Competitors

- Airlines
 - Delta
 - American Airlines
 - Southwest
 - United

- OTAs
 - Airbnb
 - Kayak

- Direct
 - IHG
 - Starwood
 - Marriot
 - Best Western

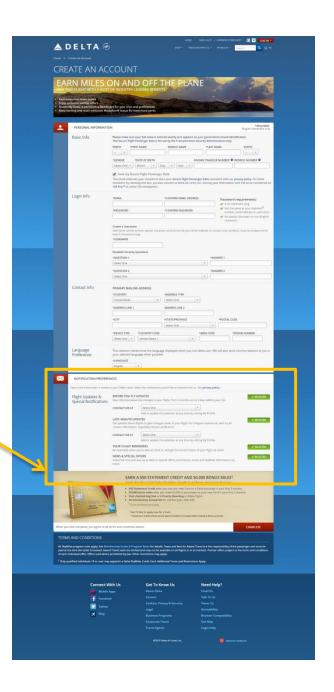
Airlines

Delta*

-Skymiles Enrollment Page

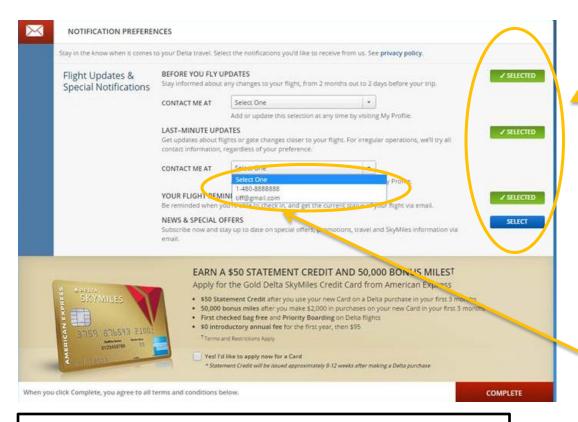
and it was strong at the transfer	to your Delta travel. Sel	lect the notifications you'd like t	a receive from us.	See privacy policy.	
Flight Updates & Special Notifications	Stay informed about any changes to your flight, from 2 months out to 2 days before your trip.				
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Notification preference located before Skymiles Credit Card Offer



Delta

-Skymiles Enrollment Page



Button to toggle select/selected

- -If the button is selected, then the "Before you fly" and "last minute" updates show the drop down.
- -Flight reminder and special offers are email only.

Drop down to choose contact type (phone number or email) *note: does not specify if home or mobile

Overall

Pros:

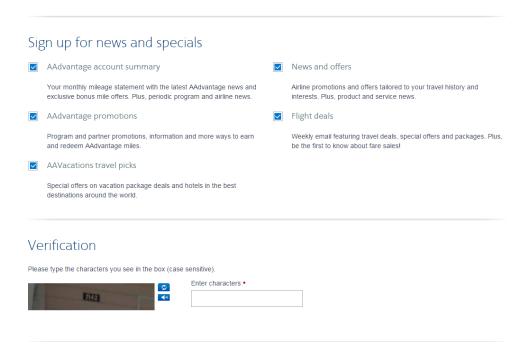
- -Allows users to select what device they want to be contacted
- -Drop down goes away when not selected

Cons:

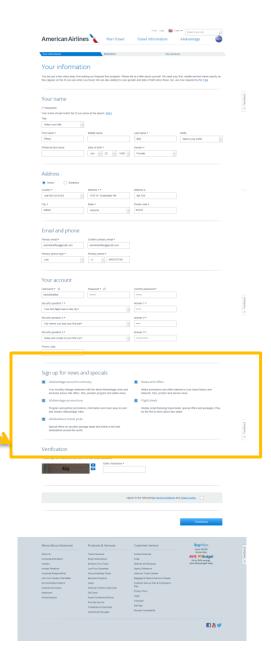
-Selected/select can confuse the user

American Airlines*

-AA Advantage Enrollment Page



Located before verification. Note: Does not specify where news and specials are sent



