

Understanding and Providing Pricing Transparency


At times, interpreting pricing throughout the booking process can feel a bit confusing, especially when combining several vacation components. This tutorial will help guide you through the latest pricing details, so you can confidently explain them to your clients.

In an effort to provide full all-in pricing transparency to you and your clients, ALG Vacations® is excited to announce that taxes and fees payable in-destination are now included in the pricing panel and hotel availability panels shown while shopping and during checkout on the itinerary summary screens for Apple Vacations, Funjet Vacations, Travel Impressions, Southwest Vacations®, Blue Sky Tours, and United Vacations®.

With this update, total package prices may appear higher than before, as taxes and fees payable to third parties were previously only shown in Hotel and/or Features Advisories. **It's important to let your customers know this difference when comparing our prices to competitors who may not include or clearly display such fees during the shopping and booking process.**

With recent enhancements, we've made it easier to see exactly how the pricing breaks down:

- **Pay to {brand}**: Total amount due to the vacation brand
- **Pay in Destination**: Amount payable at the destination
- **Total Package Price***: The all-inclusive price per booking (Pay to brand + Pay in Destination) This Price will include specific taxes & fees that can be referenced in the hotel advisories section of the Checkout page.
- **Price Per Person**: The all-in cost per traveler
- **Pay Monthly**: Option to spread the "Pay to {brand}" amount into monthly payments through Uplift

	
Days Prior to Departure	14
Base Package Price	\$ 1,633.25
Adult Base Price (2)	\$ 816.63
Options	\$ 197.14
Pay to Funjet Vacations	\$ 1,830.39
Pay in Destination ?	\$ 170.07
Total Package Price*	USD \$ 2,000.46
Price Per Person	USD \$ 1,000.23
or Pay Monthly	from USD \$118/mo ?
<p>* Included Taxes and Fees See Hotel Advisories and/or Features for breakdown of taxes/fees payable in destination when applicable. Terms & Conditions Additional baggage charges</p>	
Email/Print Itinerary	

The Total Package Price

The price that displays at the top of the itinerary includes both the Pay to Brand and the Pay in Destination amounts.

Search	ORD to MCO - 10JAN25 - 16JAN25
Itinerary Summary	Total Package Price* \$3,588.34 Price Per Person \$1,794.17
Outbound Flights	Frontier Airlines #3044 STANDARD ? 5:56 PM to 9:54 PM 10JAN25 ORD to MCO
Return Flights	Frontier Airlines #3043 STANDARD ? 10:59 PM to 12:59 AM 16JAN25 MCO to ORD NEXT DAY ARRIVAL

The Pricing Panel Breakdown

The Pricing Panel is located on the right side of an itinerary and contains price breakdown information and buttons to email or print an itinerary, create a sales email, or begin the checkout process.

- **Days Prior to Departure** – This shows the length of time in days between the current date and the departure date.
- **Base Package Price** – This is the total air/hotel rate for all passengers. It does not include any resort taxes or fees.
- **Adult and Child/Junior Base Price** – This number breaks down the base package price into a total per adult and per child/junior. This does not include any options purchased.
- **Options** – Displays the total cost of all features selected in the package.
- **Travel Protection** – Displays the amount of the Travel Protection Plus (if selected). This amount is based on the tiered pricing associated with the total reservation amount.
- **Promo Codes** – Promotional code price adjustments, if applied, will be listed below options and Travel Protection if applicable, and display as a negative number.
- **Pay to (Brand)** – This is the total amount due to the vacation brand at checkout.
- **Pay in Destination** – This is the amount to be paid in destination such as resort fees. If there are no fees or taxes associated with the reservation, it will show as \$0.00.
- **Total Package Price** – Lists the total cost of the package including both Pay to Brand and Pay in Destination amounts.
- **Per Person Price** – The per-person rate is the total package price divided by the total number of travelers. It does not break down into a per-adult and per-child/junior rate.
- **Included Taxes and Fees** – Review a list of the total (not per person) taxes included in the package price.
- **Terms and Conditions** – Review and share important terms & conditions of the vacation package, including information on payment and penalty policies, travel document information, and baggage policies.

