

## SELLER PROFILE

Name: Sandi Lackey  
 Company Name: BWH Hotel Group  
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### What are you selling (product description)?

Welcome to BWH Hotel Group®, a leading global hospitality network comprised of three hotel companies, including WorldHotels® Collection, Best Western® Hotels & Resorts and SureStay Hotel Group®. With 18 brands and approximately 4,500 hotels in over 100 countries and territories worldwide, from premium economy to luxury, we have the ideal solution for every traveler.

### What markets/visitor types can you accommodate:

- Group     
  FIT     
  Leisure     
  MICE     
  Students

### Services offered:

- |   |  |
|---|--|
| <input checked="" type="radio"/> Accommodations                       | <input type="radio"/> Child Care/Programs    |
| <input type="radio"/> Convention/Meeting Venues                       | <input type="radio"/> Destination Management |
| <input type="radio"/> Financial Service/Foreign Currency Exchange     | <input type="radio"/> Food Service           |
| <input type="radio"/> Multilingual Staff/Guides                       | <input type="radio"/> Package Tours          |
| <input type="radio"/> Sightseeing                                     | <input type="radio"/> Ticketing Services     |
| <input type="radio"/> Transportation/Transfers/Chauffeured Limousines | <input type="radio"/> VIP/Special Services   |
| <input type="radio"/> Travel Insurance and Claims Service             | <input type="radio"/> Other: _____           |
| <input type="radio"/> Worldwide Reservation System                    |  |

### Marketing aids offered:

- |   |   |
|---|---|
| <input type="radio"/> Advertising Aids                        | <input type="radio"/> Automated Reservation System      |
| <input type="radio"/> Consumer Brochures in Foreign Languages | <input type="radio"/> Familiarization Trips             |
| <input type="radio"/> Full Customized Itinerary Planning      | <input type="radio"/> International Sales Offices       |
| <input type="radio"/> Internet Communication Capabilities     | <input type="radio"/> Multiple U.S. Based Offices       |
| <input type="radio"/> Reference Manuals                       | <input type="radio"/> Special Trade Materials           |
| <input type="radio"/> USA/Group Discounts                     | <input type="radio"/> Visual Aids - Video/Slides/Photos |

### How do you contract with Inbound Operators:

- Group Rates     
  Static Rates     
  Connectivity     
  Other: \_\_\_\_\_

**Destinations in which services are offered:**

- ⊙ Alabama
- ⊙ Alaska
- ⊙ American Samoa
- ⊙ Arkansas
- ⊙ Arizona
- ⊙ California
- ⊙ Colorado
- ⊙ Connecticut
- ⊙ Delaware
- ⊙ District of Columbia
- ⊙ Florida
- ⊙ Georgia
- ⊙ Guam
- ⊙ Hawaii
- ⊙ Idaho
- ⊙ Illinois
- ⊙ Indiana
- ⊙ Iowa
- ⊙ Kansas
- ⊙ Kentucky
- ⊙ Louisiana
- ⊙ Maine
- ⊙ Marianas Islands
- ⊙ Maryland
- ⊙ Massachusetts
- ⊙ Michigan
- ⊙ Minnesota
- ⊙ Mississippi
- ⊙ Missouri
- ⊙ Montana
- ⊙ Nebraska
- ⊙ Nevada
- ⊙ New Hampshire
- ⊙ New Jersey
- ⊙ New Mexico
- ⊙ New York
- ⊙ North Carolina
- ⊙ North Dakota
- ⊙ Ohio
- ⊙ Oklahoma
- ⊙ Oregon
- ⊙ Pennsylvania
- ⊙ Puerto Rico
- ⊙ Rhode Island
- ⊙ South Carolina
- ⊙ South Dakota
- ⊙ Tennessee
- ⊙ Texas
- ⊙ Utah
- ⊙ Vermont
- ⊙ Virgin Islands
- ⊙ Virginia
- ⊙ Washington
- ⊙ West Virginia
- ⊙ Wisconsin
- ⊙ Wyoming