

Westgate Resorts & Coast Hotels Announce Third-Party Meeting Planner Commissions

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Westgate Resorts has announced that not only will they defy the current industry trend of cutting third-party meeting planner commissions by maintaining their current rates, but they will also give planners more, with additional seasonal increases on commissions and incentives for 2018. The increase follows recent announcements by hotel companies cutting commissions for third-party meeting planners.

Westgate Resorts, which operates 25 properties nationwide, including several in top convention destinations Las Vegas and Orlando, plans to maintain its 10 percent commission for planners year-round and, based on the location, will increase commissions to 12 percent during specific time frames.

Coast Hotels is also planning to keep their current commission percentages. "While many brands have announced they will be reducing commissions, Coast Hotels will continue to pay 10 percent commission on all qualified groups and meetings at this time," says Cheryl Foster Hayes, national director of sales at Coast Hotels USA. "Our relationships with third-party meeting planners are important to us. We appreciate the value planners and intermediaries bring."

Westgate Resorts Chief Business Officer Jared Saft agrees and says, "We value the service independent meeting planners provide and will continue to reward it accordingly." Westgate Resorts has continued to boost its efforts to serve group business with new and upgraded meeting space at many of its properties including Westgate Lakes Resort & Spa in Orlando, Fla., Westgate Park City Resort & Spa in Park City, Utah, Westgate River Ranch & Rodeo in River Ranch, Fla. and Westgate Las Vegas Resort & Casino.

Hotelpartner.com named Westgate Resorts the best independent hotel brand for 2017 and 2016 at the American Group Travel Awards.

Westgate Resorts features 25 properties across the country with a combined meeting space of more than 300,000 sq.ft. in resorts in destinations ranging from the Las Vegas Strip to the Great Smoky Mountains to the Central Florida theme parks, and can accommodate nearly any type of group booking or meeting. Meeting planners can reach Westgate Resorts for information on the increased commission dates at (866) 731-725 or www.westgatemeeetings.com, or, for more info on Westgate Resorts group travel, visit westgatemeeetings.com.

Founded in 1982 by David A. Siegel, Westgate Resorts is one of the largest resort developers in the U.S. and features more than 13,500 luxury villas in premier locations throughout the U.S. Most Westgate Resorts locations feature a variety of unique restaurant, retail and spa concepts, including Drafts Sports Bar & Grill, Westgate Smokehouse Grill, Edge Steakhouse, Westgate Marketplace & Deli and Serenity Spa. For more info, visit www.westgateresorts.com.

Coast Hotels has owned, managed and franchised a unique collection of distinctive West Coast properties in the U.S. and Canada for more than 40 years. Known for providing a seamless blend of comfort, first-rate service and exceptional value, Coast properties continually surprise and delight guests with consistently friendly accommodations and a style and personality all their own. Coast Hotels are always conveniently located, affording both leisure and business travelers easy access to restaurants, theaters, local sightseeing attractions and major airports. . As one of North America's growing—and Canada's largest—hotel brands, Coast owes its continued expansion to its commitment to friendly service, great locations and a refreshingly local approach. Coast Hotels offers properties throughout British Columbia, Alberta, Northwest Territories, the Yukon, Alaska, California, Hawaii, Oregon and Washington. For more info, visit www.coasthotels.com.