

Commission Terms

Venue Name/Group _____

Contact name _____
(General Manager/Sales Manager)

Address _____

P/code _____

Telephone: _____

Website: _____

Explore
Communications Ltd
Contacts

Nicola Gower
Project Manager
01604 779 065
07866 520621

Helen Brown
Accounts
01604 779 065

Enquiry fulfilment contact details

Name: _____

Email: _____

Telephone: _____

Rates

Room Description	Rack Rate 2011/12			Discounted Rate for MiM 2011/12			
	Room Only	Bed & Breakfast	Dinner Bed & Breakfast	Room Only	Bed & Breakfast	Dinner Bed & Breakfast	Weekend Rate *
Single Room							
Double Room							
Twin Room							
Superior Room/Suite							
Day Delegate Rate							
24 Hour Delegate Rate							
Syndicate Room Hire (Max 12 capac)							
Meeting Room Hire (Appx 20 capac)							

All of the above bedroom rates must be per room per night and unless otherwise indicated will be understood as inclusive of VAT

N.B. Please indicate which days are considered to be weekend: **Fri/Sat** **Fri/Sat/Sun** **Sat/Sun**

* Unless otherwise indicated it will be understood that weekend room rates are inclusive of breakfast

Please indicate whether or not your delegate rates are plus or inclusive VAT: **Plus VAT** **Inclusive VAT**

Facilities

Onsite parking (no.) _____ Free Charge (amount £ _____)

Free WiFi Yes No

Swimming Pool Yes No

Gymnasium Yes No

Spa Yes No

Golf Yes No

Wedding/Civil license Yes No

Onsite restaurant Yes No

Largest meeting room capacity _____

Theatre style _____

Number of syndicates _____

Indoor car access Yes No

No of bedrooms _____

Location _____

Nearest Motorway & Junction _____

Accreditations _____

Accessibility _____

Membership details

Venue name: _____

Venue type: _____

Theatre style maximum: _____

Membership fee (plus VAT): _____

Commission details

We agree to pay the commission rate of 10% to Explore Communications Ltd for all bookings that originate from a Meet in the Middle lead, irrespective of the rate booked.

Please note the following commission is calculated on the total VAT inclusive rate, plus VAT at 20% unless otherwise stated.

The agreed commission rate may not be reduced. This rate applies to all bookings placed by Meet in the Middle irrespective of rate charged.

Meet in the Middle books hotels & conference venues free of charge for all of its clients. As such, the service's regular income comes solely from commissions paid by venues on business placed by Meet in the Middle, which in turn assists in marketing the service.

Declaration

I agree to the terms detailed on page 3 and am happy to receive enquiries and pay commission on all Meet in the Middle bookings.

(I understand that failure to meet the required criteria, pay due commission or failure of a satisfactory 'product visit' may result in Meet in the Middle suspending referrals.)

Signed: _____

(Sales Manager or Budget Holder)

Name: _____ Venue: _____

Date: _____

In addition please send a copy of your 2011 conference brochure for our reference to:

Nicola Gower, Explore Communications Ltd, Portfolio Centre, St George's Avenue, Northampton NN2 6JD