American Airlines

-BeNotified Enrollment Page

Day-of-travel delays & cancellations	Departure reminders
Flight delayed? Flight correlled Sign up for day of travel alerts and be the list to know any changes to the status of your flight.	We know how busy you are. Sign up for departure reminder alerts and we' send you a reminder with all the information for your flight.
☐ Phone ☑ Email ☐ Text	Email Text 4 hours prior
Schedule changes	Gate changes
Schedule changes We'll let you know if, for some reason, we make any changes to your flight. These changes are normally not last-ry inute alerts.	Gate changes Avoid walking to the wrong gate. Sign up for gate change alerts and we'll h
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We'll let you know if, for some reason, we make any changes to your flight. These changes are normally not last-r finute alerts.	Avoid walking to the wrong gate. Sign up for gate change alerts and we'll he you get those
We'll let you know if, for some reason, we make any changes to your flight. These changes are normally not last-r inute alerts.	Avoid walking to the wrong gate. Sign up for gate change alerts and we'll he you get those

Different options for type of contact.

Note: Email is always present

Overall
Pros:
-Allows users to select what device they want to be contacted
-Always contact through email
Cons:
-Separate enrollment in another service takes to long and can confuse use

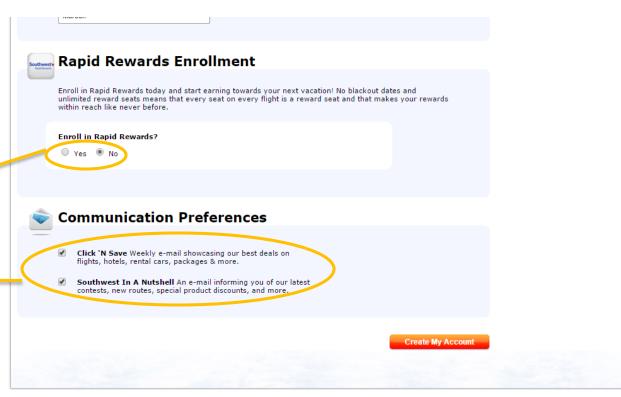
American Airlines BeNotified Sign yourself up to BeNotified and we'll send you flight updates. You can even add friends or family! Just remember, they'll see alerts for all your flight Primary contact Contact name TIFFANY ULEP Customize your alerts Day-ci-travel delays & cancellations layed? Flight cancelled? Sign up for day of travel alerts and he the We know how busy you are. Sign up for departure reminder alerts and we'll send you a reminder with all the information for your flight. Gate changes you know if, for some reason, we make any changes to your flight. Avoid walking to the wrong gate. Sign up for gate change alerts and we'll help Text

Able to add additional phone numbers and emails as well as a number to receive text

Southwest*

-New Member Enrollment Page

If user chooses no on Rapid Rewards, Communication Preferences options are reduced



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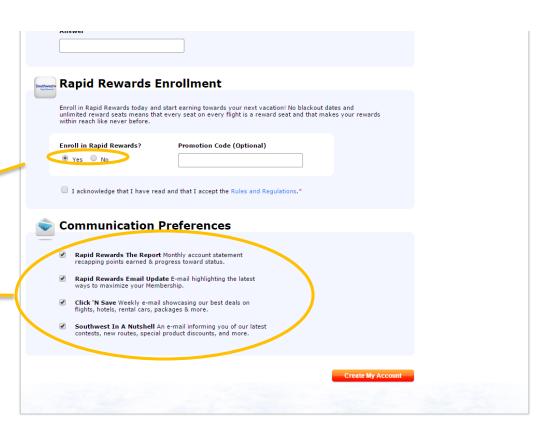




Southwest

-New Member Enrollment Page

If user chooses <u>yes</u> on Rapid Rewards, Communication Preferences options for Rapid Rewards are shown.



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Subscribe

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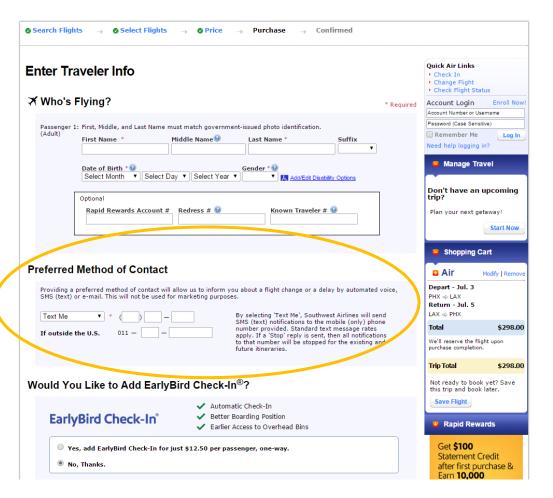






