

February 28, 2017

Simon Hilton  
Ocean Beds  
3204 Rolling Oaks Blvd.  
Kissimmee FL 34747  
USA

**STAY SEVEN (7) NIGHTS FOR THE PRICE OF FIVE (5)  
AT THE WALT DISNEY WORLD SWAN AND DOLPHIN RESORT  
FOR NEW 2018 BOOKINGS**

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Dear Simon,

We are outlining a special limited time promotion for long stay guests at the Walt Disney World Swan and Dolphin Resort.

Your company currently has an Early Booking Offer included in your contract:

- “Early Booking Offer” coded “FEBO” for the stay window of January 1<sup>st</sup> - December 31<sup>st</sup>, 2018 and a book by date of September 30<sup>th</sup>, 2017.  
These rates are listed in our 2018/2019 contract agreement sent to you in January 2017.  
The “Early Booking Offer” is available for both:
  - The Walt Disney World Swan Resort
  - The Walt Disney World Dolphin Resort

The above offer doesn't require any minimum length of stay.

**An Additional offer for seven (7), fourteen (14), or twenty one (21) night stays is being offered below:**

Stay seven (7) nights for the price of five (5) or fourteen (14) nights for the price of ten (10) or twenty one (21) nights for the price of fifteen (15).

**The Following Conditions Apply**

- 1) Available at the Walt Disney World Swan and Dolphin Resort
- 2) Stay window of May 1<sup>st</sup>, 2018 – September 28<sup>st</sup>, 2018
- 3) For all new bookings booked by September 30<sup>st</sup>, 2017
- 4) Pricing will be determined as an average of the first five (5) or ten (10) or fifteen (15) nights of the stay and will be averaged out for the entire stay.

For Example: Booking is for seven (7) nights. If first five (5) nights are at \$200.00 per night and the night of six (6) and seven (7) are at \$250.00 per night, you will be charged \$200.00 x five (5) nights = \$1,000.00 divided by seven (7) = \$142.85 per night plus taxes.

- 5) Rates to be used for the seven (7) for five (5) nights promotion are our contractual rates for the Walt Disney World Swan and Dolphin Resort.

**SWAN AND DOLPHIN CONTRACTED RATES**

Dates:	Swan and Dolphin Contract Rates
7/1/18 - 7/7/18	\$278.00
7/8/18 - 7/10/18	\$278.00
7/11/18 - 7/13/18	\$278.00
7/14/18 - 7/18/18	\$278.00
7/19/18 - 7/31/18	\$278.00
8/1/18 - 8/12/18	\$278.00
8/13/18 - 8/31/18	\$278.00
9/1/18 - 9/22/18	\$258.00
9/23/18 - 9/28/18	\$258.00

6) Closeout dates apply: We have listed below the most updated closeout dates for 2018

<b><u>WDW Swan and Dolphin</u></b>	
July 2018	7/14, 7/15, 7/16, 7/17

Kindly audit your systems and confirm that only the above dates are closed out at present.

7) Kindly use the promotion code **"7for5"** for this specific promotion and you will be billed accordingly.

We request that both of the above promotions are simultaneously offered during these valid booking windows.

**Client Commitment:**

It is also noted that the Walt Disney World Swan and Dolphin Resort will be promoted in all avenues available and any campaigns being planned to promote for 2018 business.

Please acknowledge receipt of this promotion by signing below. In order to participate, the form must be signed and returned **by March 10, 2017** via email to [emilee.bryant@swandolphin.com](mailto:emilee.bryant@swandolphin.com) or fax to (407) 934-4880.

If you have any questions please let me know.

Thank you for all of your support.

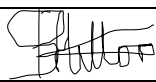
Sincerely,



Ravin Berera  
Complex Director, Leisure Sales  
[Ravin.Berera@swandolphin.com](mailto:Ravin.Berera@swandolphin.com)

Ocean Beds

Simon Hilton

Name		3/3/17
Signature		Date