

# Welcome!

As a trusted travel advisor, Hyatt's Inclusive Collection recognizes you have an important responsibility. You help clients connect with those that matter most and create life-long memories. Together we will create the best moments of your clients' lives with immersive, elevated experiences where everything is seamlessly included from start to finish. We believe every moment is worth celebrating. That's why we've designed the perfect places for every style and stage of life. There is a brand for every step of your clients' journey. Let's help them celebrate the big things, the little things and everything in between.













# Top 10 Reasons Travel Advisors Love Inclusive Collection

#### AWARD-WINNING RESORTS

With accolades across 10 brands, 100+ luxury resorts and 39 destinations, there's a perfect match for each of your client's budgets, style and size.

#### 2 CONFIDANT COLLECTIVE

A suite of best-in-class tools to help you succeed, including our advisor site, learning program, *Confidant Learning*, monthly newsletter, *Confidant Connect* and rewards program, *Confidant Rewards*. Log on daily to stay "in-the-know" of all things Inclusive Collection.

#### 3 CONFIDANT LEARNING

Become a *Certified Confidant*. Learn what sets the Inclusive Collection apart through an interactive education program designed to give you the expert advantage. Training is designed to help you find the perfect location, brand and resort for each client.

#### **CONFIDANT REWARDS**

The most comprehensive travel advisor loyalty program in the industry that rewards your hard work with travel, gift cards, deluxe merchandise and so much more! Rewards you want, rewards you deserve!

#### 5 BOOK DIRECT TO EARN MORE

Advisors, your loyalty deserves to be recognized. Book direct to ensure you earn all the latest available advisor incentives directly from Inclusive Collection.

#### **6** SALES TEAM

Knowledgeable BDM's and Sales Support Team offer unparalleled industry and advisor experience to understand what matters most to you, anticipate your needs and add value to your business.

#### 7 EXPANDING RESORT PORTFOLIO

New venues, in the most desired, beachfront and tropical locations impress even the most discerning guests and inspire your clients. There is a brand for everyone including options for adults, couples and families, we have something for everyone.

#### ALL-INCLUSIVE LUXURY

Exclusive resort inclusions- *Endless Privileges*®, and *Unlimited-Luxury*® – elevate your clients' vacations with pool and beach wait service, no wristbands and no restaurant reservations required.

#### **ONLINE RESOURCES**

Access to selling tips and information from our Resources page on *Confidant Collective* including our media site, resort guides, ready to go marketing, Promo in a Bag, resort contacts and travel advisor rates.

#### RIGOROUS HEALTH & SAFETY PROTOCOLS

A best-in-class *CompleteClean* Verification<sup>™</sup> program gives guests a premium level of care and peace of mind throughout the trip.

#### VISIT CONFIDANT. HYATTINCLUSIVECOLLECTION. COM TO BECOME A CERTIFIED CONFIDANT.



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#### MEET YOUR SALES TEAM

Please find our Business Development Managers matched with their corresponding map-coverage color below.





Business Development Manager Toronto, GTA, Eastern Ontario, Niagara Region brian.joseph@hyatt.com 365-885-3393

#### CANADA

ORELBYS VIGOA



Business Development Manager Eastern Canada Quebec, Atlantic Canada orelbys.vigoa@hyatt.com 450-210-0171

#### HEATHER KEARNS



Leisure Groups Business Development Manager Canada heather.kearns@hyatt.com 249-733-2751

#### KARLA LAURENZANA



Luxury Business Development Manager karla.laurenzana@hyatt.com 647-674-2447



SCOTT REID



Business Development Manager Western Canada (Interim) BC, AB, SK & MB scott.reid@hyatt.com 204-955-2878



CONTACTS

#### For a list of key contact emails by resort, please click below



Our Inside Sales Support Team offers unparalleled industry and advisor support. Please contact our Inside Sales Team at sales@hyattic.com for assistance with:

# Confidant Collective Registration & Profile Assistance:

- Help with setting up and customizing advisor profiles.
- Assistance with registration processes and troubleshooting.
- CONFIDANT RATES
- Explanation of various rates, including Day Pass options and site inspection details.
- Support in understanding rate structures and booking processes.
- CONFIDANT REWARDS
- Guidance on how advisors can earn and redeem rewards.
- Assistance with tracking rewards and benefits.

#### CONFIDANT LEARNING

- Access to training resources and materials.
- Support in navigating educational modules and certifications.

#### **Communication Support:**

- Assistance with general inquiries about Hyatt's Inclusive Collection Resorts.
- Handling client and advisor requests efficiently.



Inquiries about commissions on direct booking? commissions@hyattic.com

#### CLICK TO MEET YOUR SALES TEAM

Inclusive Collection has a world – wide Sales Team including Business Development Managers to support travel advisors in U.S., Canada and the U.K.





## Celebrate Every Moment<sup>™</sup>

Life is a series of moments. What we do with each one matters. We believe every moment is worth celebrating. That's why we've designed the perfect places for you to celebrate the big things, the little things, and everything in between. Let our beautiful destinations become your special places. Places where you feel connected to those who matter most. And we'll be there every step of the way to make you feel right at home. With Inclusive Collection, moments become lifetime memories.

