



***Who determines the rules for Stay and Play?***

USA Volleyball implemented the stay and play policy and works with our housing partner THS to see that it is enforced. When teams are notified by THS about teams not complying with the stay and play policy, it is at USAV's request.

***Who decides the city for the National Championships?***

USA Volleyball determines which city to go to each year based on venue cost and availability, hotel rates and availability as well as other ancillary expenses.

***Stay and Play or (Required Housing) Tournament Benefits:***

- Required housing requires all of the hotels in the hotel community to work with USAV/THS for the tournament. Without required housing some of the hotels in the best locations try and book the business direct at inflated rates (higher than acceptable tournament rates).
- Total room nights are trackable in each city, giving USAV more negotiating leverage for venue costs, and concessions in future years. That keeps costs in running the event in check and registration costs level each year.

***Stay and Play or (Required Housing) Club and Team Benefits:***

- Better comp policies for the teams
- Guaranteed lowest group rates
- Clubs and multiple teams are able to be together in the same hotel

***Perceived Problems***

***Prebooking teams is unfair 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 prebook rooms and only processed reservations as teams qualified, clubs would be dispersed into multiple hotels. Unfortunately, every club cannot be pre-booked or it would leave very little for smaller teams to choose from, so USAV has decided to prebook teams with 200 or more room nights.

***"Lottery" for Girls and Boys National Championships:***

For the 2012 season, USA Volleyball will continue the lottery for Girls and Boys National Championships. The lottery will determine which clubs will have the ability to be prebooked prior to qualifying for the event. The lottery will be held on October 8, 2011.

***Who will be prebooked?***

All clubs that booked 200 room nights or more through THS (team, coaches and parent rooms) in the previous season.

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 I am an eligible club for the lottery?***

This will be posted on USAV website and will be contacted personally by THS. Prebooking will start as soon as the play schedule becomes available. Boys' Junior National Championships registration will go live on January 9, 2012, and Girls' Junior National Championships registration will go live on January 30<sup>th</sup>, 2012.

***When will I be booked?***

All teams will be notified by THS as soon as the play schedule becomes available. You will be given an outline to fill out which includes (Club and team names, team (FJ/MJ) codes, and # of rooms needed a night). You will receive a copy of the hotel list and be asked to indicate your top 5 requested hotels. You will be booked in lottery order and contacted if your choices become unavailable.

***Teams can find cheaper rooms on their own:***

THS guarantees the lowest group rates. Please bring it to their attention if a team or club got quoted a lower rate. 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.

***Teams can get more comp rooms on their own:***

If a team or club is able to get more comp rooms on your room, give us what they were quoted in writing (by the hotel) and THS will do their best to get it matched.

***Individuals want to redeem Rewards Points:***

While THS can't redeem rewards points, that shouldn't prevent an individual from redeeming them on your trip. Give THS your confirmation letter (that is booked using rewards points) from an approved hotel, and THS will issue credit against the team reservation.

***Expedia, Hotels.com, Hotelplanner.com websites are cheaper:***

There are only 2-5 rooms 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.

***There are lower Rates inside 30 days before arrival:***

When THS is unable to fill a hotel block, hotels have the right to do what they can to sell their remaining inventory. Like airline flights, people booking at different times get different rates. THS's rates are always going to be the overall lowest available group rate.

***I want a hotel that is not on the list:***

The team or club can contact THS and request any hotel that is not on the approved hotel list. They will do their 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.

***I booked my reservation directly at a hotel (either team or individual reservation):***

If you booked directly through a hotel (either approved hotel or non-approved hotel) your reservation will not be counted toward your minimum room night requirement.

***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.

**What you get for using THS**

- Assistance in selecting the best hotel for your needs
- 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.
- Guaranteed 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