Group Advantage Program

CLUB MED'S ALL NEW APPROACH TO MEETINGS & EVENTS







Meetings & Events by Club Med is proud to announce the
new Group Advantage Program.

What is the Group Advantage Program?

It's the all new way that Club Med is doing Meetings & Events.
From an all new website and dedicated group section of the resort application,
to pricing amenities and perks for groups of **20 adults and more.**





Group Advantage Program

An all NEW Program for Meetings & Events by Club Med



What's New?



Price Amenities



Perks

Group Advantage Program

An all NEW Program for Meetings & Events by Club Med

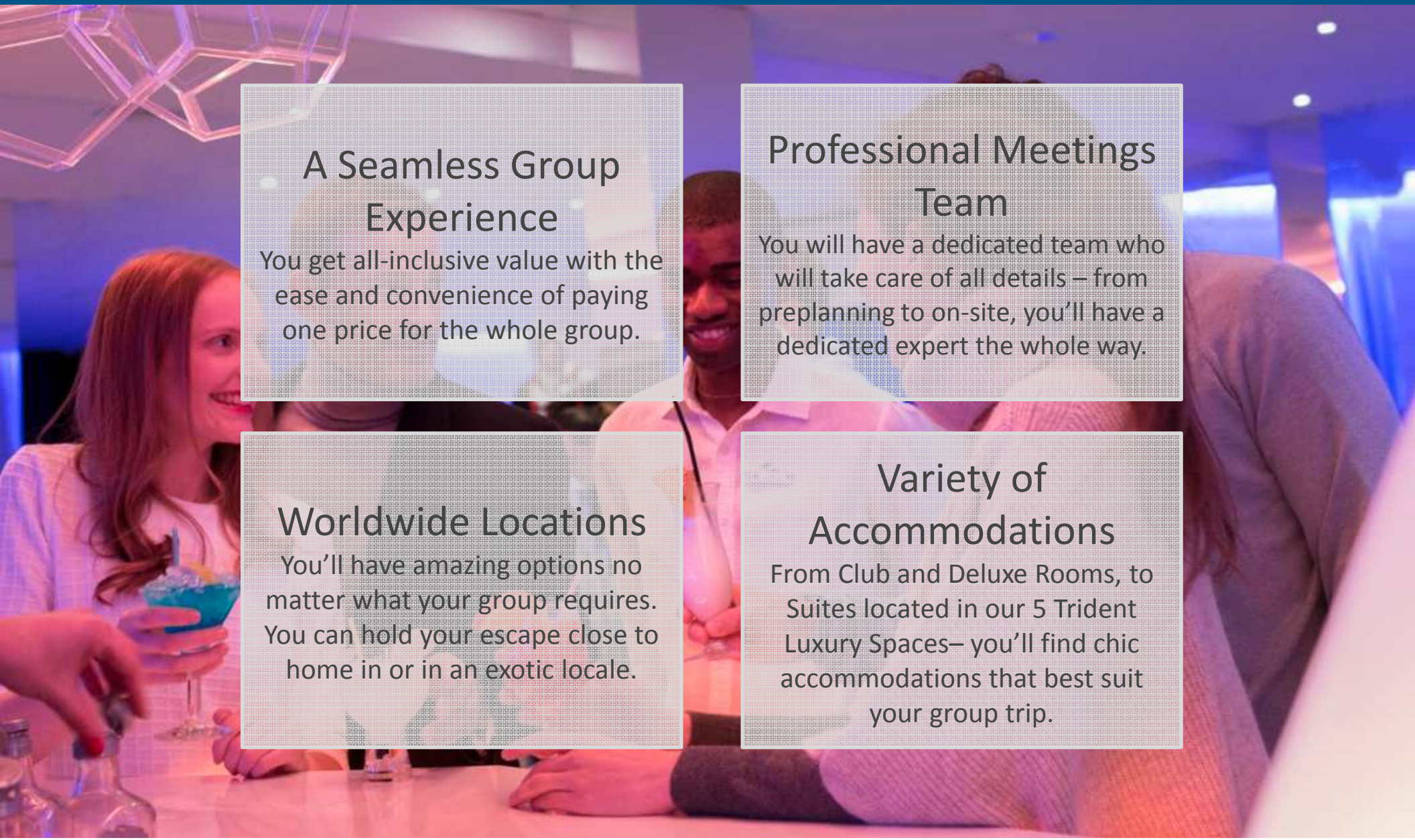


What's New?

