

**RENTALS UNITED**  
MORE BOOKINGS. LESS WORK.

# MASTERS OF DISTRIBUTION HOW TO ADVERTISE ON



## WHO ARE THEY?

Hostelworld are a large online travel agent starting hostals, budget hotels and other budget accommodation.

## WHERE ARE THEY STRONG?

Hostelworld are stronger in major cities rather than seasonal destinations.

Their strongest market are clients who are English speaking.

## WHAT INFORMATION DO WE SEND TO THEM?



Rentals United sends Hostelworld

- Rates
- Availability
- Static content such as photos and descriptions needs to be uploaded manually through their extranet.

## WHAT RATES DO THEY WANT?



**Net rates**

Hostelworld work to daily / seasonal rack rates so the rates you list in Rentals United are the rates they receive with their commission on top.

They will take the agreed commission amount from the rates they receive from Rentals United.

### HOW IS THEIR BOOKING PROCESS?

 **No direct contact**

Hostelworld take their commission as a down payment and the balance paid to the property manager on arrival.

They send all client details for the booking and this will be inserted into your Rentals United account or if we are connected to your PMS, the booking will be inserted into your PMS account.

### WHAT EXTRA FEES CAN BE SENT TO THEM?



Extra fees need to be added manually and if you are unsure what to do, you should contact your Hostelworld account manager.

### HOW ARE THEIR BOOKING MODELS?

 **Instant confirmation**

Hostelworld only work on Instant confirmation. If you can't confirm a booking or you have a booking that you need to cancel, you need to contact them directly and offer the client an alternative of at least equal or greater standard. If the alternative is a higher price, the cost needs to be paid by you.

### HOW IS THEIR PAYMENT PROCESS?

 **Payment taken by channel**

Hostelworld take their commission as a down payment and the balance paid to the property manager on arrival.

CAN YOU UPLOAD YOUR OWN  
CANCELLATION POLICY?

Yes

Yes, you can upload your own cancellation policy. You would need to contact them via extranet to handle this.

**TIP:**

Unless you have budget accommodation in a major European city, your property is likely to be rejected.

# STEP BY STEP

## HOW TO ADVERTISE ON



**HOSTELWORLD**

**STEP 1** | Go to “Add channels” on the main menu, search the name of the channel you want to connect to and click on “Add channel”.

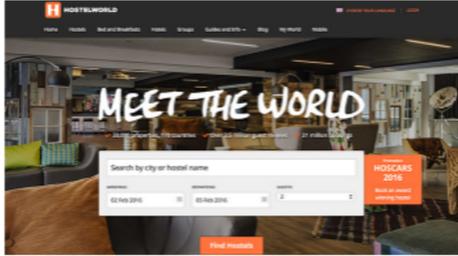
## ADD CHANNELS

Find websites to advertise your properties on. Add at least 1 to be taken to the next step.

SHOW FILTERS

Found 0 best match out of 1

Q hostel|



**HOSTELWORLD**

Main Locations:  
Channel Commission:  
Cancellation Used:  
N# Of Websites You Will Be Visible On:  
Synchronisation Check:

Worldwide  
15% taken from your rates  
the channel  
3

calendars  prices  channel bookings

**ADD CHANNEL**

**STEP 2** | Once done this, a box with the added channel will appear on the right. Confirm the addition by clicking on “Add to my channels”.

**ADDED CHANNELS**

**HOSTELWORLD** X  
with Standard Connect

**ADD TO MY CHANNELS** >

**STEP 3** | Go to “My channels” on the main menu, find the just added channel and click on “Get connected”.

The screenshot shows a search bar with 'hostelworld' and a filter set to 'View all'. The results show one channel, 'HOSTELWORLD', which is 'Not connected'. The channel details include:

Connection Date:	01/06/2016
N# of Properties Connected:	0 out of 2
N# of Bookings Received:	0
Channel Commission:	15% taken from your rates
Cancellation Used:	the channel
Channel Contact:	rebeka.cuprynaite@hostelworld.com

On the right side, there are three buttons: 'GET CONNECTED' (highlighted in orange with a hand cursor), 'PROPERTY SETTINGS', and 'ACCOUNT SETTINGS'. The 'HOSTELWORLD' logo is also visible on the left.

**STEP 4** | Go through the checklist and accept the Terms & Conditions of the channel. Some channels may need you to create an account in their website.

The screenshot shows a checklist with the following items:

- I understood this
- 2. Commissions**  
No mark up needed. Channel adds their commission on top of your prices  
 I understood this
- 3. Confirmations**  
30 days before arrival you will receive the contact details of the client (including email) to arrange the check-in.  
 I understand this, show me the next point
- 4. Cancellations**  
Tourico cancellation policy is used: 90 days prior to arrival 35%. 60 days prior 50%. 30 days prior 100% You

**STEP 5** | Don't forget to save price settings. After that, click on "Connect my properties".

I HAVE MY INITIAL PRICE SETTINGS DONE

MARK UP  We recommend keeping this 0%. This Channel will add their commission on top of your Rentals United rates.

This is the % that will be added on top of your saved rates. You can change this later property by property.

CURRENCY

Please select the currency you which to advertise. This cannot be changed later.

[SAVE PRICE SETTINGS](#)

[CONNECT MY PROPERTIES >>](#)

Choose which properties you want to add

**STEP 6** | Go to "My channels". The channel should have a green header now, which means the channel has been connected successfully. Now click on "Property settings" to connect your properties to the channel.

