Time Only

Use this yield profile to create a rate adjustment by Time ONLY.

This means that a rate adjustment will be triggered by ONLY a Time event.

Time setting: Set the # of days before or after a booking date to trigger the rate change. A value of "0" for time means the **day of arrival**. Thus, if one were to place <1 days, that means BOTH the 'day of arrival' and the next day (it's both 0 and 1). So, if one wanted to *only* send a Yield rule for the 'day of arrival', the rule would be "0" and this would happen on '*day of arrival* only.

For example, more than 30 days before booking date; more than 60 days before a booking date; less than 10 days before a booking date



To add a "Time" Yield Profile

- Go to SETUP | YIELD MANAGEMENT
- Click Add at the bottom right.
- A new Yield Profile will open.

	Front Desk	BOOKINGS	Rates	Relationships	Owners	Parameters	Settings	PMS	Features/Images		
Grid	Manage Rates	Default Rates		Packages	Room Types	Rooms	✓ Yield N	lanagen	nent Yield Grid		
Find re	cords where Occu	upancy or Da	/s ▼ has	s v	Sort by	Desc	▼ uc	V C	isplay 200 R	ecords	Fetch
Desc		,,	Туре		Occupancy	or Days	Thre	shold	Days Left	than	Adjustment
Occup	ancy Below 70%		Occupancy Only		Below		70		Less	7	10
20% 60 days			Time Only		Below		50		More	60	-20
10% 30 days		Time Only		Below		50 M		More	30	-10	
3 reco	rds found										
											bbA 👝

Click image to enlarge

To add a Time Yield Profile

- Enter a Description
- Type: Choose "Time Only" from the drop down list.
- Days Left: Choose "More" or "Less" in the drop down menu.
- Than: Enter the number of days you want to trigger the event. I.e. More than 30 days.
- Adjustment: Enter the Flat dollar amount or the percentage amount of the rate to discount or increase triggered by EITHER one of these events. I.e. Enter discount as -15 and an increase as 15.

In this scenario, we want to adjust the rate by -10% when booking is made more than 30 days in Advance.

Adjust rate by -10% if booked more than 30 days in advance

Rate Grid Manage Rates Default Rates Packages Room Types Rooms ✓ Yield Management Yield Grid Description: 10% 30 days Type: Time Only Days Left: Less ▼ than: 30 Adjustment: -10 Notes: Adjust rate by -10% if booked 30 days in Advance Last Changed:		Front Desk	Bookings	Rates	Relationships	owners	Parameters	Settings	PMS	Features/Images
Description: Type: Time Only Days Left: Less than: 30 Adjustment: Notes: Last Changed:	ate Grid	Manage Rates	Default R	ates	Packages	Room Types	Rooms	Yield M	anagem	ent Yield Grid
Description: 10% 30 days Type: Time Only Days Left: Less • base Left: Less • Adjustment: -10 Notes: Adjust rate by -10% if booked 30 days in Advance Last Changed: -10										
Type: Time Only Days Left: Less • Adjustment: -10 Notes: Adjust rate by -10% if booked 30 days in Advance Last Changed:	Descri	ption:		10% 3	IO days					
Days Left: Less than: 30 Adjustment: -10 -10 Notes: Adjust rate by -10% if booked 30 days in Advance -10 Last Changed: -10 -10	Type:		-	Time	Dnly	•				
Adjustment: -10 Notes: Adjust rate by -10% if booked 30 days in Advance Last Changed:	Days I	Left:		Les	s 🔻		than:			30
Notes: Adjust rate by -10% if booked 30 days in Advance Last Changed:	Adjust	ment:		-10						
Last Changed:	Notes:			Adjust	trate by -10% if b	ooked 30 days	s in Advance			
	Last C	hanged:								

Click image to enlarge

Then, add the Rates that you want to apply the Yleld Profile. A Rate can have multiple Yield Profiles applied

• Click Add Rate to add one specific Rate. Or, click Add All Rates to add all of your rates to the Yield Profile.

	Front Desk	Bookings	Rates	Relationships	Owners	Parameters	Settings	PMS	Features/Images
Grid	Manage Rates	Default R	lates	Packages F	Room Types	Rooms	🖌 Yield	Manage	ment Yield Grid
Descripti	ion:		Over	20%					
Type:			Occu	pancy Only					
Occupan	icv:		Belo	N		Thresho	ld:		70.00%
Adjustme	ent Type:		Perc	entage		Adjustm	ent:		10
Notes:				-					
Last Cha	anged:		16-J	JN-2016 15:11:0	2				
									Delete Edit
	Add Pa	to		atos					
	Add Ka			ates					
Find reco	rds where ID	▼ has	T	So	rt by ID	۲ up	Display 2	00	Records Fetch
ID	Descr	iption						1	Action
0 record	ds found								

Click image to enlarge

- If you click Add Rate, then a screen will open with a field to select the Rate. Click on the magnifying glass icon to expand the drop down list of your rates.
- Select the Rate and click Save.

	Front Desk	Bookings	Rates	Relationships	Owners	Parameters	Settings	PMS	Features/Images
			•						
Late Avai	lability:		Occu	pancy Below 70%					
Rate or P	ackage ID:				1				_
			1N	TSPECIAL 1	Night Spec	ial			
			SU	ITE 2	Bedroom S	uite rate		_	
			ES	DECO2P 2	P PACKAG	E: EAT. SLEEF			
			25	UITE 2	SUITE rate				
			ED	SECO3P 3	P PACKAG	E: EAT, SLEEF			
			AA	A A	AA rate				
			AU	G A	ugust Spec	ial Package			
			BE	DBREAK B	ed and Brea	akfast			
			CC	RPCONF C	ORP				-
			,						

Click image to enlarge

You will then see the Rate in the list of the Yield Profile.

- To remove the rate for the Yield Profile, click Delete next to the Rate.To add another rate to the Yield Profile, select Add Rate

	Front Desk	Bookings	Rates	Relationships	Owners	Parameters	Settings	PMS	Features/I	mages	
ate Grid	Manage Rates	Default F	lates	Packages I	Room Types	Rooms	Yield N	lanagem	nent Yie	ld Grid	
Descri	ption:		Occu	pancy Below 70%	%						
Type:			Occu	pancy Only							
Occup	ancy:		Below	v		Threshold	d:		7	0.00%	
Adjust	ment Type:		Perce	entage		Adjustme	ent:		2	10	
Notes:			If Oc	cupancy is below	70%, then r	educe rates by	/ 10%				
Last C	hanged:		07-JU	IL-2016 12:04:21							
										Delete	Edit
)
	Add Rat	e .	Add All R	ates							
									_ (
Find re	cords where ID	▼ ha	is ▼	S	ort by ID	▼ up	Display 2	200	Records	Fetch	
ID		Descriptio	n					A	ction		
SUITE		2 Bedroom	Suite rate	e					Delete		
1 reco	rds found										

Click image to enlarge