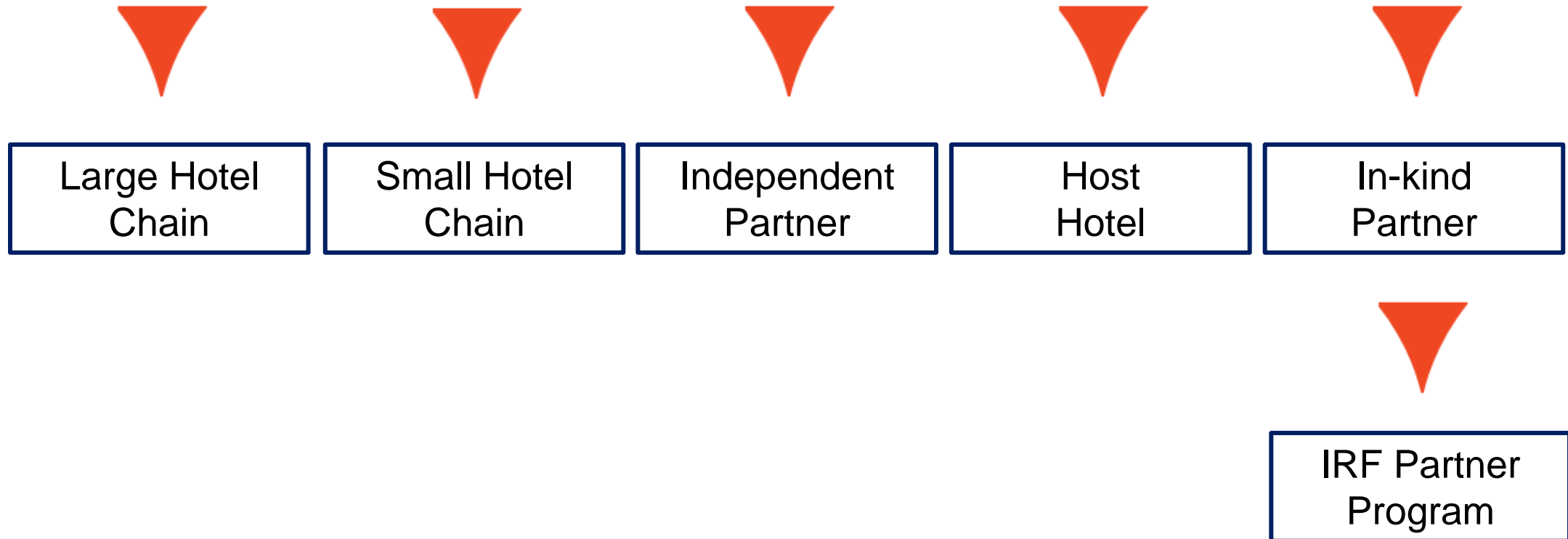




2023 Education Invitational Partner Updates

▶ The Invitational Partnership Model



▶ **Large Hotel Chain: \$4,800** (per representative)

- 151+ hotels in portfolio
- Guaranteed spots at The Invitational: up to 17
 - Minimum 10 to qualify
- Guaranteed one invitational activation (i.e., Cabana)
 - Value up to \$3,000
- Auction Donation (per representative):
 - \$3,000 Value Donation OR
 - \$1,500 Cash Buyout
- GSO single point of contact for all contracting and communications

**A hotel chain is defined as a managed or franchised property and must meet specific brand standards to maintain their affiliation with the primary hotel chain.*

***Hotel chain will need to verify status and commit to minimum number of spots at time of agreement.*

▶ **Small Hotel Chain: \$4,700** (per representative)

- 25 – 150 hotels in portfolio
- Guaranteed spots at The Invitational: up to 6
 - Minimum 4 to qualify
- Auction Donation (per representative):
 - \$3,000 Value Donation OR
 - \$1,500 Cash Buyout
- GSO single point of contact for all contracting and communications

**A hotel chain is defined as a managed or franchised property and must meet specific brand standards to maintain their affiliation with the primary hotel chain.*

***Hotel chain will need to verify status and commit to minimum number of spots at time of agreement.*

▶ **Independent Partner: \$4,500** (per representative)

- Maintain current model for all independent hotels and non-hotel suppliers
 - 1st come; 1st served
- Auction Donation (per representative):
 - \$3,000 Value Donation OR
 - \$1,500 Cash Buyout
- Maximum number of spots per organization: **3**