

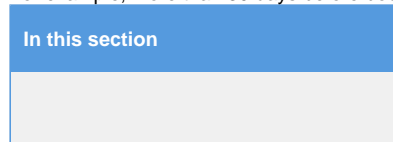
Time Only

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.

The screenshot shows the 'Yield Management' section of a software interface. At the top, there are tabs for 'Front Desk', 'Bookings', 'Rates', 'Relationships', 'Owners', 'Parameters', 'Settings', 'PMS', and 'Features/Images'. Below these are sub-tabs: 'Rate Grid', 'Manage Rates', 'Default Rates', 'Packages', 'Room Types', 'Rooms', 'Yield Management' (which is active and marked with a checkmark), and 'Yield Grid'. The main area contains a search bar with 'Find records where' followed by a dropdown menu set to 'Occupancy or Days', a 'has' dropdown, a text input field, a 'Sort by' dropdown set to 'Desc', an 'up' dropdown, a 'Display' input set to '200', and a 'Records' label. A 'Fetch' button is to the right. Below the search bar is a table with the following data:

Desc	Type	Occupancy or Days	Threshold	Days Left	than	Adjustment
Occupancy 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	More	30	-10

Below the table, it says '3 records found'. At the bottom right, there is a red bar and an 'Add' button.

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

The screenshot shows the 'Add' form for a new yield profile in the 'Yield Management' section. The form has the same top navigation as the previous screenshot. The form fields are:

- Description:** A text input field containing '10% 30 days'.
- Type:** A dropdown menu with 'Time Only' selected.
- Days Left:** A dropdown menu with 'Less' selected.
- than:** A text input field containing '30'.
- Adjustment:** A text input field containing '-10'.
- Notes:** A text input field containing 'Adjust rate by -10% if booked 30 days in Advance'.
- Last Changed:** A text input field that is currently empty.

At the bottom right of the form is a 'Save' button.

Click image to enlarge

Add Rates to Yield Profile

Then, add the Rates that you want to apply the Yield 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.

The screenshot shows the 'Yield Management' section of a software interface. At the top, there are tabs for 'Front Desk', 'Bookings', 'Rates', 'Relationships', 'Owners', 'Parameters', 'Settings', 'PMS', and 'Features/Images'. Below these, a sub-menu bar includes 'Rate Grid', 'Manage Rates', 'Default Rates', 'Packages', 'Room Types', 'Rooms', 'Yield Management' (which is selected), and 'Yield Grid'. The main area contains a form for configuring a rate. The form has fields for 'Description' (Over 20%), 'Type' (Occupancy Only), 'Occupancy' (Below), 'Adjustment Type' (Percentage), 'Threshold' (70.00%), 'Adjustment' (10), 'Notes', and 'Last Changed' (16-JUN-2016 15:11:02). There are 'Delete' and 'Edit' buttons at the bottom right of the form. Below the form, there are two buttons: 'Add Rate' and 'Add All Rates'. Below these buttons is a search bar with the text 'Find records where ID has' and a 'Sort by ID up' dropdown. To the right of the search bar is a 'Display 200 Records' button and a 'Fetch' button. Below the search bar is a table with the following structure:

ID	Description	Action
0 records 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.

The screenshot shows the 'Rate or Package ID' field in the 'Yield Management' section. The field is empty, and a magnifying glass icon is visible next to it. A dropdown list is open, showing the following rates:

1NTSPECIAL	1 Night Special
SUITE	2 Bedroom Suite rate
ESDECO2P	2P PACKAGE: EAT, SLEEP AND DIVE
2SUITE	2SUITE rate
EDSECO3P	3P PACKAGE: EAT, SLEEP AND DIVE
AAA	AAA rate
AUG	August Special Package
BEDBREAK	Bed and Breakfast
CORPCONF	CORP

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 DeskBookingsRatesRelationshipsOwnersParametersSettingsPMSFeatures/Images

Rate GridManage RatesDefault RatesPackagesRoom TypesRoomsYield ManagementYield Grid

Description:Occupancy Below 70%

Type:Occupancy Only

Occupancy:BelowThreshold:70.00%

Adjustment Type:PercentageAdjustment:-10

Notes:If Occupancy is below 70%, then reduce rates by 10%

Last Changed:07-JUL-2016 12:04:21

DeleteEdit

Add RateAdd All Rates

Find records where ID has Sort by ID up Display 200 RecordsFetch

ID	Description	Action
SUITE	2 Bedroom Suite rate	Delete

1 records found

Click image to enlarge