Price Amenities

Perks

Club Med's New Group Advantage Program
A New Promise



A Seamless Group Experience

You get all-inclusive value with the ease and convenience of paying one price for the whole group.

Professional Meetings Team

You will have a dedicated team who will take care of all details – from preplanning to on-site, you'll have a dedicated expert the whole way.

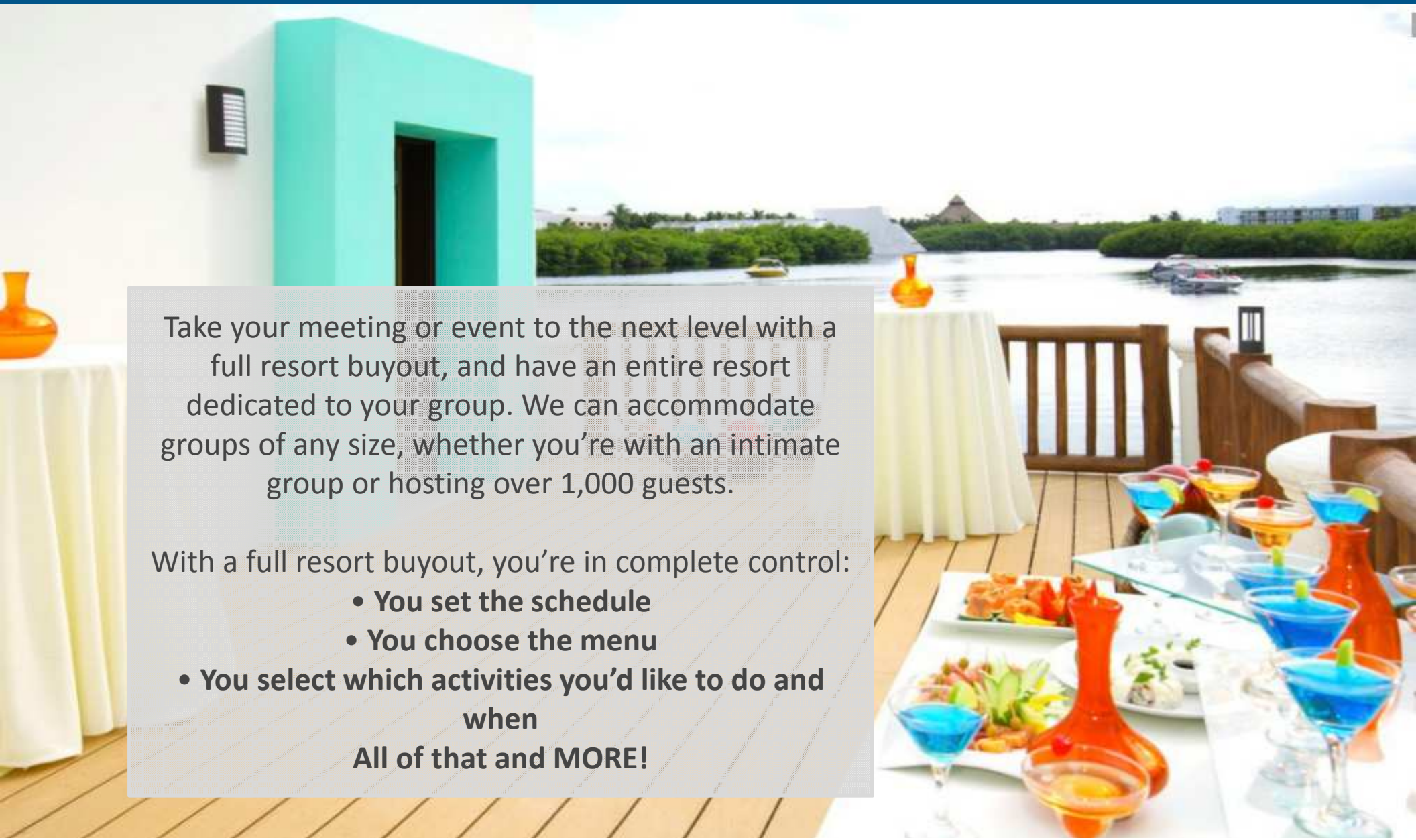
Worldwide Locations

You'll have amazing options no matter what your group requires. You can hold your escape close to home in or in an exotic locale.

Variety of Accommodations

From Club and Deluxe Rooms, to Suites located in our 5 Trident Luxury Spaces– you'll find chic accommodations that best suit your group trip.

