



- Easy to Join
- Immediate Earnings
- Works with Existing Programs

## The “RADIUS Corporate Traveler” — Your Hotel’s Best Customer

RADIUS corporate clients travel every night of the week, every day of the year, all year long. And they take full advantage of all your amenities. On average, RADIUS clients spend 25% above the nightly room rate at the properties where they stay. For example, a guest with a \$150 USD room rate will spend an additional \$37.50 USD or more at your property on food and beverage, and entertainment.

RADIUS’ travel agencies service over 51,000 Small-to-Medium Enterprise (SME) corporate clients who depend on our Hotel Program for their accommodations. Unlike other Travel Management Companies (TMCs) whose larger Fortune 100 companies have their own hotel programs, our agents influence their clients’ hotel choices actively using the RADIUS Global Hotel Program.

### ★ TOP CITIES BOOKED BY RADIUS IN 2010

01 NEW YORK	11 DALLAS	21 LAS VEGAS
02 CHICAGO	12 LOS ANGELES	22 BALTIMORE
03 LONDON	13 NEWARK	23 NASHVILLE
04 PHILADELPHIA	14 SYDNEY	24 SAN DIEGO
05 WASHINGTON	15 OMAHA	25 CLEVELAND
06 ATLANTA	16 KANSAS CITY	26 PITTSBURGH
07 HOUSTON	17 OSLO	27 TORONTO
08 DENVER	18 SEATTLE	28 MINNEAPOLIS
09 SAN FRANCISCO	19 MELBOURNE	29 HARRISBURG
10 BOSTON	20 PHOENIX	30 ORLANDO

### RADIUS Bookings

Over 7,500 agency locations book our Hotel Program. RADIUS bookings come from our global network of 90 Member Agencies and Alliance partners.

Reservations from the following agencies are in the RADIUS network:

- AS Voyages Enterprise — France
- Cisalpina Tours S.p.A. — Italy
- DERPART Reisevertrieb GmbH — Germany
- Ovation Travel Group — United States
- Portman Travel Limited — United Kingdom
- Travel and Transport Inc. — United States
- World Travel, Inc. — United States

## Our Program Promotes Your Property

### II HOTEL DIRECTORY ONLINE

You'll receive a listing in our comprehensive, easy-to-use online Hotel Directory which provides up-to-date hotel information, travel tips, city maps and much more! Visitors to our hotel website, [www.radiushotels.com](http://www.radiushotels.com), can search by name, rate or location.

### II GDS MARKETING

Your hotel will be promoted to our agents in the GDS through the RADIUS Global Hotel Program rate code. RADIUS agents use our rate code to search for hotel availability in cities around the world.

### II AGENCY TRAINING PROGRAMS

In-depth agency training for our Hotel Program is provided by key RADIUS staff throughout the world who conduct training for booking agents, account managers and principal contacts in the agencies.

## Save on Inclusion Fees and Gain New Customers: Offer Block Space

Participation in our Block Space Program gives your property the opportunity to gain new, loyal clients who found room accommodation at your hotel when they couldn't get one anywhere else.

Simply offer at least 2 rooms, from a preferred to a rack rate, to be sold by RADIUS agents when your hotel is "sold-out". If the rooms are not sold, they will be released back into your inventory 24 or 48 hours before local cancellation time on any given day.

Plus, you can save \$150 USD on RADIUS' Global Hotel Program inclusion fee if your hotel is located in a primary city (see list to the right). If your city is located elsewhere, you can still save \$75 USD on your inclusion fee by offering the RADIUS Block Space Program.

## Enroll Today

Our industry leading corporate global hotel program has a 95% retention rate among hoteliers because our hotel program delivers the best customers — corporate travelers — to your hotel every night of the week, every day of the year. RADIUS agencies value this program and use it on behalf of their high spend, repeat clients.

## ★ PRIMARY CITIES: SAVE ON YOUR INCLUSION FEE

AMSTERDAM	EDINBURGH	MONTREAL	SAN FRANCISCO
ATHENS	FLORENCE	MOSCOW	SEOUL
BANGKOK	GENEVA	MUNICH	SINGAPORE
BARCELONA	GLASGOW	NEW DELHI	STOCKHOLM
BEIJING	HELSINKI	NEW ORLEANS	STRASBOURG
BERLIN	HONG KONG	NEW YORK	SYDNEY
BRISBANE	ISTANBUL	ORLANDO	TOKYO
BRUSSELS	KUALA LUMPUR	OSLO	TORONTO
BUDAPEST	LISBON	PARIS	VANCOUVER
BUENOS AIRES	LONDON	PRAGUE	VICTORIA
CAIRO	LYON	QUEBEC CITY	VIENNA
CHICAGO	MAASTRICHT	RIO DE JANEIRO	WARSAW
COPENHAGEN	MADRID	ROME	WASHINGTON, DC
DUBLIN	MELBOURNE	SAN DIEGO	

## About Us

RADIUS is one of the world's largest global travel management companies with combined annual sales of over US \$19 billion, including approximately US \$4.7 billion in hotel sales.

Headquartered in the United States with regional offices in 80 countries servicing the Americas, EMEA, and Asia Pacific, RADIUS has 7,500 booking locations globally.

We provide a variety of innovative products and services to our agencies and corporate clients including the RADIUS Global Hotel Program, vendor negotiations, global account management, and client reporting.

RADIUS mandates a unified corporate identity for our agencies which is bound by stringent guidelines regarding adherence to supplier relationships, including preferred hotel relationships.

## Contact one of our program experts for more information:

### II THE AMERICAS

Patricia Locke, Director, Hotel Relations  
+1 301.941.0364 / [plocke@radiustravel.com](mailto:plocke@radiustravel.com)

### II EUROPE, MIDDLE EAST, AFRICA

Alison Hart, Director, Vendor & Supplier Relations  
+1 301.941.0341 / [ahart@radiustravel.com](mailto:ahart@radiustravel.com)