HOSTELWORLD Connected

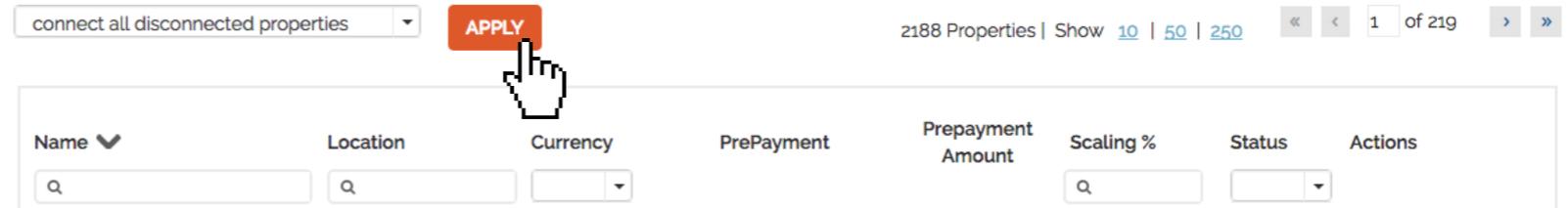
HOSTELWORLD

Connection Date:	10/02/2016
N# of Properties Connected:	1 out of 1
N# of Bookings Received:	0
Channel Commission:	15% taken from your rates
Cancellation Used:	the channel
Channel Contact:	rebeka.cuprynaite@hostelworld.com

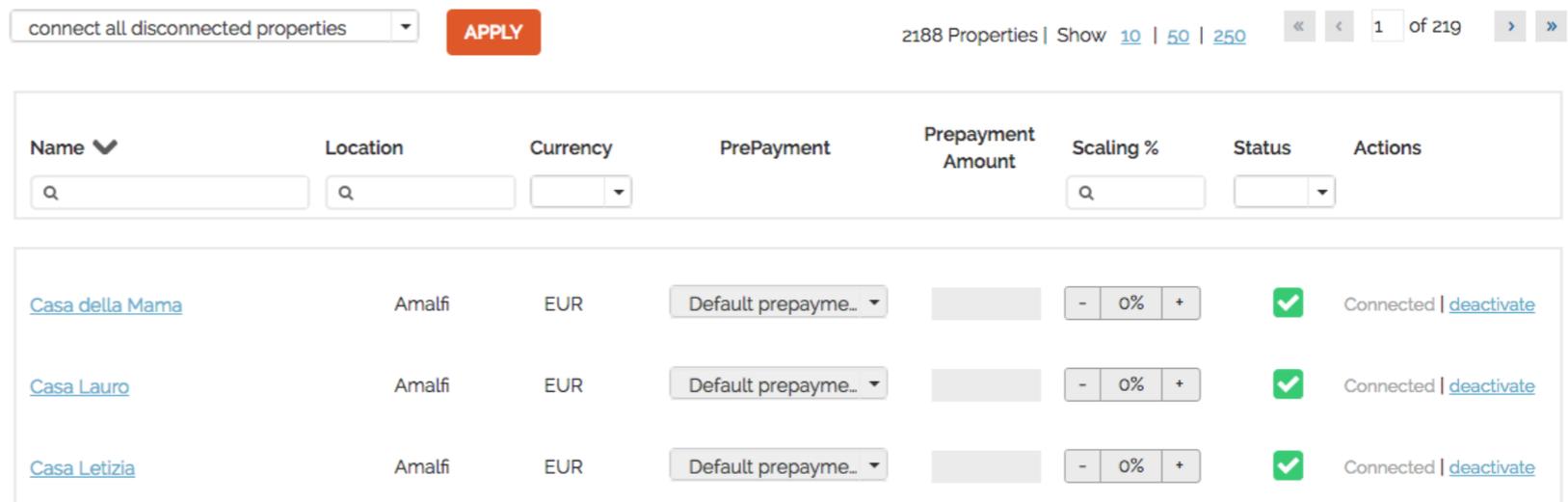
[T&C](#)

[PROPERTY SETTINGS](#)

**STEP 7** | You will see your properties listed. On the dropdown menu on top of the list, select “Connect all disconnected properties” and click on “Apply” to connect all your properties to the channel.



**STEP 8** | All your properties should say “Connected” in gray on the right side. This doesn’t mean they are yet distributed by channel, that may take several days.



**STEP 9** | Check if your properties are live soon. When they are live, a blue icon with a link to the property will appear on the right.

<a href="#">BM Downtown Dreams 1</a>	Amsterdam	EUR	Default prepayme..		- +1% +	✓	<a href="#">deactivate</a>   <a href="#">link</a> 
<a href="#">BM DownTown Dreams 3</a>	Amsterdam	EUR	Default prepayme..		- +1% +	✓	<a href="#">deactivate</a>   <a href="#">link</a> 
<a href="#">CB LUXURY GROUP HOUS.</a>	Amsterdam	EUR	Default prepayme..		- +1% +	✓	<a href="#">deactivate</a>   <a href="#">link</a> 
<a href="#">TOF Arena Deluxe</a>	Zuidoost	EUR	Default prepayme..		- +1% +	✓	<a href="#">deactivate</a>   <a href="#">link</a> 