Club Med's New Group Advantage Program
Full Resort Buyouts



Take your meeting or event to the next level with a full resort buyout, and have an entire resort dedicated to your group. We can accommodate groups of any size, whether you're with an intimate group or hosting over 1,000 guests.

With a full resort buyout, you're in complete control:

- **You set the schedule**
- **You choose the menu**
- **You select which activities you'd like to do and when**

All of that and MORE!

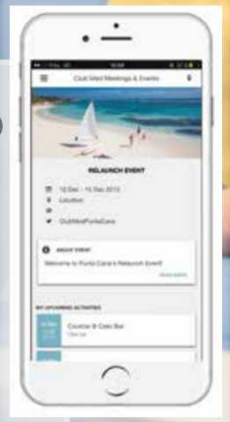
Club Med's New Group Advantage Program
New Tools



The new & improved clubmedgroups.com

Full of useful and up to date information on Meetings and Events at Club Med Resorts, your one-stop resource of all things group related:

- Current Offers available for groups
- Information on groups in resort experience
- Improved navigation and web experience, with new search functionality based on group size and requirements
- Seamless request for quotes



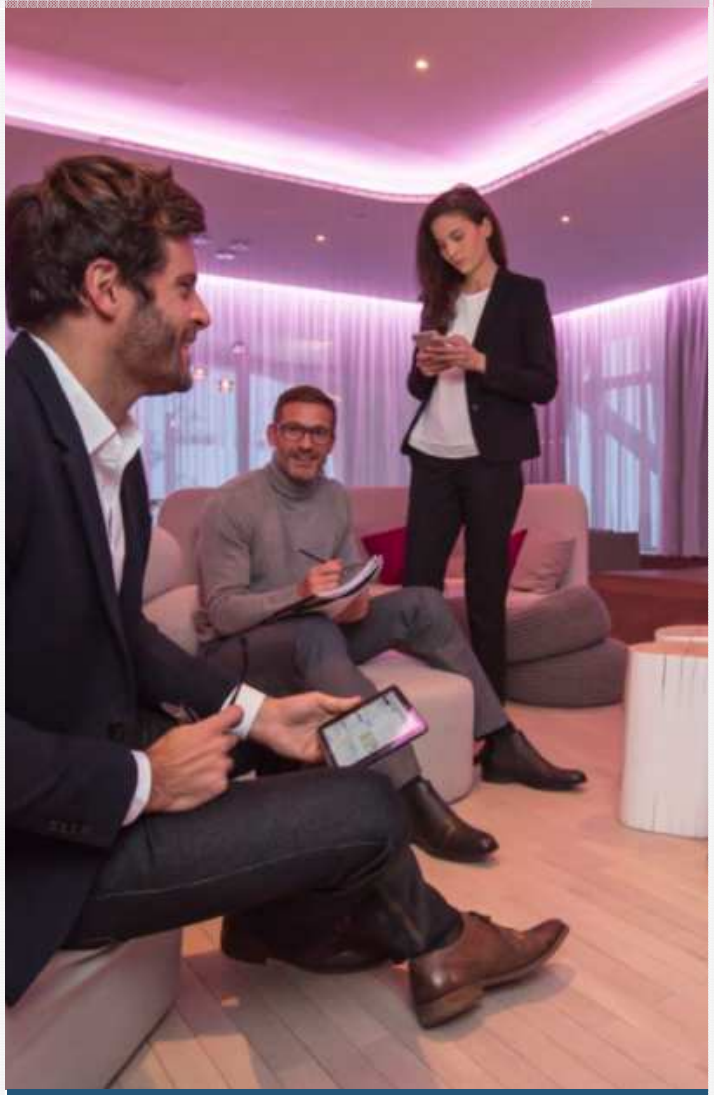
The new Club Med Resorts mobile application has a space dedicated to meetings and events where you can find and manage your own event.

This free tool for your groups allows groups to have an even more interactive experience:

- General event information
- Description of speakers and sponsors
- Event calendar and feature for sending notifications to your guests
- Guest lists and creation of subgroups
- Foster engagement and interaction (discussions, questionnaires, document sharing)

Group Advantage Program

An all NEW Program for Meetings & Events by Club Med



What's New?

