



# Meetings<sup>★</sup> & Incentives IBEROSTAR

## One promotion, countless options.

### Iberostar Beachfront Resorts inspiring Responsible Meetings.

Iberostar hotels maintain the highest levels of care and luxury for meetings and incentive travel, while providing an elevated experience centered around our sustainability initiatives. You can always expect more exclusive incentives when you choose our hotels for your group. Applicable only for new group bookings of 20+ rooms, for a minimum of 3 nights. Must be contracted by **December 31, 2023**, and can **travel until 12/31/2025**.

This is our simplified and unique way to do Events in **Mexico, Jamaica** and the **Dominican Republic**.

- 5% bonus cash towards your repeat program
- One complimentary room for every 25 paid
- One complimentary upgrade for every 25 paid
- Up to four (4) complimentary room nights for site inspection
- One complimentary staff room for the meeting planner
- Meeting room rental fees waived for all new MICE bookings for 2023-2025
- 50% off coffee breaks for groups over \$50,000 in room revenue
- 10% discount A/V and decor services
- One hour complimentary cocktail reception with hors d'oeuvres
- Complimentary dinner
- 20% discount on spa services
- Preferential golf rates

A More   
Responsible  
Way to Meet

# Terms & Conditions

## **5% bonus cash towards your repeat program (example: \$100,000 program earns \$5,000 off a future program)**

The 5% bonus cash is available for programs booked through 2023 and valid only for groups in Mexico, Dominican Republic and Jamaica. The repeat program must be completed within two years, no later than December 20, 2026. Earned 5% bonus cash will be calculated based upon the total room revenue booked by the group and actualized at the end of the program. The 5% bonus cash is based on a program of equal or greater value. If the repeat program actualizes less than the first contracted group program, the 5% bonus cash will be based on the lesser program. The 5% bonus cash is based on the end-user company who is operating the program with Iberostar, not a third-party intermediary. If the company decides to not use the same third-party intermediary, it will be up to Iberostar Beachfront Resorts to verify, at the time of contract, whether the 5% bonus cash applies. The 5% bonus cash is not an override commission and cannot be applied to the master account for F&B extras. The 5% bonus cash is not applicable to buyouts where a special price is negotiated.

## **One complimentary room for every 25 paid**

The complimentary room is based cumulative and is calculated after the program has actualized and will be reflected and credited on the final invoice. The complimentary room will be based on the same room type the majority of the group has purchased. The max rooms per night that can be earned is 6 rooms on peak nights.

## **One complimentary upgrade to the next available category for every 25 paid**

The upgraded room is subject to availability at contracting and agreed to by both parties. The max upgrades that can be earned is 4.

## **Up to four complimentary room nights for site inspection**

4 room nights for planner and or end user/client for a site inspection is based on availability and potential program must be at least 75 rooms nights on peak and a 3 night minimum to qualify. Additional nights needed will be negotiated and given a planner reduced rate and quoted by the Regional Sales Manager.

## **One complimentary staff room for the meeting planner**

Valid for groups with a minimum of 20 rooms per night for the meeting planner, non transferrable. Complimentary staff room will be offered 1 day pre the peak start date of meeting for pre con meetings. Any additional staff rooms are negotiated at contracting and will be 20% off the group rate. Staff rooms are non commissionable.

## **Meeting room rental fees waived for all new MICE bookings for 2023-2025**

Meeting room rental fees waived for all new programs booked through 2024-2025. The space requested is based on approval by Regional Sales Manager and rooms to space ratio will be considered when adding as complimentary. Once an agreement has been made that the space requested is in line with the rooms ratio it will be added to contract as agreed by both parties. If the group has a lot of space needs there could be minimum charges as needed and agreed too at contracting.

## **50% off coffee breaks for groups over \$50,000 in room revenue**

Group must have \$50,000 in total room revenue to qualify and if the group falls short of rooms revenue actualized the discount will not apply. 50% coffee break discount is based on the selected coffee break chosen per the Banquet Event Kit provided. The planner can choose the coffee break after the contract is signed or at contracting. Please refer to the banquet kit provided "coffee breaks section" for details and pricing.

## **10% discount A/V and upgraded decor services**

10% discount off the price provided by our in-house a/v company, only valid in Mexico. The anticipated a/v can be finalized after contracting and this discount will be reflected on the final invoice. Decor services include upgraded linens and lighting. Entertainment services negotiated will not be included in this discount.

## **Complimentary 1 hour cocktail reception including hors d'oeuvres**

Cocktail reception includes National Open bar (Basic Open bar), canapés selected by the chef, staff and a service station will include 3 options of hot or cold appetizers, with in-house assembly. Additional costs, if applicable, for entertainment, décor or extending the length of the reception and will be quoted in advance. Please refer to the banquet kit for details and prices. Any upgrades to basic will incur an upgraded per person cost.

*\*The Open bar options can be upgraded from Basic Open bar to higher level (International and Premium) by paying the per person difference based on bar options in banquet menus.*

*\*\*Some venues or beach and premium terraces are subject to additional fees and vary by destination.*

## **One Complimentary dinner for groups over \$50,000 in room revenue**

Complimentary private dinner is 3 hours, includes National Open bar (Basic Open bar), chef's selection menus with house assembly. Dinner served buffet style or plated (including appetizer, main dish and dessert) subject to hotel selected, location of the event and number of participants attending the event. Hotel will determine the dinner style set-up based on these conditions. Additional costs for entertainment, décor or extension of dinner time. Menu and bar upgrades available with the Events Coordinator. Please refer to the banquet kit for details and prices.

*\*The Open bar options can be upgraded from Basic Open bar to higher level (International and Premium) by paying the per person difference based on bar options in banquet menus.*

*\*\*Some venues or beach and premium terraces are subject to additional fees and vary by destination.*

## **20% discount on spa services**

Not combinable with any other special promotions being offered at the spa.

*This promotion is applicable only to MICE groups and does not apply to group buyouts.*

*\*\*The portfolio of "Iberostar Beachfront Resorts" excludes Iberostar's interests in Cuba.*