



March 4, 2013

Hello Everyone,

We were informed today that there is a "hiccup" in the new automated routing of the ExecuStay.com opptys for which you have been receiving email notifications since Friday (see original notice below). It appears that the opptys are being directed to the EBC rather than their intended market destination. We have several people dedicated to monitoring and forwarding these opptys from the EBC to you. Additionally, a fix will be put in place as soon as possible. Until this is resolved, please work the lead from the information you have on the email and update the status on the oppty (if applicable) when you receive it. I'll update you once I have any new information about correcting this issue.

I also want to share some other enhancement news with you. Please see the attached document outlining some recent Siebel updates that benefit you. To highlight just a few, it includes a "franchise paperwork" checkbox, the ability to see ALL contacts on an account, and the new functionality to receive oppty notification emails on ALL opptys.

Please let me know if you have any questions.

Jenny

****Please cascade this notice to anyone in your market who is not included above and who uses Siebel, Thanks!**

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March 1, 2013

Hello Franchisees!

We're happy to announce new Siebel functionality!

Beginning today, Siebel Opportunities are automatically generated from ExecuStay website requests. When a user completes the online form that is presented when they click "contact a representative", the form automatically generates a Siebel Oppty and routes it to the appropriate destination. Additionally, an email alert will continue to be sent. If the EBC receives an Oppty for a franchise market, they will forward it along using the "Send to Project" functionality that they currently use.

Please see the attached document for more detailed information about this enhancement and let me know if you have any questions.

Thanks,
Jenny

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