Funjet Vacations

Days Prior to Departure	112
Base Package Price	\$ 2,100.17
Adult Base Price (2)	\$ 1,050.09
Options	\$ 1,012.41
Travel Protection	\$219.98
HYATTFRIENDUSA	-\$ 75.00
<hr/>	
Pay to Funjet Vacations	\$ 3,257.56
<hr/>	
Pay in Destination ?	\$ 330.78
<hr/>	
Total Package Price*	USD \$ 3,588.34
Price Per Person	USD \$ 1,794.17
or Pay Monthly	from USD \$166/mo ?
<p>* Included Taxes and Fees See Hotel Advisories and/or Features for breakdown of taxes/fees payable in destination when applicable. Terms & Conditions Additional baggage charges</p>	
<input type="button" value="Email/Print Itinerary"/>	
<input type="button" value="Create Sales Email"/> ?	
<input type="button" value="Checkout"/>	

- **Additional Baggage Charges** – Review baggage fee policies for the selected airline.
- **Email/Print Itinerary** – Click this button to email or print this itinerary.
- **Create Sales Email** – Quickly email flight information, multiple hotel options, features, and rental car pricing to your clients to help them compare and make decisions.
- **Checkout** – This button will open the Checkout panel where reservations are confirmed.
- **Booking Administration** – This button will open the Booking Administration panel.

Hotel Availability Panel

ALGVacations.com will automatically choose a suggested hotel based on the search criteria you entered into the Search and Hotel Filter panels. The currently selected hotel will display with a blue box around the hotel description panel.

Total Package Price (Including Pay in Destination amount) - The price in bold font that displays in this panel includes both the Pay to Brand and the Pay in Destination amount so it is inclusive of any resort taxes and fees. Hover your mouse over the Base Package Price to view the price per person.

▼ Hotels

8 Hotels

[View Hotels on Map](#)

Filter Results

Hotel Name
Hyatt

Price
\$1325

Rating
☐ ★★★★★ (0)
☐ ★★★★☆ (1)
☐ ★★★☆☆ (7)
☐ ★★☆☆☆ (0)
☐ ★☆☆☆☆ (0)

Hotel Amenities
☐ Accessible Facilities (8)
☐ Business Services (8)
☐ Casino (0)
☐ Children Amenities (3)
☐ Fitness Facilities (7)
[View All](#)

Experience
☐ Active/Adventure (1)

Check-in - 10JAN25 Check-out - 16JAN25

The [HYATTFRIENDUSA](#) promotion code applied to items highlighted below.

Sort by Preferred Results per page 50 per page 1-8 of 8

Current Selection		
HYATTFRIENDUSA Hyatt Regency Grand Cypress ★★★★★ TripAdvisor Traveler Rating Based on 9787 reviews ORLANDO, FL 11.80 miles from airport (MCO) Map		
PARTNER PKG 1 KING BED 1 KING BED:360 SQ FT: BALCONY: GARDEN/CITY VIEWS: NON-SMOKING HOTEL	Contracted Connect Hotel	(Current) \$2,430.95 <input type="button" value="Select"/>
HYATTFRIENDUSA Hyatt House across from Universal O ★★★★★ TripAdvisor Traveler Rating Based on 976 reviews Orlando, FL 7.50 miles from airport (MCO) Map		
ADVANCE PURCHASE DEN K NO SFBD INTERNET - ADVANCE PURCHASE RATE VARIOUS INTERNET COMPANIES HAVE ACCESS	Contracted Connect Hotel	(-\$697.98) \$1,402.19 <input type="button" value="Select"/>

The Flights Panel

Pricing in the Flights panel will match the Total Package Price displayed in the Hotel panel until a different flight is selected. The price difference when selecting a different flight will display next to the Total Package Price.