Southwest -Checkout Page

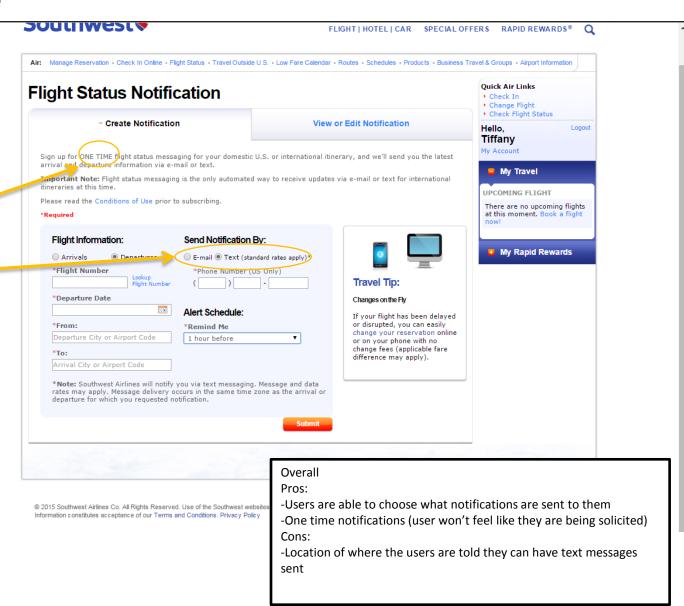
Drop down options for the type of contact (voice, email, text). Tells users that if a mobile number is given they consent on Receiving text messages



Southwest

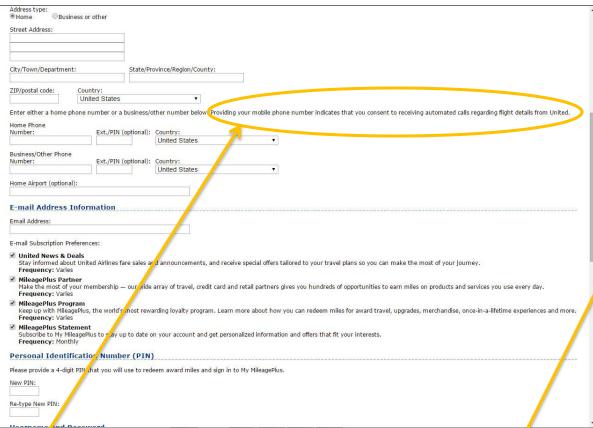
-Flight notification Page

-One time notification -Email or text options



United

-Mileage Plus Enrollment Page



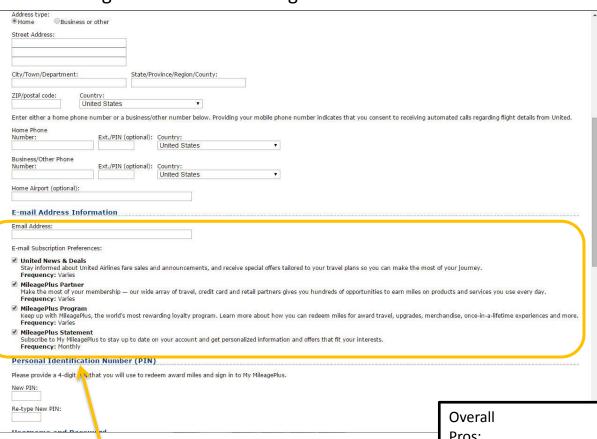
Field states home phone, but tells user if a mobile phone is provided they consent to receiving calls

Located when user is asked to provide Home phone

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es, merchandise, once-in-a-lifetime experiences and mo
aired to create an account password, which can be used
Standard special characters (such as "\" " "b" and "+") are allowed.
Security question examples:
Security question examples: What is the last name of your favorite teacher? What is the hant of your failthood per?
Security question examples: Whit is the last name of your firerfile teacher? What is the name of your offsithood per? What is your fivenifie car?

