 weeks prior, unless paid in full at time of booking**
- Do NOT tell the clients they can pay the balance at check-in. For this group, we need them paid in full prior.
- And yes, the room can be cancelled in advance for a refund. **Ask the Group agent for specifics.**

Be sure to add the reservation to CLIENT EASE at time of booking. Commission for the ROOM is 10%, before tax.

See posted chart for Park Ticket Group Rates, which save your clients \$\$, but commission is 0 %.

This is a special offer, and when it's sold out, it's gone – So act fast!

This is a great marketing opportunity for you to let your clients know you have special pricing for them.