The screenshot displays the 'Outbound Flights' section. On the left, a sidebar shows '61 Flights' and a 'Filter Results' section with fields for 'Flight Number' and 'Price' (ranging from \$2100 to \$3975). Below this are 'Flight Times' filters for Departure Time (Morning, Afternoon, Evening) and Arrival Time. The main area shows a table of flight options for Frontier Airlines. The top option is a 'STANDARD' fare for \$2,430.95. The bottom option is a 'BIZFARE' fare for \$2,716.97, which is highlighted with a green arrow indicating a price difference of +\$286.02 from the current selection. A green arrow also points to the 'Select' button for the BIZFARE option.

Current Flight Selection		
Frontier Airlines	5:56 PM <small>ORD</small> 10JAN25	9:54 PM <small>MCO</small> 10JAN25
Nonstop Travel time: 2hr 58min		
Fare Type	Flight Information	Price
Published Fare	STANDARD - G - #3044 Preview Seat Map	(Current) \$2,430.95 or Pay Monthly from \$113/mo
Published Fare	BIZFARE - C - #3044 Preview Seat Map	+\$286.02 = \$2,716.97 or Pay Monthly from \$126/mo

The Rental Cars Panel

Rental car prices that display do not include any taxes or fees associated with the purchase. If these fees apply, you can find more detail in the rental car advisories on the Checkout page.

Note:

If the package type for the brand bundles the hotel and car, the prices that display in the rental car table, include both the hotel and the car plus and resort fees. This package type is not in use with the ALG Vacations brands currently.

Rental Cars

Additional Search Items

Car company
All cars

Pick up location
Orlando International Airport

Drop off location
Orlando International Airport

Pick up date
10 JAN 25

Drop off date
16 JAN 25

Search

10 JAN 25 - 16 JAN 25
50 car(s) meet your selection

Pick-Up Location Drop-Off Location Plan Description	dollar. CAR RENTAL	Hertz	Alamo	National
ORLANDO INTERNATIONAL AIRPORT ORLANDO INTERNATIONAL AIRPORT Taxes Excluded	ORLANDO INTL AP ORLANDO INTL AP Taxes Excluded	ORLANDO INTL ARPT ORLANDO INTL ARPT Taxes Excluded	ORLANDO INTL ARPT ORLANDO INTL ARPT Taxes Excluded	ORLANDO INTL ARPT ORLANDO INTL ARPT Taxes Excluded
Intermediate Car, 2/4 - Door Automatic	Selected Car Advisory \$602.33 Details Select Add To Sales Email	Car Advisory \$643.66 Details Select Add To Sales Email	\$1,025.19 Details Select Add To Sales Email	\$1,025.19 Details Select Add To Sales Email
Mini Test, Automatic	Car Advisory \$632.36 Details Select Add To Sales Email	Car Advisory \$662.25 Details Select Add To Sales Email	\$1,025.19 Details Select Add To Sales Email	\$1,025.19 Details Select Add To Sales Email

The Checkout Page

It is not until you reach the Checkout screen that you can confirm current availability and give the final price to quote.

Upon clicking the **Checkout** button, the system will verify the availability of flights, fares, and hotel room inventory as well as current pricing. The package price to communicate to the customer would be either the total package price or the per person price from the Pricing Panel.

Hotel Advisories

Hotel Advisories display relative to the hotel that was selected and contain any resort fees if applicable.

Examples of advisories include:

- Mandatory hotel fees not included in Pay to Brand price.
- Hotel renovations notifications
- Hotel penalties
- Hotel policies

⚠ HOTEL ADVISORIES**Room 1:** PARTNER PKG 1 KING BED 1 KING BED:360 SQ FT: BALCONY: GARDEN/CITY VIEWS: NON-SMOKING HOTEL

1. The following mandatory hotel-imposed fees are charged and collected by the hotel either at check-in or check-out. Resort fee: US \$45 per room, per night Mandatory hotel-imposed fees may not include tax and are subject to change. The hotel can provide current fee and inclusions when you check-in.