United

-Mileage Plus Enrollment Page

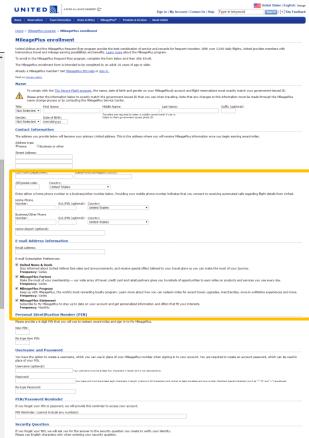


Email address information

-users can opt in/out of subscription services

Pros:

- -Users are able to choose what notifications are sent to them
- -Automatically have mobile notifications if user gives mobile number Cons:
- -Location of where the users are told they can have text messages sent
- -Only be able to choose through email



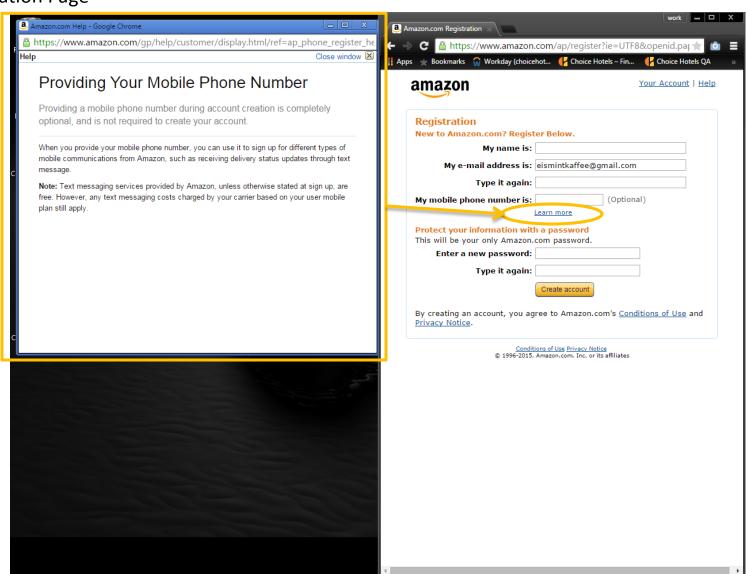
Retail

Amazon

-New Registration Page

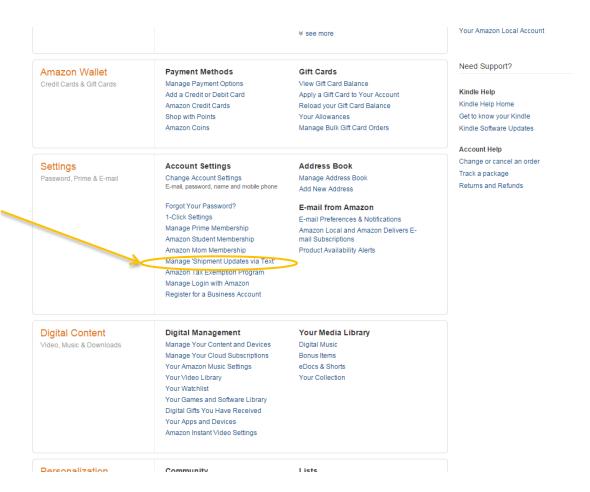
-Ask users for Mobile number, but it is optional

