# Benchmarking

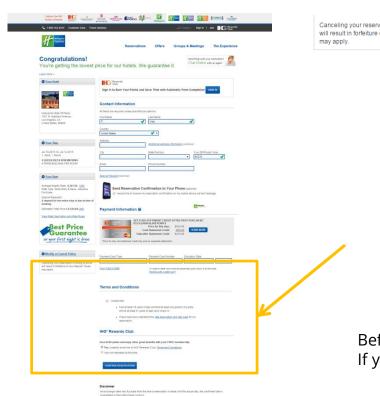
Join Loyalty Program on Guest Information Page

# **Direct Competitors**

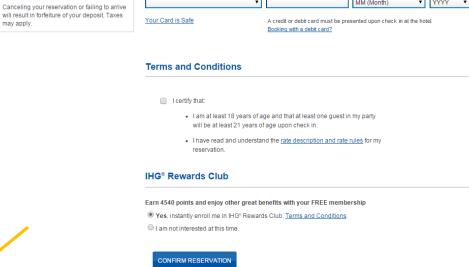
- IHG
- Starwood
- Marriot
- Hilton
- Hyatt
- Wyndham
- Best Western
- LaQuinta

#### **IHG**

#### Guest Information Page (USA)



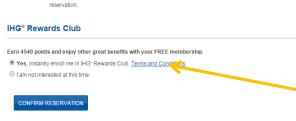




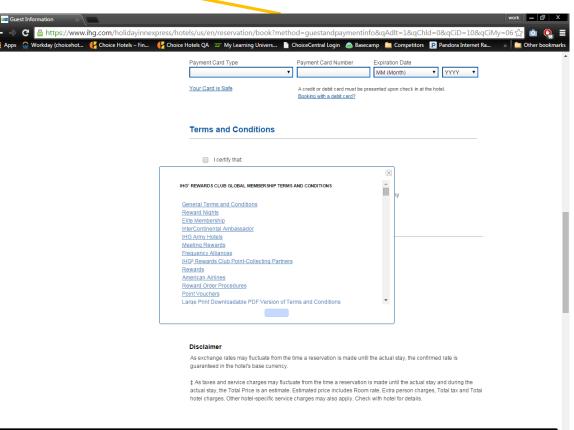
Before Confirming Reservation, the customer can choose to enroll. If yes is chosen, they can join without sign-in information

#### IHG

#### Guest Information Page (USA)



By clicking terms and conditions. A pop shows the long document of their terms and Conditions



### **IHG**

#### Guest Information Page (Canada)

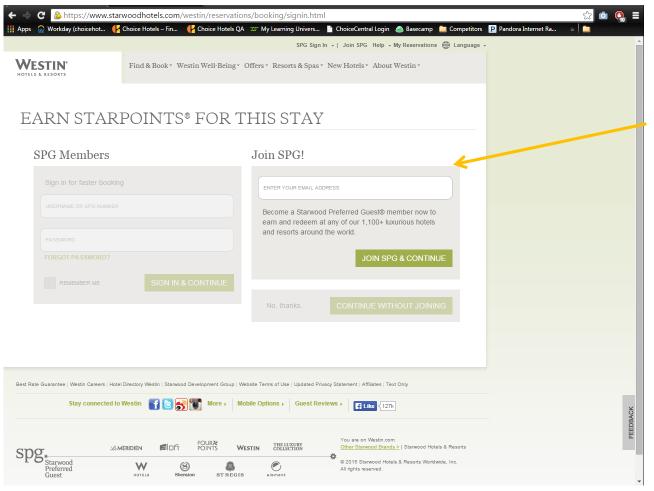


# Canada is the same as the US including the same terms and conditions

	Country Canada	<b>✓</b> •		
Your Stay	Address	Additional address in	formation (optional)	
ul-10-2015 to Jul-12-2015	Town	Province	Postal Code	
Adult, 1 Room  QUEEN BED'S NONSMOKING  PERSON(S) MAX PER ROOM	Email	ONTARIO  Phone Number	<b>T</b>	
	Enter	THORE NUMBER		
Your Rate	Special Request (optional	1)		
verage Nightly Rate: \$ 227.00 USD ate Type: Book Early & Save - Advance urchase eposit Required: deposit for the entire stay is due at time of	***	ervation Confirmation to You e to receive my reservation confirmation		e.
stimated Total Price ± \$ 524.68 USD	Mobile Phone (Countr	y) Mobi	le Number	
		▼		
	and Conditions			
	I am at least 18 years of will be at least 21 years	age and that at least one guest in my party of age upon check in.		
	I have read and underst reservation.	and the <u>rate description and rate rules</u> for r	пу	
IHG° R:		and the <u>rate description and rate rules</u> for r	ily	
	reservation.			
Earn 4540	reservation.  ewards Club  points and enjoy other great	benefits with your FREE membership		
Earn 4540 • Yes, in:	reservation.  ewards Club  points and enjoy other great			
Earn 4540 • Yes, in:	reservation.  ewards Club  points and enjoy other great stantly enroll me in IHG® Rewa	benefits with your FREE membership		
Earn 4540 ® Yes, in:	reservation.  ewards Club  points and enjoy other great stantly enroll me in IHG® Rewa	benefits with your FREE membership		
Earn 4540 ® Yes, in:	reservation.  ewards Club  points and enjoy other great stantly enroll me in IHG® Rewat t interested at this time.	benefits with your FREE membership		

#### Starwood

#### After clicking on the room rate



Before the customer enters their information, they are asked if they want to join.

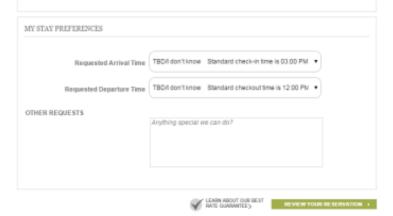
-only ask for email-hover over box so it is highlighted

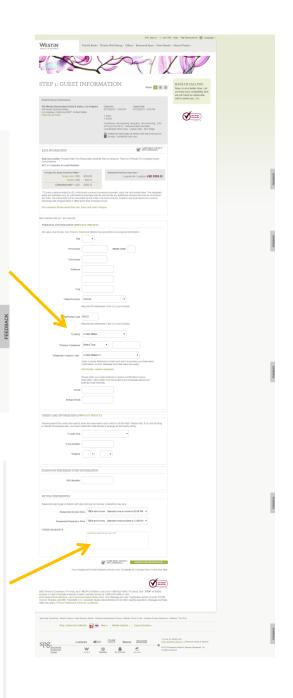
### Starwood

Guest Information Page (USA)



-Does not ask to join when customer gives information



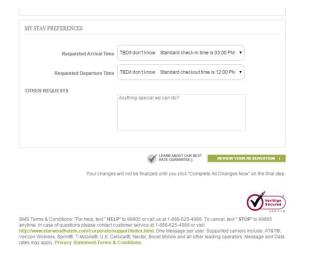


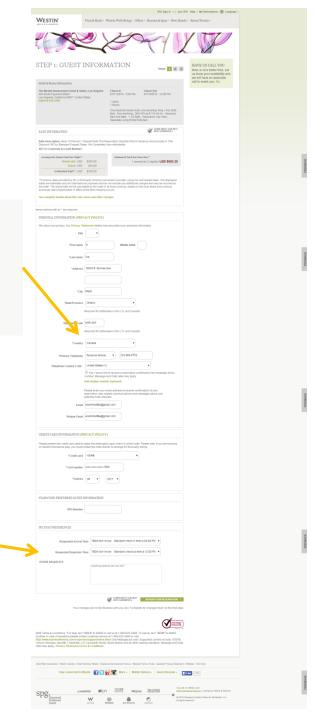
#### Starwood

Guest Information Page (Canada)

