

Volume Discount Chart

| Room Nights | % Discount from Published Rate | Room Nights | % Discount from Published Rate |
|-------------|--------------------------------|-------------|--------------------------------|
| 00-49 RNs | 0% | 00-49 RNs | 0% |
| 50-99 RNs | 6-12% | 50-99 RNs | 5-10% |
| 100-199 RNs | 15-20% | 200-399 RNs | 11-15% |
| 200+ RNs | 25% | 400+ RNs | 16-20% |

Volume Discount Variables

- Current Hotel Negotiated Rates
- Hotel Revenue Goals
- Current Market Conditions
- Current Competitive Set Local Negotiated Rate
- Account Saturation