

2012 Application

Welcome

Thank you for your company's interest in joining Starwood Hotels & Resorts Worldwide, Inc.'s STARnet program. Please review all sections of the application and direct any questions to your local Global Sales Office. Fully completed applications forms, together with all supporting documentation should be returned to Starwood at the address on this application form.

STARnet program approval shall take approximately 4-6 weeks and shall be determined in Starwood's sole discretion. At a minimum, approval will require that your company: (i) provides complete and accurate documentation; (ii) has a proven track record of providing travel-related services; (iii) has been established in business for a minimum of three years; and (iv) possesses all required operating licenses.

Steps to Joining

STEP 1

- Complete the STARnet application.
- Provide Starwood with brochure collateral and other promotion materials that your company will use to support the promotion of the tour vacation packages.
- Provide Starwood with an original sample voucher that clearly identifies your name and billing address, provides adequate fields to include the name of hotel and the number of nights, and clearly and conspicuously includes a place to disclose to the customer all mandatory applicable charges (such as resort charges) and state and/or local taxes.
- If your company wishes to obtain bill-back status, provide Starwood with an irrevocable standby Letter of Credit drawn on a reputable bank, in the minimum amount of US \$25,000 and addressed with Starwood Hotels & Resorts Worldwide, Inc. as the beneficiary. All charges for the LOC are to be paid for by the applicant. Do not issue the LOC until amount has been confirmed by Starwood.
- Mail all applicable documents to:

Attention: STARnet
Starwood Hotels & Resorts Worldwide, Inc.
1630 President Avenue
Fall River, MA 02720

STEP 2

- If your application is approved, a Starwood Wholesale STARnet Program Agreement will be made available online and must be acknowledged and electronically signed by an executive of your company.

STEP 3

- After you provide your electronic consent to the contract, you will be provided with your company's unique STARnet SET account number which will provide your company with access to more than 800 STARnet rates online at www.starwoodnet.com or on any of Starwood's branded websites.
- After your STARnet Set account number is activated, your company's profile will be updated with billing information together with a scanned copy of your company's voucher for all participating properties to access.

STARnet APPLICATION

NAME: _____ DATE: _____

CONTACT NAME: _____

ADDRESS: _____

COUNTRY: _____ IATA#: _____ PHONE: _____

EMAIL: _____ FAX: _____

COMPANY WEBSITE : _____

NUMBER OF YEARS IN OPERATION: _____ ESTIMATED ANNUAL ROOM NIGHT PRODUCTION: _____

REFERRED BY (Starwood Contact / GSO / Hotel): _____

TRADE REFERENCE (1)

NAME: _____

ADDRESS: _____

PHONE: _____

FAX: _____

CONTACT: _____

TRADE REFERENCE (2)

NAME: _____

ADDRESS: _____

PHONE: _____

FAX: _____

CONTACT: _____

BANK REFERENCE (1)

NAME: _____

ADDRESS: _____

PHONE: _____

FAX: _____

CONTACT: _____

BANK REFERENCE (2)

NAME: _____

ADDRESS: _____

PHONE: _____

FAX: _____

CONTACT: _____

Billing Instructions

If voucher is to be used, then please be sure to complete the bank reference indicated on front page **AND** attach sample voucher.

Circle One: Apply for credit Prepay Only If one is not selected, application will be processed as Prepay

Submit Voucher for Payment to: COMPANY NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

COUNTRY: _____

CONTACT: _____

PHONE: _____ FAX: _____

Please photocopy this application for your records and return original application. Please ensure you have filled out the email address.

YOU ARE REQUIRED TO ENCLOSE:

1. Current brochure
2. Sample voucher
3. Letter of Credit (amount to be determined)

RETURN TO:

Attention: STARnet
Starwood Hotels & Resorts Worldwide, Inc.
1630 President Avenue.
Fall River, MA 02720 USA

For further information, please your local Starwood representative or email
starnet@starwoodhotels.com.
STARWOOD CONTACT:
PHONE: