

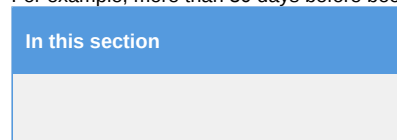
# Time Only

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 'Yield Management' section of a software interface, specifically the form to add a new yield profile. 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 form with the following fields:

- Description:** A text input field containing '10% 30 days'.
- Type:** A dropdown menu set to 'Time Only'.
- Days Left:** A dropdown menu set to 'Less'.
- 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.

At the bottom right, there 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, there are sub-tabs: 'Rate Grid', 'Manage Rates', 'Default Rates', 'Packages', 'Room Types', 'Rooms', 'Yield Management' (which is selected and has a checkmark), and 'Yield Grid'. The main area contains a form with the following fields: 'Description:' (Over 20%), 'Type:' (Occupancy Only), 'Occupancy:' (Below), 'Adjustment Type:' (Percentage), 'Notes:', and 'Last Changed:' (16-JUN-2016 15:11:02). To the right of the 'Occupancy' field, there are fields for 'Threshold:' (70.00%) and 'Adjustment:' (10). At the bottom right of the form are 'Delete' and 'Edit' buttons. Below the form are two buttons: 'Add Rate' (with a red minus icon) 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, followed by 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. A magnifying glass icon is visible next to the field, and 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

Delete

Edit

Add Rate

Add All Rates

Find records whereIDhasSort byIDupDisplay200RecordsFetch

| ID    | Description          | Action |
|-------|----------------------|--------|
| SUITE | 2 Bedroom Suite rate | Delete |

1 records found

Click image to enlarge