



What is Stay and Play?

In 2009 USA Volleyball implemented a “Stay and Play” policy with the goal of lowering hotel rates and increasing the number of hotels offering rooms for USAV events. Stay and Play is a proven means of getting hotels in a host city to offer the most rooms at the lowest group rates with the best terms on compensated (comp) rooms. (Comp – one free room for a certain total number of rooms reserved)

Why do we need Stay and Play?

Prior to 2009, once a host city was announced, various agents and clubs would book all of the available rooms almost immediately. This caused the hotels to be overbooked and allowed people to re-broker the rooms at a high cost to the participating teams. Without required housing some of the hotels in the best locations tried to book the business direct at inflated rates (higher than acceptable tournament rates). Stay and Play prevents this from happening by requiring all teams to stay in USAV approved hotels, booked through the USAV approved housing service.

Stay and Play works because hotels know that in order to get our business they have to agree to USAV’s requirements of low rates, good comp policies, guaranteed lowest group rates, guaranteed reservation, guaranteed room type and don’t charge an “additional person” charge. Some housing services will make a room reservation but will charge you additionally for persons numbering over two (2) per room. When we work together and leverage our group buying power, everybody wins.

Stay and Play also helps keep costs down. Total room nights are “trackable” in each city, giving USAV an accurate way to prove to the host cities our positive impact on their local economy, thus building stronger relationships as well as helping to offset convention center pricing. This gives USAV more negotiating leverage for venue costs, and concessions in future years, which in turn keeps costs of running the event in check and registration costs level each year.

Stay and Play Works!

Why does USAV continue to use Stay and Play? Because it works! The number one goal of Stay and Play is to provide the lowest group hotel rates in all of the approved properties across the board. Stay and Play does just that:

- Regions that have used Stay and Play over the past couple of years have seen rates drop year after year at the same property by as much as \$20-30 per room night.
- In 2009 at Atlanta, after Stay and Play was announced, the average rate from hotels bidding for USAV business dropped their rates 15%, and the number of hotels bidding increased from 20 to 63.
- In 2009 at Atlanta, USAV rates were an average of \$61.08 lower than the hotels were quoting directly. In 2009 at Miami, after Stay and Play was announced, the average rate dropped 16% and the number of hotels bidding jumped from 30 to 92.
- In 2009 at Miami, USAV rates were an average of \$71.78 lower than the hotels were quoting directly.

Why Tournament Housing Service (THS)?

USAV has chosen Tournament Housing Services (THS) as its housing partner. THS is the demonstrated expert and industry leader in the sports housing business. THS guarantees the lowest group rates available for Double-Double rooms, through continual rate integrity checks. Exception to their event housing rate might be for Single or King rooms, employee rates, government rates, AAA and AARP rates. Rates range widely, starting as low as \$79. THS will work with any club or team that may have a special situation or request. If you still are unsure, or think you have found a better rate, please feel free to call THS.

At THS, they only do sports travel, and they understand the needs of teams and clubs. With THS, you get:

- New Client Services Department offering concierge type services for things like discount restaurant and attractions coupons, negotiated ground transportation discounts and hotel upgrades for Gold and Platinum level members of hotel rewards programs.
- 24/7 booking online at www.thsweb.com.
- In addition to being able to book online 24/7, THS has 10 reservations agents to assist you and can be reached by phone 72.5 hours per week. In addition, THS will remain available for additional hours on the day an event begins.
- Onsite Housing desk that has a dedicated cell phone number that goes out to EVERY ATTENDEE, not just team contacts.
- Tournament Cancellation Insurance- If the event cancels for any reason you will not be charged by the hotel.
- You are GUARANTEED that when you show up you will have a reservation.
- Online and personal assistance of any issues before, during or after a tournament.
- A personal online team/club profile to view all of your reservations.

To contact THS for issues or special assistance, please contact Evan Levitt at 908-439-6110 or Evan@THSweb.com.

Who determines the rules for Stay and Play?

Qualifiers and other large events set their own criteria to suit their specific needs. USA Volleyball determines the rules for using Stay and Play for National Championship events and tailors those rules to each selected location.

Who decides the city for the National Championships?

USA Volleyball determines the National Championship's location each year based on venue cost and available dates as well as hotel rates and other ancillary expenses.

Misconceptions and More Frequently Asked Questions

Why are some teams pre-booked for National Championships?

