

Supporting Travel Advisors Revenues (S.T.A.R.) Program

Waterstone is pleased to connect you with one of our most esteemed members, Wtb Hotels located in Florence, Venice and now Rome. We are pleased to provide details of their STAR Program, an indication of their strong support and partnership with you, their Travel Advisor partners.



Led by the highly regarded **Claudio Delli** (pictured right) and his very capable team, Wtb offers you and your clients a **compelling range of benefits**.

With that comes Wtb's on-going pledge that your clients will enjoy the experience of a **4 - star property with 5 - star levels of service** at these fine hotels:

- L'Orologio hotels in Venice, Florence and Rome
- Hotel Santa Maria Novella, Hotel Balestri and Hotel Garibaldi Blu in Florence
- Apartment accommodations in Venice (2 BR) and Florence (1, 2 & 3 BR)



WTB STAR PROGRAM DETAILS

Wtb is offering our US and Canadian Advisors a **12% commission** throughout 2024 on all direct bookings made for the above hotels. **(All requests must be processed via email as noted below.)***

ADVISOR INCENTIVES - COMPLIMENTARY ROOM NIGHTS

To further show WTB's appreciation, **individual advisors can accrue complimentary room nights**.

- For every 15 direct bookings confirmed in a Wtb hotel for travel within 2024, the Travel Advisor of record will receive a bonus of **2 complimentary room nights** in a Wtb hotel.
- **Stays include American Buffet Breakfast** and they can be transferred to another colleague or client
- Vouchers will be issued after the 6th booking stay has commenced and **will be valid for redemption within the following 12-month period**.

Black Out dates: January & June 2024 Florence Fashion weeks and May 2024 Opening week of Venice Biennale Art festival.

***Note: All bookings must be made directly**, either through Waterstone at info@waterstonemarketing.com or through WTB Hotels Reservation Team at info@wtbhoteles.com

MORE FLEXIBLE POLICIES AND FASTER COMMISSION PAYMENTS

Wtb recognizes the need to implement policy changes that will give both you and your clients increased peace of mind, regarding both reservation flexibility and expedited payment of commissions.

Wtb is owned by the Fratini family, a well-known name within Italian hospitality. They have owned and operated the Wtb hotels for many years and have an excellent reputation when it comes to commission payments and overall financial stability.

ACCOMMODATION UPGRADES

Your clients will enjoy an upgrade to the next higher room category **if the space is available upon check-in.**

WELCOME GUEST AMENITIES

Wtb is proud to recognize your Guests upon check-in, with a **special welcome amenity** sent with the compliments of you the Travel Advisor.

We constantly work to offer a selection of exceptional amenities including thoughtfully chosen **seasonal products**. This will ensure your clients a personalized and attentive experience that reflects the **highest quality** and showcases the best of **Made in Italy**.

As always, the Hotel Manager or his/her representative will take time to personally engage with your clients to ensure a memorable experience.

EXPERIENCE THE BEST OF ITALY WITH A WTB ITINERARY

By booking a **travel itinerary with a minimum 6-night stay** at three of our hotels in Venice, Florence, and Rome, your clients will enjoy the convenience of **exclusive transfers** included in the room rate.

We understand the importance of a **seamless travel experience**, which is why we are delighted to offer **one complimentary one-way private transfer** to or from:

- ♦ **Venice** Santa Lucia Train Station - Hotel L'Orologio Venezia or
- ♦ **Florence** Amerigo Vespucci Airport / Santa Maria Novella Train Station - Hotel L'Orologio Firenze,
Hotel Santa Maria Novella, Hotel Garibaldi Blu, Hotel Balestri or
- ♦ **Rome** Fiumicino Airport / Termini Train Station - Hotel L'Orologio Roma

AGENCY OF RECORD

In the event that your Clients might make a direct booking with WTB in the future, the company will be pleased to recognize your commission as "**Agency of Record**".



HOTEL
SANTA
MARIA
NOVELLA



GARIBALDI
BLU HOTEL
FIRENZE

FOR MORE INFORMATION: info@waterstonemarketing.com or info@wtbhoteles.com