-Link to let users know that they are opt in to receive text messages



Amazon -Your Account Page

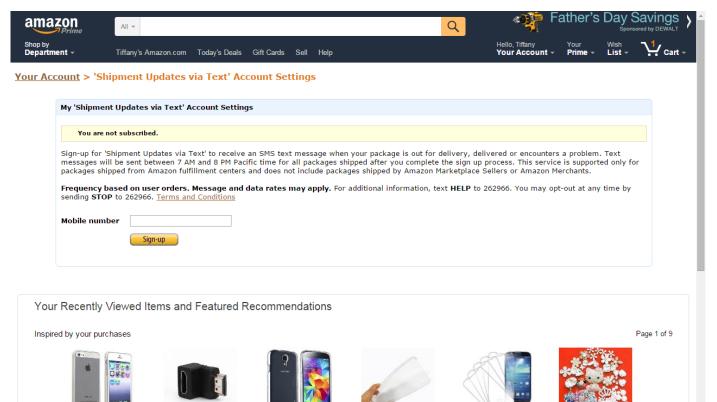
Link to manage updates via texts



Amazon -Text settings page

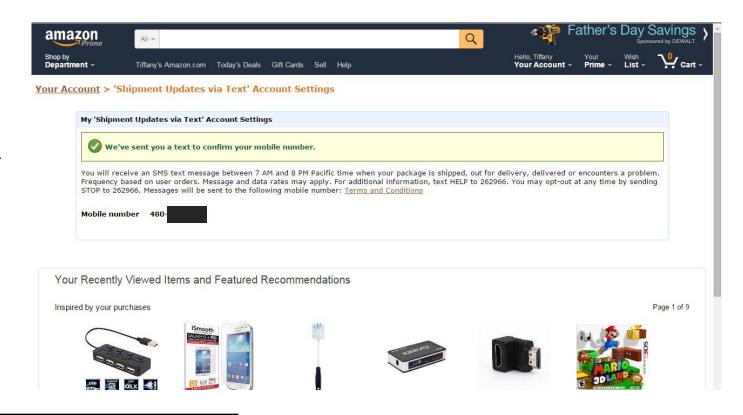
After user clicks on the link in the previous page, they are taken to this page where they can add their mobile number to receive SMS text messages.

Note: This is a one time process. If users want to opt out, they would have to send STOP via text.



Amazon -Text settings page

Users are sent a confirmation text once they put their mobile number.



Overall

Pros:

-Automatically have mobile notifications if user gives mobile number

Cons:

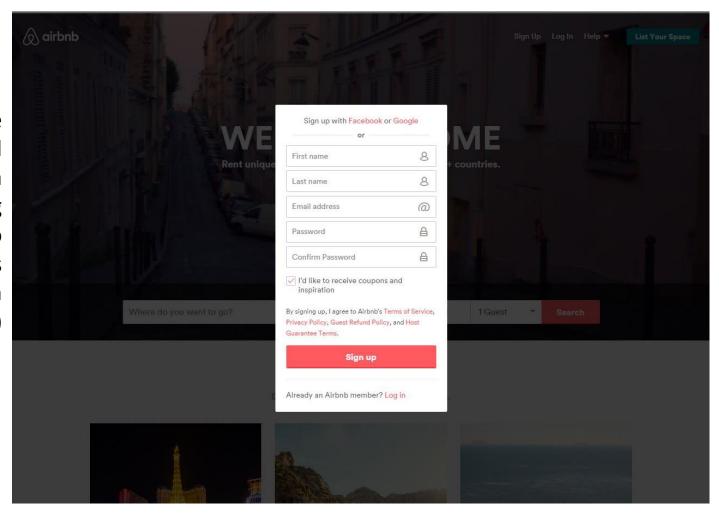
-Users may not click the 'learn more' link to read about text messages

OTAs

Airbnb

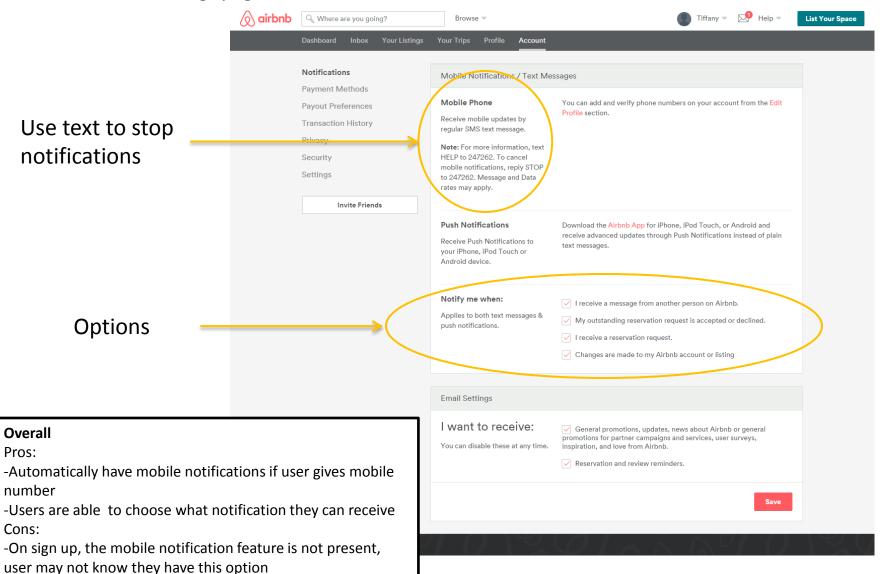
-Sign up light box

No phone number field But there is a checkbox asking if they want to receive coupons and inspiration (via email?)