2. Cancel Policy: Penalties may apply unless Travel Protection Plus is purchased. Refer to the Terms and Conditions for Funjet Vacations for brand penalties. Hotel Cancel Policy: 72H PRIOR OR 1NT FEE/ 1NT DEPOSIT AT BOOKING

Payment Information

The Payment Information section of the checkout screen is where you can enter a promo code to receive a discount, review a pricing breakdown, determine method of payment, and choose a final payment option that works best for your customers.

✓ Payment Information

[Remove Promo Code](#)

Pay to Funjet Vacations

Total Amount of Payments	USD \$0.00
Balance Due	USD \$3,257.56
Deposit Due on 20SEP24	USD \$919.98
Full Payment Due on 26NOV24	USD \$3,257.56

Pay in Destination ?

USD \$330.78

Total Price (includes taxes & fees)

USD \$3,588.34

- **Promo Code** - This option allows you to add a promotion code to the reservation if it was not entered when completing the search fields. A remove Promo Code link will appear to allow removal if one was entered previously. Underneath the Promo Code is an area highlighted that breaks down the payment totals and due dates.
- **Pay to Brand** – This will display the brand you are booking.
- **Total Amount of Payments** – This value is the total payments received as of current date/time.
- **Balance Due** – Total Package Price less payments received.
- **Deposit Due on** – Lists date and total amount of deposit due. Depending on the supplier and the amount of time remaining before the departure date, your customers may be required to submit a deposit or the full balance at time of booking. If full payment is due

the day of booking, the deposit amount will be \$0 and the due date will not reflect the current date.

- **Full Payment Due** – This is the amount due to the brand and the date when the balance is due.
- **Pay in Destination** – This is the amount to be paid in destination such as resort fees. If there are no fees or taxes associated with the reservation, it will show as \$0.00.
- **Total Price** – This value equals the Full Payment due price plus taxes and fees (Pay in Destination amount).

Note:

After completing the booking, there will be no change to the Pricing Panel amounts when you view the reservation. Any modifications to the reservation will update the pricing panel to include any new resort fees.


Your Confirmed Booking

The payment information definitions in the Add Payment tab of your confirmed reservation will be the same as described in the Payment Information section of the Checkout page.

Add Payment		Comments and Preferences	Modifications	Copy	History	Cancel
Pay to Funjet Vacations						
Total Amount of Payments		USD \$0.00				
Balance Due		USD \$3,189.81				
Deposit Due on 23SEP24		USD \$779.98				
Full Payment Due on 25NOV24		USD \$3,189.81				
Pay in Destination ⓘ		USD \$59.16				
Total Price (includes taxes & fees)		USD \$3,248.97				

Multi-Destination Itineraries

For multi-destination itineraries, The Pay in Destination price found in the Pricing Panel and Hotel Availability will include the taxes and fees for all hotels selected for each destination combined.



Days Prior to Departure **111**
 Base Package Price **\$ 8,852.25**
 Adult Base Price (2) **\$ 4,426.13**
 Options **\$ 0.00**
 HYATTFRIENDUSA

Pay to Travel Impressions **\$ 8,852.25**

Pay in Destination ⓘ **\$ 305.07**

Total Package Price* **USD \$ 9,157.32**
 Price Per Person **USD \$ 4,578.66**

* Included Taxes and Fees
 See Hotel Advisories for any applicable Pay in Destination details.
 Terms & Conditions
 Additional baggage charges

Email/Print Itinerary

Checkout

Destination #1 - Las Vegas (LAS)

Hotels

Wynn Las Vegas
 Location - Las Vegas - Strip | Map
 Check-in - **09JAN25** Check-out - **12JAN25** [✕ Remove](#)

Room #1 - Wynn Resort King - Resort fees not included payable at hotel

Rental Cars

Features

Luxury Hotel
09JAN25 (1) Item Included

Destination #2 - Orlando (MCO)