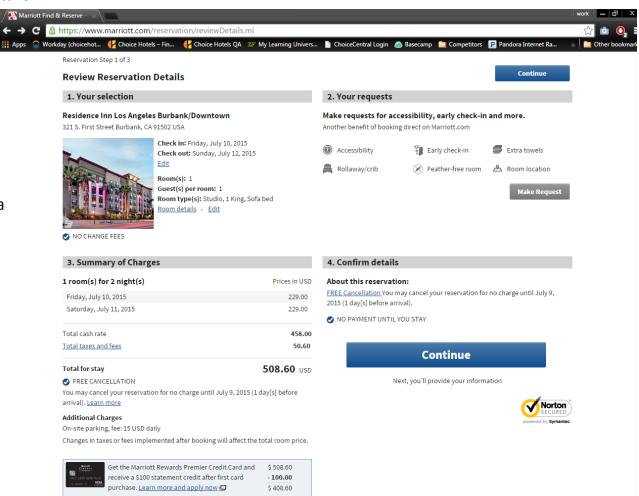


-Same as US, Does not ask to join when customer gives information





#### **Review Reservation Details**

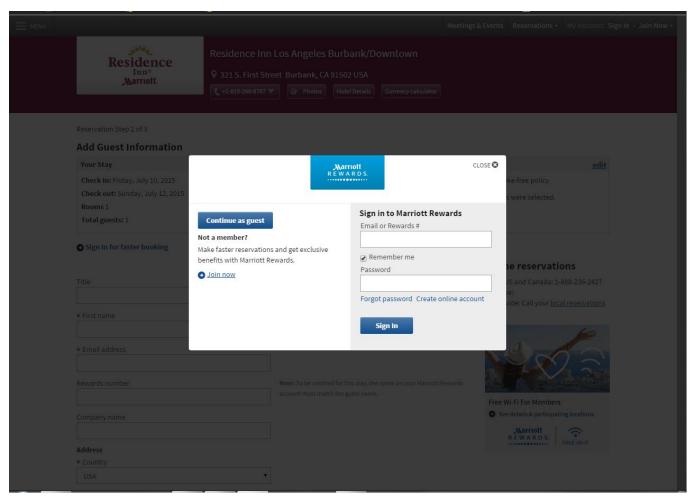


After customer has chosen a room they see this page

Guest information page (USA)

After clicking continue there is a light box on the guest information page asking them if they want to join and sign-up.

-email and password required.

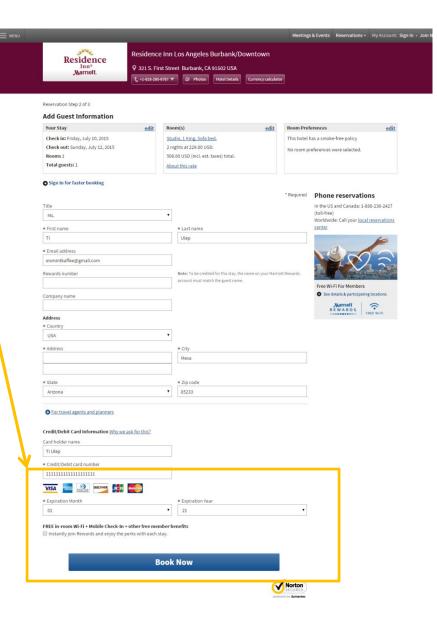


#### Guest information page (USA)

VISA DISCOVER DISCOVER				
* Expiration Month	* Expiration Year			
01	▼ 21	•		
FREE in-room Wi-Fi + Mobile Check-In + other free members and enjoy the perks with each stay				
Book Now				

-Unchecked Join rewards

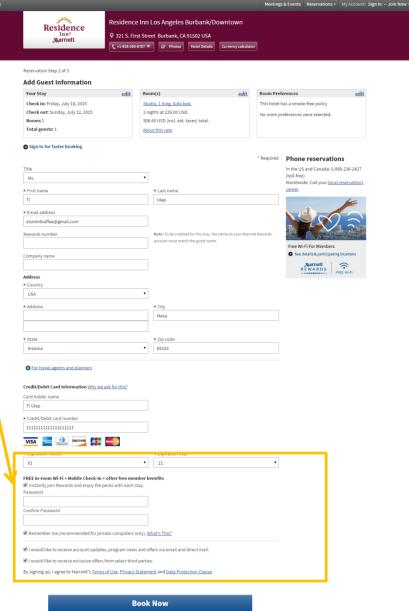
**Norton** 



#### Guest information page (USA)

* Expiration Month	* Expiration Year
01	▼ 21
FREE in-room Wi-Fi + Mobile Check-In + other free membe  ☑ Instantly join Rewards and enjoy the perks with each stay. Password	
Confirm Password	
Remember me (recommended for private computers only	). What's This?
By signing up, I agree to Marriott's <u>Terms of Use</u> , <u>Privacy State</u>	ement and <u>Data Protection Clause</u> .
Boo	ok Now