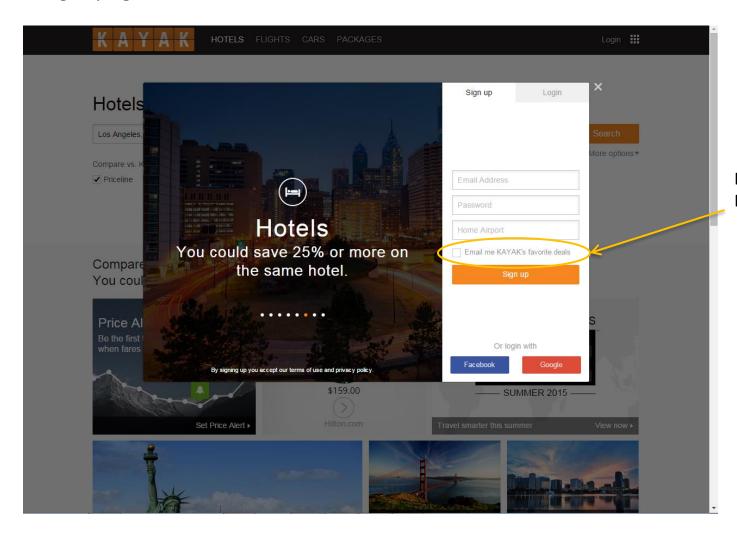


Airbnb

-Notification settings page

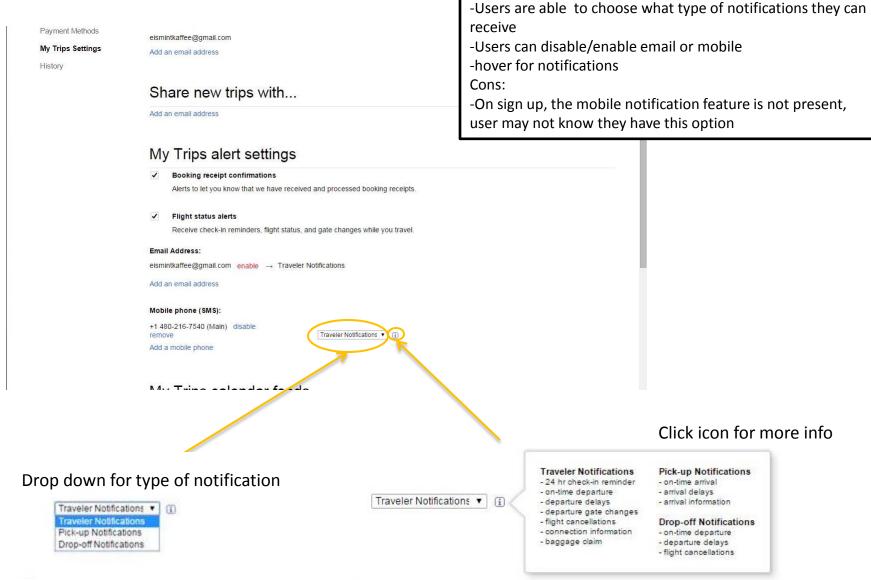


Kayak -Sign up light box



Email notification No SMS text notification

Kayak -My Trips Settings



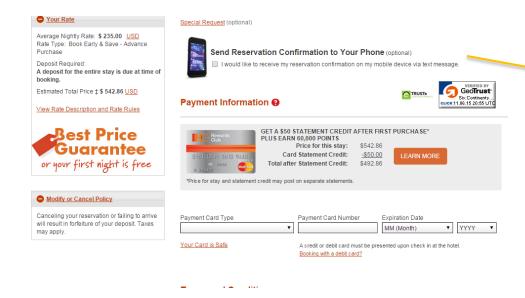
Overall

Pros:

Direct Competitors

IHG (Holiday Inn)

-Guest Information Page



-Located after the email and phone number fields -checkbox to opt in for text confirmation

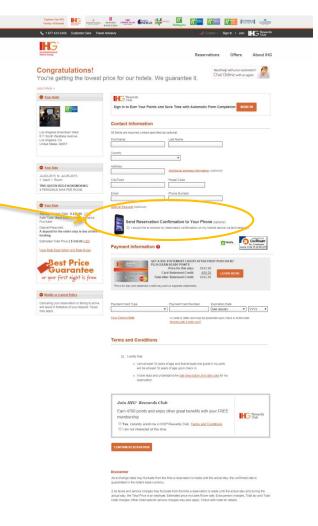
Overall

Pros:

-after the phone number field, users are able to recall if they put a mobile number

Cons:

- -if the number is not mobile, they will not be able to get text messages
- -no opt in for promos



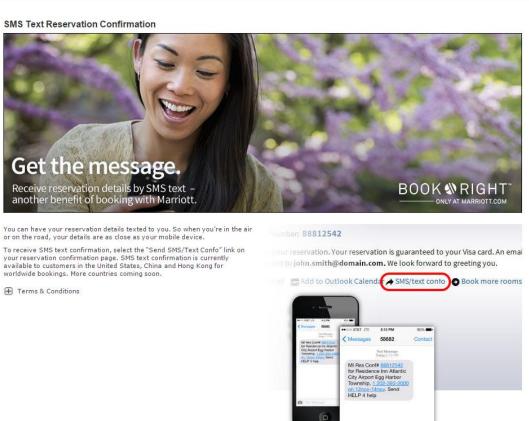


Marriot

-Information on SMS text confirmation page



Located on the confirmation page



More reasons to book directly with on Marriott. Details »

Marriot

-Guest Information Page

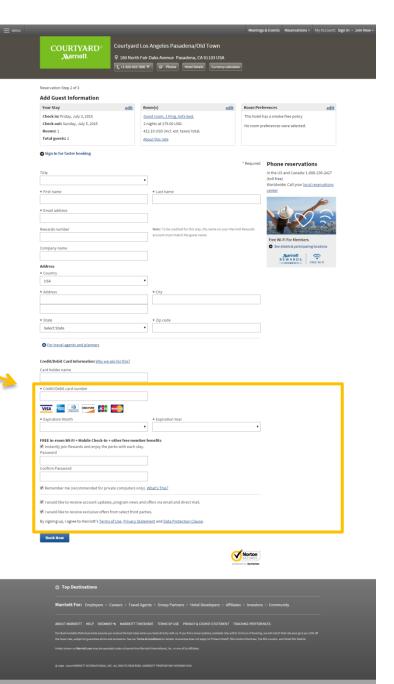
FREE in-room Wi-Fi + Mobile Check-In + other free member benefits
✓ Instantly join Rewards and enjoy the perks with each stay.
Password
Confirm Password
■ Remember me (recommended for private computers only). <u>What's This?</u>
☑ I would like to receive account updates, program news and offers via email and direct mail.
${\color{red} \!$
By signing up, I agree to Marriott's \underline{Terms} of \underline{Use} , $\underline{Privacy}$ $\underline{Statement}$ and \underline{Data} $\underline{Protection}$ \underline{Clause} .
Book Now

- -Located before booking room
- -Offers only for email and mail

Overall

Pros:

- -users can choose the type of notification they receive Cons:
- -located on confirmation page, user might miss this



Best Western*

-Reservation page

Special Offers On occasion, we will send you special offers by email. If you do not want to receive these email offers, please check the appropriate boxes below. Check this box if you do not want to receive promotions and marketing materials from Best Western International, its Affiliates and Subsidiaries Check this box if you do not want to receive promotions and marketing materials from third-party business partners of Best Western International I agree to the rate and room policies of this reservation RESERVE Security and Privacy Policies The security of your personal information is important to Best Western. Our site uses SSL encryption to ensure your personal information is sent directly to and can only be viewed by Best Western International, Inc. For more information, please view our Privacy Policy >

- -Located before reserving room
- -Note: if checked, then the user will not receive offers (users might skip over this and automatically get offers)

Overall

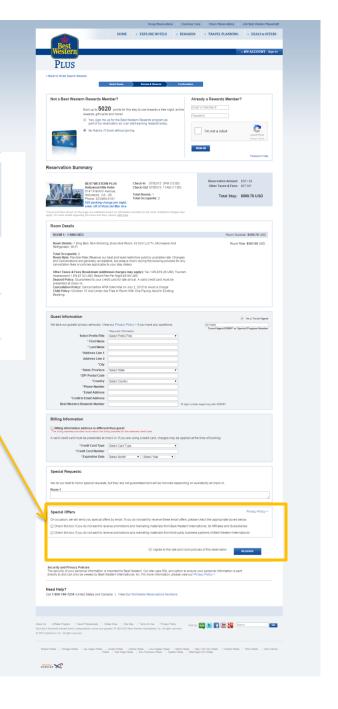
Pros:

Mood Holp?