## **Our Values**

#### PERSONAL

We make personal connections. Our goal is to make people feel special. From our warm welcome home greeting to remembering a favorite drink, every moment is created with the guest in mind. It's how we help create lifelong memories and friendships.

#### INNOVATIVE

Living without limitations applies to how we do business. We're constantly changing to appeal to the ever-changing needs of our guests. We've transformed the way our industry sees customer service, gourmet gastronomy and entertainment. And, once we've raised the bar, we challenge ourselves to raise it again. Our goal is not to be different but to always be better.

#### PASSIONATE

We do everything with passion. We actively chase our dreams and inspire others to do the same. We love what we do, are always encouraging and on the lookout for a new moment to celebrate. We pursue having a good time even if that means perfecting the art of doing nothing at all.

#### FREEING

Our resorts are places for people to relax, get away from the worries of the outside world and be themselves. We attend to every need and strive to exceed expectations. With Inclusive Collection, the only thing to worry about is making the most of every moment with those who matter most.

## **Our Brands**



IMPRESSION By Secrets	CURATED Moments Intimate boutique resorts for adults, offering lavish luxury with exquisite care and epicurean artistry	HYATT ZIVA®	CONNECTED Moments Delightful resorts designed for families with guests of all ages to connect and create memories that last a lifetime
HYATT ZILARA®	REJUVENATING Moments Stunning resorts for adults, boasting pure relaxation, heartfelt service, global culinary offerings and unexpected adventures	ZOËTRY® WELLNESS & SPA RESORTS	ENRICHING Moments Boutique resorts for discerning travelers, reflecting a thoughtful combination of layered stories, soul and design
SECRETS® Resorts & Spas	ROMANTIC Moments Idyllic resorts for adults, infused with an extra measure of romance, indulgence and pampering	Dreathless Resorts & spas®	SOCIAL Moments Lively resorts devoted to engaging experiences for adults, inspired by trending art, culture, fashion and music
<b>DREAMS®</b> Resorts & Spas	<b>TREASURED</b> Moments Picture-perfect resorts providing the ideal backdrop for family time together or intimate time alone	HYATT Vivid Hotels & resorts	JOYFUL Moments Relaxed resorts designed for adults, offering casual comforts filled with simple pleasures where custom meets convenience and living well is effortless
ALUA HOTELS & RESORTS ®	UNFORGETTABLE Moments Fresh, modern and minimalistic hotels and resorts offering tailor-made experiences suited for every traveler and family's style	<b>SUNSCAPE®</b> Resorts & Spas	FUN Moments Vibrant resorts that take fun to the next level in a colorful, worry-free background loaded with activities for everyone in the family

We invite you to discover the Inclusive Collection – unique resort brands designed for every lifestyle and stage of life. Whether you're seeking a dream vacation, a flawlessly executed meeting or the ultimate destination wedding, we offer the perfect places to create lifetime memories. Explore our beautiful beach destinations throughout Mexico, the Caribbean, Central America, Europe and South America. Choose your travel style, indulge during your stay and Celebrate Every Moment.<sup>\*\*</sup>

Bulgaria | Colombia | Costa Rica | Curaçao | Dominican Republic | Greece | Jamaica | Mexico | Panama | Portugal | Spain | St. Lucia | St. Martin



## **CONFIDANT** *COLLECTIVE* Become An Inclusive Collection *Certified Confidant* TODAY.

#### WHAT ARE YOU WAITING FOR?

Ensure that you not only have the tools and resources available to grow your business, with *Confidant Learning*, but also get rewarded with **Confidant Rewards! Rewards you want, rewards you deserve!** 

Make sure you are a *Certified Confidant*, have completed *Confidant Learnin*g, and have opted into *Confidant Rewards* to ensure you win prizes, can attend webinars, FAMS, and are invited to exciting VIP concerts, events, professional baseball games and informative LIVE training sessions. They are all exclusively for Inclusive Collection *Certified Confidants*.

Get started today!

### A Comprehensive Suite of Best-in-class Tools Designed to Help You Succeed.



#### CONFIDANT LEARNING

**Become a** *Certified Confidant* – learn what sets the Inclusive Collection apart through an interactive education program designed to give you the expert advantage.



#### CONFIDANT REWARDS

**Unlock Endless Rewards** — start earning the next level of benefits and rewards for both you and your clients to give you a competitive edge.



#### CONFIDANT CONNECT

**Get Exclusive Insights** — stay ahead of the curve with our Inclusive Collection bi-monthly newsletter, *Confidant Connect*, which features the latest products, advisor incentives and upcoming webinars.

#### Become an Inclusive Collection *Certified Confidant*. GET STARTED TODAY | *confidant.hyattinclusivecollection.com*









## Welcome to the Inclusive Collection Confidant Collective.

A suite of advisor tools including an expanded advisor site, learning platform, marketing assets and rewards program.