-If customer checks Join rewards, they are asked to create a password

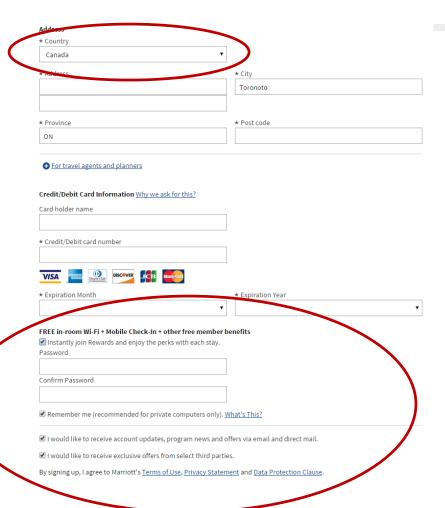






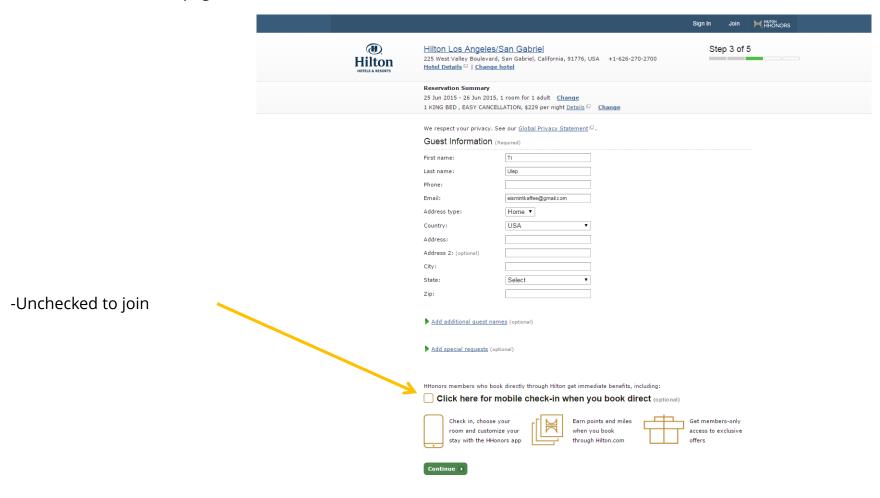
Guest information page (Canada)

-Same applies to Canada



### Hilton

Guest information page (USA)



Need Help? Online Reservation Assistance (toll free) +1-800-774-1500 Customer Support

Global Privacy Statement ((1) (Updated May 2015) | Cookies Statement ((1) (Updated May 2015) | Site Usage Agreement ((1))

### Hilton

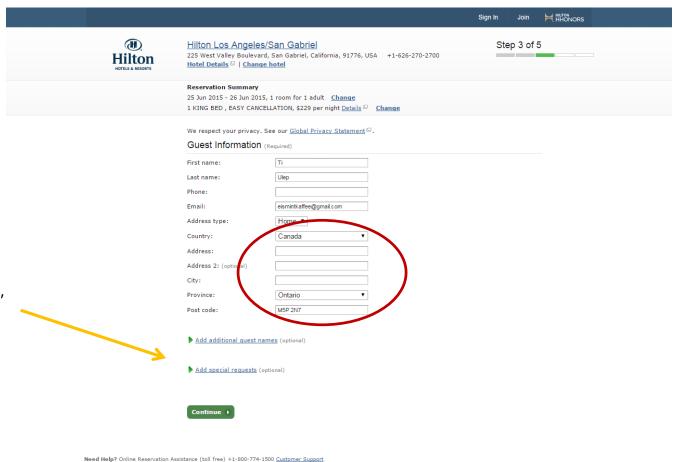
Guest information page (USA)

Join HILTON Step 3 of 5 Hilton Los Angeles/San Gabriel 225 West Valley Boulevard, San Gabriel, California, 91776, USA +1-626-270-2700 Hilton Hotel Details 🖳 | Change hotel 25 Jun 2015 - 26 Jun 2015, 1 room for 1 adult Change 1 KING BED , EASY CANCELLATION, \$229 per night Details 
Change We respect your privacy. See our Global Privacy Statement . Guest Information (Required) First name: Phone: Email: eismintkaffee@gmail.com Address type: Home ▼ USA Address: Address 2: (optional) City: Select State: Zip: Add additional quest names (optional) Add special requests (optional) HHonors members who book directly through Hilton get immediate benefits, including: Click here for mobile check-in when you book direct (optional) Check in, choose your Earn points and miles Get members-only room and customize your when you book access to exclusive stay with the HHonors app through Hilton.com Simply create a password to start earning with this stay. Password: Confirm Password: By creating this Hilton HHonors account, you agree to the HHonors Program Terms and Conditions, our Expiration Policy, our Global Privacy Statement ☐ (Updated May 2015), and our Cookies Statement ☐ (Updated May 2015). I do not wish to receive information from select third parties about complementary products and services.

-If checked, asked the customer to create a password

### Hilton

Guest information page (Canada)



-For Canadian customers, the option is unavailable for them to join.