Hotels

Walt Disney World Swan
 Location - Map
 Check-in - **12JAN25** Check-out - **15JAN25** [✕ Remove](#)

Room #1 - Traditional, 2 Queen, Mini fridge, 340sqft/31sq m, Wireless internet, for a fee, Wired internet, for a fee, Coffee/tea maker

Multi Tabbed Reservations

Confirmed bookings that have received specific modifications by the ALG Vacations® Contact Center, can become “multi-tabbed.” In these situations, any additional changes requested by the client will need to be handled by the ALG Vacations Contact Center team (1-866-ALG-DESK) and cannot be modified by the travel advisor directly in the booking engine. Building a multiple origin booking with the Multiple Origin Air-Shared Hotel package type will also result in multiple tabs. These bookings will provide a total amount of both Pay to Brand and Pay in Destination prices for each of the tabs.



Reservations ▾ Brands ▾ Rewards ▾ Tools ▾ Promotions ▾ Group

Add Party

SMITH/JOHN
CUN/22Nov23

SMITH/JENNIFER
CUN/22Nov23

SMITH/JOHN
CUN/22Nov23

✓ **Traveler Information**

Traveler # 1 - Adult

First: **JOHN** Middle Initial/Name: Last: **SMITH** Gender: **M**
 Date of Birth: **23Sep1981** Primary Number: **414444444** Email:
implementation@algvacations.com Mobile Number:

✓ **Itinerary Summary**

Total Package Price* \$1,134.30
 or Pay Monthly from \$120/mo ⓘ

Add Payment	Comments and Preferences	Modifications	History	Cancel
Pay to [Brand]				
Total Amount of Payments				USD \$2,015.65
Balance Due				USD \$6,085.05
Deposit Due on 10JUN24				USD \$1,318.24.70
Party (FRANCIS-SUMLIN/VEVERLY)				USD \$4,031.35
Party (BELLOW JR/LESTER)				USD \$660.62
Party (FRANCIS-SUMLIN/VEVERLY)				USD \$3,408.73
Full Reservation Due on 23JUL24				USD \$8,100.70
Pay in Destination ⓘ				
Party (FRANCIS-SUMLIN/VEVERLY)				USD \$XXX.00
Party (BELLOW JR/LESTER)				USD \$XXX.00
Party (FRANCIS-SUMLIN/VEVERLY)				USD \$XXX.00
Total Price (includes taxes & fees)				
Total Party (FRANCIS-SUMLIN/VEVERLY)				USD \$XXXX.00
Total Party (BELLOW JR/LESTER)				USD \$660.62
Total Party (FRANCIS-SUMLIN/VEVERLY)				USD \$XXXX.00

Pay in Destination Amount on Retrieved Reservations Made Before 9/25/24

When a reservation booked prior to 9/25 is retrieved, a “Pay in Destination” field displays with an amount of \$0.00, even in cases where taxes and fees payable in destination apply. Therefore, refer to the Hotel Advisories and Features sections of the booking and advise your clients of any taxes and fees payable in destination, if you haven’t already.

Important Notes:

Taxes and fees payable in destination are always included in Hotel Advisories and Features within the booking and on eDocs.

*When a **modification** is made to a booking made prior to 9/25/24, the total vacation price will recalculate to include any taxes and fees payable in destination, along with any other price changes resulting from the modification. In some instances, the hotel may need to be reselected for the recalculation to generate.*

*When a **payment** is applied to a booking made prior to 9/25/24, any taxes and fees payable in destination will only display in the Hotel Advisories & Features.*

Add Payment	Comments and Preferences	Modifications	Copy	History	Cancel
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Pay to Funjet Vacations	
Total Amount of Payments	USD \$0.00
Balance Due	USD \$3,508.38
Deposit Due on 05OCT24	USD \$619.98
Full Payment Due on 27NOV24	USD \$3,508.38
Pay in Destination ?	
USD \$0.00	
Total Price (includes taxes & fees)	USD \$3,508.38

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