Price Amenities

Perks

New Group Advantage Program – Price Amenities

5% Discount* on Best Available Rate, PLUS:

1 FREE GUEST
for every 20 guests booked**

OR

1 SUITE UPGRADE
for every 20 guests booked***

OR

DOUBLE YOUR DISCOUNT TO 10% OFF*







WORLDWIDE LOCATIONS

FULL RESORT BUYOUT OPTIONS

SEAMLESS GROUP EXPERIENCE

PROFESSIONAL MEETINGS TEAM

VARIETY OF ACCOMMODATIONS

GOURMET CUISINE

OPEN BAR DAY & NIGHT

What's Included - and so much more!

New Group Advantage Program - Other Amenities





Over $1,500 Value
+ Value of Perks available!!

+ Complimentary 1 hour cocktail reception
with open bar and chef's selection of hors-d'oeuvres

+ Complimentary state of the art meeting space that includes
standard coffee break, standard AV Equipment,
notepads and pencils, and more!

+ select, available perks

New Group Advantage Program – Structure of the New Program

20 to 100 Adult PAX

N. Amer. RESORTS (minus FWI)

ALL PARTIES

5% Off Our Best Offer….PLUS:

1 Person Stays FREE for every 20 PAX** or One Suite Upgrade for every 20 PAX*** or double your discount to 10% off*

+ 60$ Membership Fee

3+ NIGHTS

COCKTAIL PARTY
MEETING ROOM + STANDARD COFFEE BREAK + STANDARD AV EQUIP

3+ NIGHTS + select dates/ resorts

ASSIGNED PERKS

Extra Upgrade every 20 PAX
Reduced TC every 15 PAX
Premium Wifi
-10% Spa // -10% AV Equip // -10% Discovery
Tailored private event with sports and other activities

100+ PAX OR Worldwide Resorts

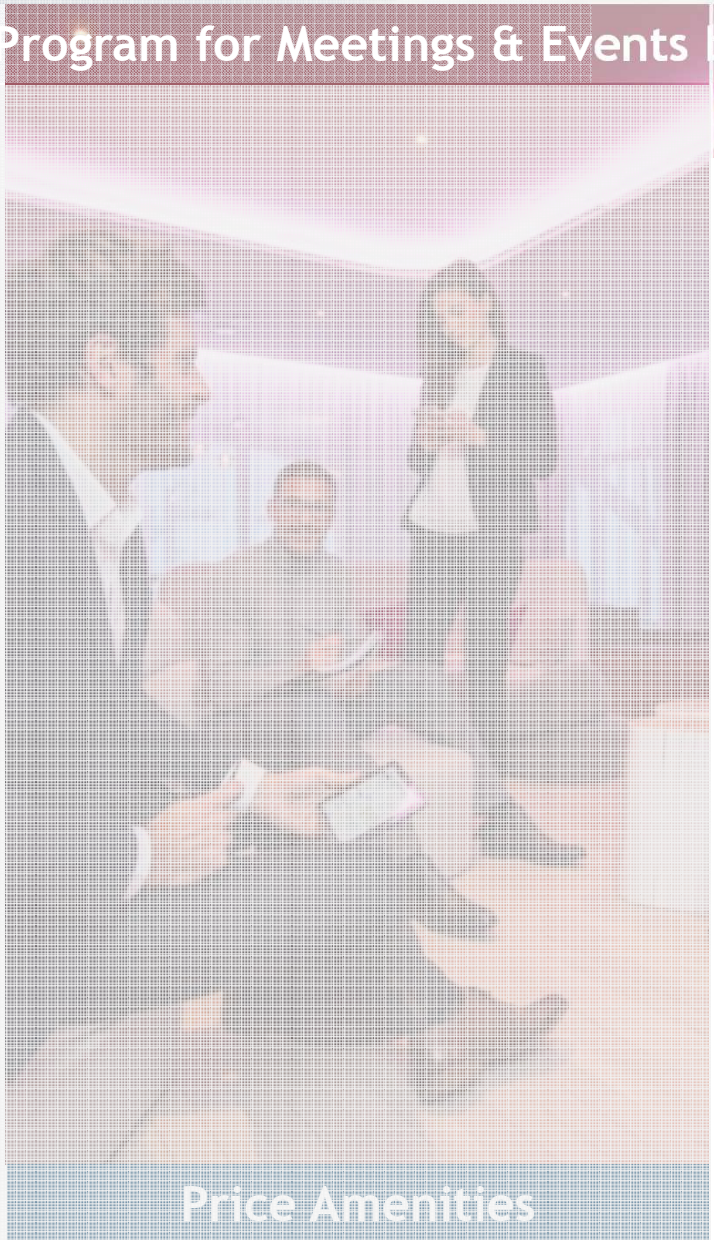
AD'HOC REQUEST

Group Advantage Program

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What's New?