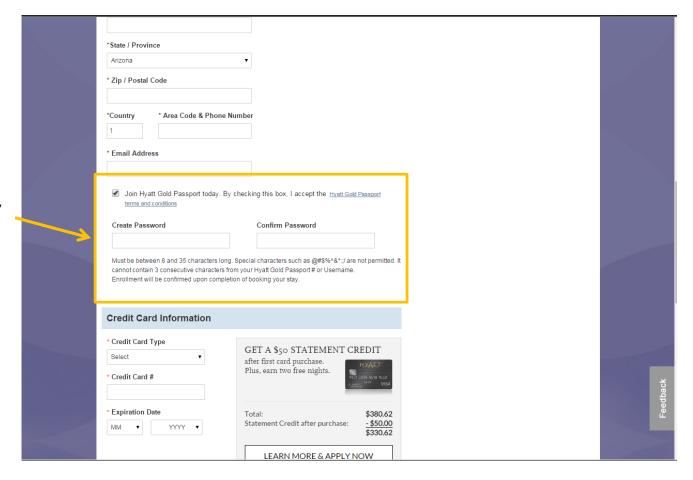
Need Help? Online Reservation Assistance (toll free) +1-800-774-1500 <u>Customer Support</u>

Global Privacy Statement (Updated May 2015) | <u>Cookies Statement</u> (Updated May 2015) | <u>Site Usage Agreement</u>

## Hyatt

Guest information page (USA & Canada)

-For both US and Canadian customers, they can join, but must create a password.



# Wyndham

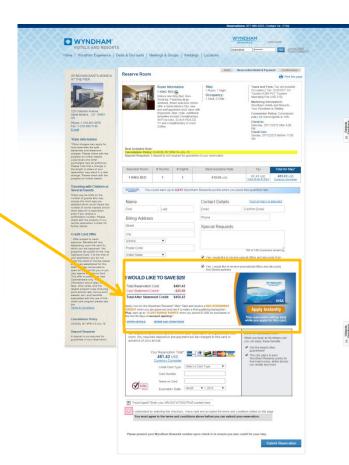
Guest information page (USA)



We require a valid credit card to confirm your reservation and guarantee your room. Any required deposit or pre-payment will be charged to this card in advance of your arrival.

Book at Wyndham.com When you book at Wyndham.com

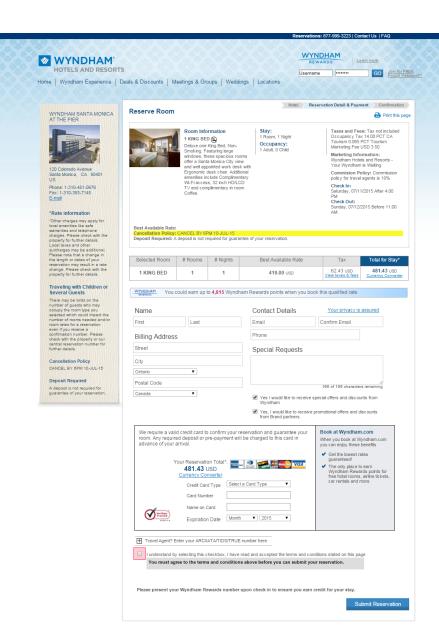
-Has an apply instantly option for a visa card but not membership?-This is unclear



# Wyndham

Guest information page (Canada)

-Canadian customers do not have the option



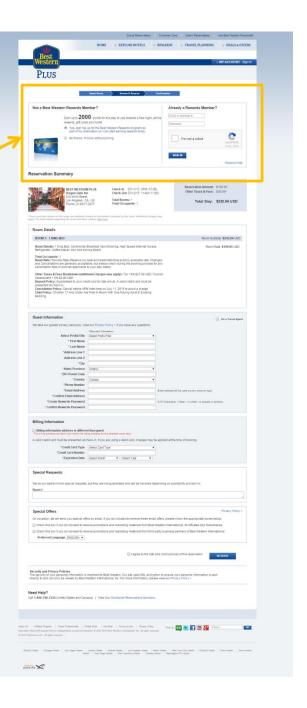
Website

#### Best Western

Guest information page (USA and Canada)

Not a Best Western Rewards Mem	per?		Already a Rewards Mer
Earn up to <b>2000</b> rewards, gift cards a	points for this stay to use t	owards a free night	t, airline Email or Member#
	for the Best Western Rewar ation so I can start earning		
Rewards No thanks, I'll bo	ok without joining.		I'm not a robot
Reservation Summary			

Both US and Canadian Customers can sign up -note: unlike most competitors, this is at the top



#### Best Western

Guest information page (USA and Canada)

Address Line 2		
*City		
*State/Province	Ontario •	
*ZIP/ Postal Code		
*Country	Canada ▼	
*Phone Number		
*Email Address		Email address will be used as your account login.
*Confirm Email Address		
*Create Rewards Password		8-15 Characters, 1 letter, 1 number, no spaces or symbols.
* Confirm Rewards Password		
Billing Information		

- -They must provide an email address and a password to sign up.
- -This is located after they give their phone number