Pre-booking teams is necessary in order to keep clubs that are bringing multiple teams in one hotel. If THS did not pre-book rooms and only processed reservations as teams qualified, clubs would be dispersed into multiple hotels and bids coming from the Regional Championships that are conducted much later than some Qualifiers, would not leave desirable hotel choices to choose from. USAV made the decision to pre-book teams with 200 or more room nights based from the previous National Championship's reservations.

I have someone on my team who told me that we can find cheaper rooms by booking on our own.

THS guarantees the lowest **GROUP** rates per event and location. If you feel that you can get a better price quote on your own, please bring it to THS's attention. It is critical to make sure the team has this **in writing**, even if it is an email from the hotel or a confirmation letter. Be sure that the quote is a group rate for the number of rooms you need and the total nights you need them.

A hotel told me I can receive comp rooms by booking directly with them.

Comp rooms are rooms that are given by hotels at no charge in exchange for booking a certain number of rooms. Hotels almost always give the most favorable terms to USAV when bidding for our business, but if a team or club is able to get more comp rooms on your room, please give us what they were quoted **in writing (by the hotel)** and THS will do its best to get it matched.

I want to redeem my Rewards Point, can THS help me?

While THS does not have the authority to redeem rewards points, they are willing to work with you and the approved hotel on redeeming them for your reservation. Contact the rewards/points hotel prior to booking and get a confirmation letter from the hotel to give to THS. THS will work with the approved hotel so that you can use your reward points towards the THS reservation.

My team parents say that Expedia, Hotels.com, Hotelplanner.com, AARP and Government websites are cheaper than THS.

There are only 2-5 rooms per property available at this rate, and are not available to groups. It is like a carrot a hotel dangles to try and get you to book additional rooms. Most of the time, you also have to prepay the room in full with a "no refunds" policy. This is not comparable with THS's rates and their cancellation policies. Also, websites like hotelplanner.com add extra booking fees on top of the rates after you book.

We usually stay at a hotel that is not on the approved list, can I book there instead?

The team or club can contact THS and request any hotel that is not on the approved hotel list. THS will do its best to negotiate the best price for your team/club.

I go to multiple events and use that as leverage to get better rates at one hotel.

Let THS know what you need! THS works with hotels all around the country frequently and have excellent relationships in many cities. Let them help you book anything you need.

I have family in the area and am staying with Friends and/or family:

If you have friends or family in the area, please contact USAV for a waiver form. USAV will notify you in writing if your waiver has been approved.

Is there a room night requirement in order to be eligible to participate in the event?

USA Volleyball requires all team, chaperone and coaches' rooms to be booked at an approved hotel through THS. The number of room nights required to be booked varies by the event, so be sure to check the requirements for your event. REMEMBER – Not all volleyball events that are Stay and Play are conducted by USA Volleyball or administered by THS. Be sure you get housing details from each specific event.

About the "Lottery"

"Lottery" for USA Volleyball Girls' and Boys' Junior National Championships:

For this season and continuing for the 2013 season, USA Volleyball will continue the lottery for USA Volleyball Girls' and Boys' Junior National Championships. The lottery (name drawing order) determines which clubs will have the ability to be pre-booked prior to qualifying for the event. *For instance, THS will*

bring a big fish bowl with the names of the clubs that are eligible for the lottery (drawing) to the October RVA meeting. While all commissioners are seated for the meeting, someone will be chosen to select a slip of paper that will have a club name imprinted. The first selected club name from the fish bowl will be the first club on the list to choose from the approved hotel list as they become qualified to do so.

Note: Any rooms that are booked directly with the hotel will not be included in these numbers. Also, only clubs that use one point of contact for their club will be considered.

How will I know if my club is eligible for the lottery?

The list of eligible clubs will be posted on the USAV website and clubs will be contacted personally by THS. Pre-booking will start as soon as the dates of play become available. For the 2013 USA Volleyball Boys' Junior National Championships, registration will go live early in January 2013 and USA Volleyball Girls' Junior National Championships registration will go live late January 2013.

When will I be booked?

All teams will be notified by THS as soon as the dates of play are available. (Not the full playing schedule, but the onsite check-in date to the last playing date). You will fill out a team profile which includes Club and team names, team (FJ/MJ) codes, and number of rooms needed per night. You will receive instructions and a list of available hotels that you will indicate are your top five (5) choices. You will be booked in lottery number order and contacted by THS on one of the five (5) hotels that you have indicated would fit your team's needs. However, depending on our lottery number drawn, it could be that none of your top five (5) selections would be available. THS would then recommend other available approved accommodations.



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