Inclusive Collection online educational platform and webinars

#### CONFIDANT REWARDS



Inclusive Collection loyalty program

#### CONFIDANT CONNECT



**Bi-Monthly Inclusive** Collection e-newsletter

## Navigating the Inclusive Collection Advisor Site

#### REGISTRATION

Register to get started.

#### HOMEPAGE

Learn what makes Inclusive Collection the right choice for you and your clients.

#### REWARDS

The most comprehensive travel advisor loyalty program in the industry. Rewards you want, rewards you deserve!

#### **OFFERS**

Be in the know of all current exclusive advisor and consumer offers.

#### EDUCATION

An interactive education platform designed to give you the expert advantage.

#### TRAVEL

There are several programs including confidant rewards, confidant advisor rates and resort day passes that assist in making your vacations memorable, as well as the chance to conduct business while you're away, for the ideal work-life balance.

#### NICHE TRAVEL

Resources for special travel such as destination weddings, romance, social groups and special events. Plus, find our NEW Ten Top series that showcases some of the best features of Inclusive Collection resorts.

#### RESOURCES

A central location for advisor information on marketing, social media tools, webinars, sales contacts and brand personas to help you qualify your sale.

INCLUSIVE COLLECTION

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#### NFWS

Stay caught up with official statements, certifications, notifications and awards.

#### FAQ'S

Have a question for Inclusive Collection? Ask it here!



Scan Here For Digital Version confidant.hyattinclusivecollection.com

















# CONFIDANT REWARDS TIERS & BENEFITS

Unlock new <i>Confidant Rewards</i> perks with each tier earned.	INCLUSIVE INVESTOR	INCLUSIVE INSIDER	INCLUSIVE INFLUENCER	INCLUSIVE ICON
PERKS				
Birthday Email with Points	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
POINTS				
Advisors earn 1 point for every \$2*	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
10% More Points		$\checkmark$		
20% More Points			$\checkmark$	
30% More Points				$\checkmark$
PROMOTIONS				
Monthly Incentives & Promotions	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
2 Exclusive Promotions a Year		$\checkmark$		
3 Exclusive Promotions a Year			$\checkmark$	
4 Exclusive Promotions a Year				$\checkmark$
Exclusive Redemption Items			$\checkmark$	$\checkmark$
ADVISOR TRAVEL BENEFITS				
Access to Advisor Rates up to 20% OFF or more!	$\checkmark$			
Access to Advisor Rates up to 35% OFF or more!		$\checkmark$	$\checkmark$	$\checkmark$
Influencer Advisor Travel Status			$\checkmark$	
Icon Advisor Travel Status				$\checkmark$

\*All direct bookings will always earn double points

#### Inclusive Collection Investor:

Travel Advisors that pass our online learning program with at least 85% of 10 core classes, plus have 0–49 Room Nights registered and traveled in *Confidant Rewards*.

#### Inclusive Collection Insider:

Travel Advisors that pass our online learning program with at least 85% of 10 core classes, plus have 50–249 Room Nights registered and traveled in *Confidant Rewards*.

#### Inclusive Collection Influencer:

Travel Advisors that pass our online learning program with at least 85% of 10 core classes, plus have 250-499 Room Nights registered and traveled in *Confidant Rewards*.

#### Inclusive Collection Icon:

Travel Advisors that pass our online learning program with at least 85% of 10 core classes, plus have 500+ Room Nights registered and traveled in *Confidant Rewards*.









breathless resorts & spas®





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INCLUSIVE COLLECTION



# RESOURCES

# Click on the links below to access invaulable resources and other pertinent information regarding Inclusive Collection brands and resorts.



The Media Site is the central location for Inclusive Collection informational resources. It provides access to invaluable tools such as resort images, logos, video footage, promotional resources, resort product guides and other pertinent information regarding brands and resorts.



The Inclusive Collection has a brand and resort for every moment, and a team of passionate people dedicated to making each of those moments special. Discover the amazing amenities included with our beautiful destinations throughout Mexico, the Caribbean, Central America and Europe.



The Romance eGuide is organized the way couples plan their celebration – from choosing a destination to matching their style and budget with one of our brands, packages and specific resorts. And, all with the look and feel of a real, page-turning publication without the paper.



The Inclusive Collection has the largest portfolio of all-inclusive luxury resorts and our footprint continues to expand to the best beach destinations globally, including Europe!

INCLUSIVE COLLECTION

















# TEN TOP

There are so many special reasons to travel that we want to feature these unique niche and special offerings that the Inclusive Collection resorts have to offer for you and your clients. Click and browse through our TEN TOP series of golf destinations, luxury moments, rooftops, and more!





# Let's Get SOCIAL!



Stay up to date on news, incentives and promotions





Access advisor social media training guides and ready to go marketing banners

Participate in exclusive contests & giveaways!



Join Inclusive Collection, part of World of Hyatt Travel Advisors Facebook group today to get the latest updates and exclusive contests, ask resort questions for your clients and learn tips and tricks about Inclusive Collection.

# JOIN NOW

