



Eligibility Guidelines – Rate Category Definitions

Rate Category	Definition	Included	Discretionary	Excluded
BAR/RACK	Best, non-qualified, unrestricted, publicly available rate through a participating property's website and/or call center.	✓		
PROMOTIONAL	Discounted rate or special offer booked with the hotel directly. Includes any promotion advertised through property's book direct marketing efforts (e.g. geo fenced, mobile-only, member rates, email marketing, SEM, paid social, etc.).	✓		
QUALIFIED	Discounted rate with proof of qualifier. (e.g. includes but not limited to: AAA membership, senior discounts, local/state resident discounts, etc.).	✓		
GOVERNMENT/MILITARY	Discounted rate for government and military employees with proof of valid, government-issued military ID.	✓		
PACKAGE**	Package rate that includes the room rate as part of the offerings (e.g. Spa Package or Golf Package).	✓		
CORPORATE*	Discounted rates for corporate business contracts that require proof of association with a specific organization.		✓	
GROUP/SPECIAL EVENTS*	Discounted rates for group contracts that require proof of association with a specific event or organization.		✓	
OTA/THIRD-PARTY/TOUR/WHOLESALE	Inventory offered to third-party distribution channels (not a direct hotel booking via property's website and/or call-center).			✓

**Property must provide exclusion details to The Guestbook in advance of guests completing their reservation in order to allow cash rewards messaging to be properly calculated or excluded in advance of guests booking.*

For corporate/group/special events, please provide rate/promo/group code, booking link, and check-in/check-out dates.

***For packages, incidental or ancillary expenses can be deducted from the package rate per property's request; allowing rewards to be paid on the room portion of the package only. Please provide rate code and details regarding exclusions (ancillary cost and frequency terms).*