Price Amenities



Perks

New Group Advantage Program – Perks Calendar

Based on travel period, perks calendar details additional amenities available to your group








		CANCUN YUCATAN	PUNTA CANA	SANDPIPER BAY	IXTAPA PACIFIC
May	2017	Premium Wi-Fi	Premium Wi-Fi	Premium Wi-Fi	Premium Wi-Fi
Jun	2017	Premium Wi-Fi	Premium Wi-Fi	Premium Wi-Fi	Premium Wi-Fi
Jul	2017	BO	BO	BO	Premium Wi-Fi
Aug	2017	Premium Wi-Fi	Premium Wi-Fi	Premium Wi-Fi	Premium Wi-Fi
Sep	2017	1 Extra Upgrade	1 Extra Upgrade	1 Extra Upgrade	1 Extra Upgrade
Oct	2017	1 Extra Upgrade	1 Extra Upgrade	1 Extra Upgrade	1 Extra Upgrade
Nov	2017	Premium Wi-Fi	Premium Wi-Fi	Premium Wi-Fi	Premium Wi-Fi
Dec	2017	Premium Wi-Fi	Premium Wi-Fi	Premium Wi-Fi	BO
Jan	2018	BO	BO	Premium Wi-Fi	BO
Feb	2018	BO	BO	Premium Wi-Fi	BO
Mar	2018	BO	BO	BO	BO
Apr	2018	Premium WiFi	Premium WiFi	Premium WiFi	Premium Wi-Fi
May	2018	Premium Wi-Fi	Premium WiFi	Premium WiFi	Premium Wi-Fi
Jun	2018	10 % Discounts on Services	10 % Discounts on Services	10 % Discounts on Services	10 % Discounts on Services
Jul	2018	10 % Discounts on Services	10 % Discounts on Services	10 % Discounts on Services	10 % Discounts on Services
Aug	2018	10 % Discounts on Services	10 % Discounts on Services	10 % Discounts on Services	10 % Discounts on Services
Sep	2018	1 Free Guest for every 15 Adults	1 Free Guest for every 15 Adults	1 Free Guest for every 15 Adults	1 Free Guest for every 15 Adults
Oct	2018	1 Free Guest for every 15 Adults	1 Free Guest for every 15 Adults	1 Free Guest for every 15 Adults	1 Free Guest for every 15 Adults

New Group Advantage Program - FAQs

1. What's the value of each perk?

Perk	Value
Extra Upgrade	Average Savings: 5%
1 free person, for every 15 adults	Average Savings: 5%
Premium Wifi	Savings: $65 per person
-10% Spa // -10% Discovery // - 10% Boutique	Average savings: $20 per person
tailored private event with sports and other activities	Average savings: $50 per person

2. What if my group is over 100 people?

This is a customized quote and will need to be negotiated with your group coordinator.

3. What's the minimum length of stay for my group?

Groups who stay less than 3 days are entitled to the price amenities, groups who stay 3 or more days have the additional amenities of Free Cocktail party, Free meeting space as well as the perks available according to the calendar.

4. How much are membership fees?

Each adult (16 and over) in the group is subject to the membership fee of $60, and $30 for children under 16 years old. They are added to the total price of the Package, and charged annually.

5. What if my group wants an entire resort to themselves?

Of course! We can accommodate groups who want to "own" the resort with a "Full Resort Buyout program. Ask your group coordinator.

Value comparison – Canyon Ranch

SANC group comparison

	Price	Accommodation	F&B	Spa & wellness	Sports & activiti		
Canyon Ranch Health Resort Lenox, Massachusetts	***2-nights package from 5th to 7th May, 2017*** **$1,740 / person (double occupancy)** *Transfer from airport / train station included*	Gracious room	3 gourmet meals daily & healthy snacks Only non-alcoholic beverage	Spa treatment rooms 2 pools (indoor & outdoor) sauna, steam rooms and whirlpools	40+ daily fit classes with famous instructors (yoga, Pilates, Tai Chi, etc.)		
Sandpiper Bay Port Sainte-Lucie, Florida Waterfront property	***2-nights package from 5th to 7th May, 2017*** **$324.64 / person (double occupancy)** *$597 per person with air package from New York (flights + transfer)*	Club room	3 restaurants and 2 bars All-day food Healthy corner & nutritional offer Both non-alcoholic & alcoholic beverage	Spa treatment rooms 4 outdoor pools Jacuzzi	Sport Academies (Golf, Tennis, Beach volleyball & Fitness) with coaching by world-famous athletes Large watersports offer Trendy fitness offer (Zumba, yoga, etc.)	Kids club from 4 months to 17 years old + baby equipment	Day & night entertainment