- -users can choose the type of notification they receive
- -location is right before 'reserve'

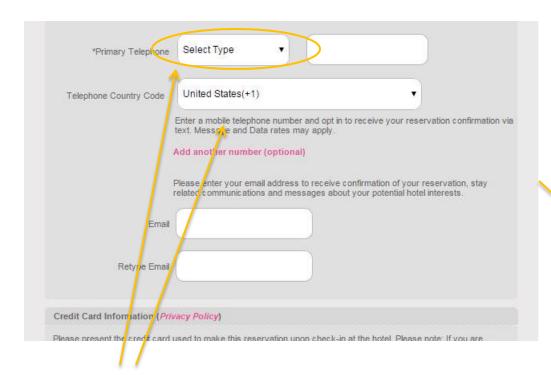
Cons:

-the description of the check boxes can confuse the user and trick them in to receiving notifications if they don't want to.



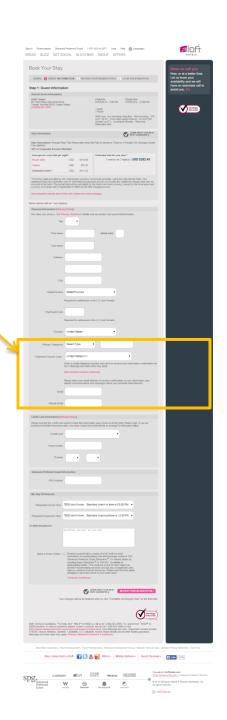
Starwood (aloft)

-Guest reservation page



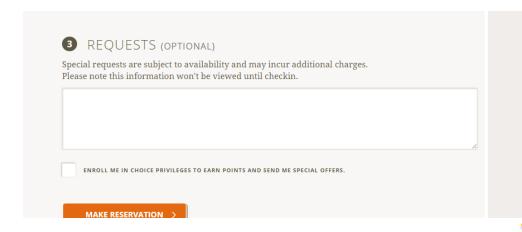
User can select the type of number. If the number is Mobile, then user is automatically opt in to receive text messages.

Overall
Pros:
-automatically opt in for text notifications
Cons:
-the user cannot choose to receive promotions
-if the user only has a mobile number they may feel forced that are going to receive notifications.

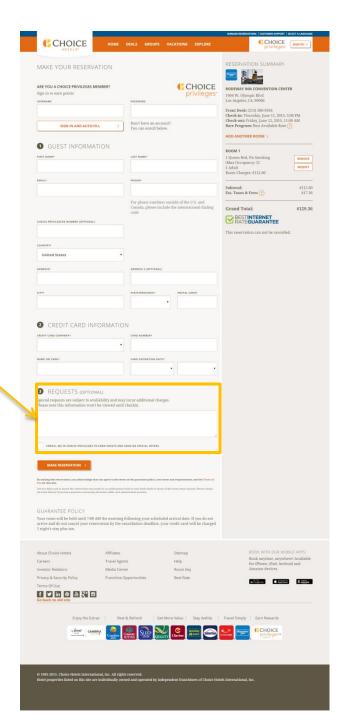


Design Suggestions

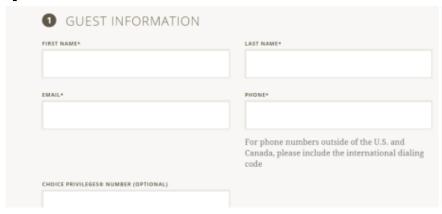
Option 1



- -Location: under requests before "make reservation"
- -Create a checkbox to ask the user if they wants to receive their Reservation Confirmation via text. (note: the user might have not provided a mobile number)
- -If the user checked "enroll me in choice privileges" have the other SMS text messaging options available. (see Southwest example)



Option 2



-Under guest information after the user inputs their phone number, note if they put in a mobile number they are automatically opt in to receive reservation confirmation via text (see amazon example)

-Then under requests if they check "enroll me in choice privileges" have the other options for SMS text notifications available