Source: https://www.canyonranch.com/

APPENDIX – TERMS & CONDITIONS

New Group Advantage Program	Terms
GENERAL	**Resorts:** Available at North American resorts of Cancun Yucatan, Mexico; Ixtapa Pacific, Mexico; Sandpiper Bay, Florida; Punta Cana, Dominican Republic; Turkoise, Turks & Caicos; Columbus Isle, Bahamas; Caravalle, Guadeloupe; and Buccaneer's Creek, Martinique. **Groups Size:** To qualify, group must consist of at least 20 adults (age 16 years or older) and maximum of 100 adults. Groups over 100 adults require a customized program. **Lenght of Stay:** Offer requires a 3-night minimum stay. **Membership:** Club Med Membership fee of $60 per person are additional. Bookings are subject to availability, and subject to capacity restrictions. Promotion may be withdrawn at any time. Offer is not valid for full resort buy outs. Valid for new Meeting & Events bookings only. Blackout dates apply, including holidays and other dates. Other restrictions apply including brochure terms and cancellation/change fees. For Columbus Isle, all guests must be 2 years of age. For Turkoise, all guests must be 18 years and older. Not responsible for errors or omissions. Void where prohibited or restricted by law.
5% Discount* on Best Available Rate, PLUS: 1 FREE guest for every 20 booked** OR 1 Suite Upgrade for every 20 guests booked*** OR double your discount to 10% off*	*Discount is off of lowest available individual rate (excluding Flash Sale). Offer doesn't require 3-night minimum. **One free adult for every 20 adults booked, therefore the 20th adult guest is free (40th, 60th, and 80th). Free adult only pays membership fee, and will be booked in the same room type and category in which there is the greatest number of room types and number of nights confirmed. Offer doesn't require 3-night minimum. ***One free upgrade to a Suite category room, or 2 Deluxe upgrades for every 20 adults booked. Offer doesn't require 3-night minimum.
Complimentary 1 hour cocktail reception with open bar and chef's selection of hors-d'oeuvres†	†Free cocktail party is one hour in length with chef's selection of appetizers.
Complimentary state of the art meeting space that includes meeting space, standard coffee break, standard AV Equipment, notepads and pencils, and more! ††	††One complimentary meeting room for duration of group stay, is given on a first-come-first-serve basis, and based on group size and other requirements. Complimentary meeting space is subject to space available at each resort and must be booked in advance. Meeting room will be assigned by the resort based upon availability during daytime hours (until 5:30pm). Excludes Florida Ballroom in Sandpiper Bay. Additional meeting space will be subject to charge. Free meeting space comes with tables & chairs (reset twice a day), Bottle of water, per person, Pencil & Notepad, Flip-Chart & Markers, 1 projector or smart TV, 1 Screen or smart TV, 1 Microphone, and 1 standard coffee-break.

Perks	
One extra upgrade for every 20 adults booked.	One additional upgrade for every 20 adults booked, therefore two upgrades for every 20 adults booked for the same room type and category in which there is the greatest number of room types and number of nights confirmed.
One free guest for every 15 booked.	One free adult for every 15 adults booked. Therefore the 15th , 30th, 45th, 60th, 75th and 90th guest is free. Free adult only pays membership fee.
Premium, high speed internet for up to 4 devices and 1MB Bandwidth.	Premium Wifi is high-speed internet to accommodate needs to stream and heavy files downloads. The premium WiFi access code is available for up to 4 devices simultaneously connected, with bandwidth up to 1 Mb/s
10% discount on spa services 10% discount on Boutique purchases 10% discount on Discovery excursions	10% discount on spa services, to be redeemed at the resort. Only available at Ixtapa Pacific. Terms and conditions apply. 10% discount on purchases at the boutique. Only available at Sandpiper Bay, Punta Cana, Cancun Yucatan. 10% discount on Discovery excursions, to be redeemed at the resort. Only available at Sandpiper Bay, Punta Cana, and Cancun Yucatan
A tailored private family event with sports and other activities	Additional cost applies & not valid for CREACTIVE at Club Med Punta Cana, Dominican Republic.