

TRAINING MODULE 6

Mastercard Easy Savings® Program

The Mastercard Easy Savings® (MCES) Hotel Network gives participating hotels a new revenue channel at a higher Average Daily Rate (ADR). CLC Lodging powers this promotional opportunity for hotels through its association with the MCES rebate program for small businesses.

How It Works

The network is promoted nationally by Mastercard and its member banks only to small business cardholders enrolled in MCES. Travelers are directed to participating hotels through a hotel locator on the Mastercard website <https://www.priceless.com/easy-savings>. Cardholders are encouraged to book directly with hotels via “brand.com” websites, typically booking at publicly available rates.

At checkout, travelers pay with an Easy Savings registered small business credit or signature debit Mastercard. These travelers get a 4% rebate on their monthly Mastercard statement for every stay at a participating MCES network hotel.

Note: CLC’s privately negotiated rates are not part of the Mastercard Easy Savings program or MCES Hotel Network. There is no CLC CheckINN Card involved in these stays.

MCES Hotel Network Benefits

More revenue at higher Average Daily Rate – Participating hotels gain a new revenue channel at a higher ADR. Bookings are generally made at publicly available rates, since small businesses typically do not have corporate negotiated rates. Travelers pay upon checkout with their MasterCard.

More bookings – Eligible MasterCard travelers are motivated to stay at participating hotels because they get a rebate, which appears on their monthly MasterCard statement. Cardholders are directed to hotel websites, although there are no restrictions on booking methods or advance booking requirements.

Increased exposure – The network is promoted through Mastercard-issuing bank statement inserts, MCES member newsletters, and other communications channels. These provide hotels with national visibility to small and medium-sized workforce travel companies.

Automated rebate processing – CLC and Mastercard administer all aspects of the program infrastructure, promotion, and processing.

Easy tracking –The Rebate and Processing Fee appears as a debit on your check or electronic deposit from CLC. MCES transaction details are posted to your existing online CLC web account. The 8% Rebate and Processing Fee is against total room charges, including taxes and incidentals, which applies only to the first \$500 per transaction.

What Is the Cost to My Property?

Your hotel will see an 8% processing/rebate fee of the transaction—but that transaction fee will never be greater than \$40.00.

For each MCES stay, CLC withholds an 8% Rebate and Processing Fee. The fee appears as a debit on the hotel's check or electronic deposit from CLC. The Rebate and Processing Fee covers the 4% rebate to the cardholder, which Mastercard administers on the cardholder's monthly credit card statement. The remaining portion of the Rebate and Processing Fee covers infrastructure, promotion, and processing costs of CLC Lodging and Mastercard.

The rate should not be the CLC contracted rate since they are non-CLC related stays.

How Does My Hotel Pay the Fee?


Your hotel can choose ONE of two different payment methods:

- ✓ You can enroll in a separate bank draft program at no charge OR
- ✓ You can provide a credit card to process the fees.

CLC encourages use of either of these payment methods to make your reconciliations easier.




How To Opt-In to the Mastercard Easy Savings® Program

From the **Support & Training** dropdown menu, select **Revenue Opportunities** and choose **Sign Up** for the Hotel Network.



[Manage Guests](#)
[Billing & Reports](#)
[Support & Training](#)

CLC WCI TEST HOTEL
CLC Hotel #: 07097

Revenue Join Network

The MasterCard Easy Savings (MCES) Hotel Network, powered by CLC Lodging, gives participating hotels a new revenue channel at a higher Average Daily Rate (ADR). [Find out more.](#)

MCES Hotel Network Participation Status

Hotel	MCES Hotel Network Participation
	OPTED OUT

The next page will let you know the participation status of your property. If your hotel is eligible for the MCES program, you must enroll to get started:

- ✓ Under **Terms and Conditions** – complete the form based on your preferred payment option and fax to 316-219-4668 or email HotelServices@clclodging.com.
- ✓ If you have additional questions, reach out to your Hotel Account Manager or call 866-358-1292.

Note: It may take up to 10 business days before your hotel will be listed on the <https://www.priceless.com/hotel-network> website.

Transaction Summary and Reconciliation

To view MCES transaction information by date of transaction, choose **MCES Transaction Summary** under **Billing & Reports**.

- ✓ The **This Month** amount appearing at the top left of the page reflects the revenue generated by the Mastercard Easy Savings® program and paid to your property for the current month.
- ✓ The **Last 12 Months** amount reflects the total revenue generated by the Mastercard Easy Savings® program throughout the past year.
- ✓ Enter the search dates in the **Start Date** and **End Date** fields, or use the calendar dropdown to populate the fields.
- ✓ Click the **Submit** button.

MCES Transaction Summary Report

In the “Transaction Type” column of your report, you will see one of three options:

Standard: Your hotel is NOT participating in the bank draft program.

Bank Draft: Your hotel IS participating in the bank draft program.

Credit Card: Your hotel IS participating in the credit card payment.

Here are some vocabulary definitions for you to become familiar with:

- ✓ **Payment Number** is the check or reference number where funds reduced the amount of the payment or were deducted directly from the bank account.
- ✓ **Payment Date** is the date the check was issued by CLC or the withdrawal was made from the account.
- ✓ **MCES Rebate and Processing Fee** is the 8% rebate amount. This is based on the transaction amount which appears in the next column to the right.
- ✓ **Transaction Amount** is the amount of the transaction, and it is the additional revenue you received.
- ✓ **Transaction Date** is the date the credit card was processed through the hotel credit card terminal.
- ✓ **Authorization** is the number which was provided by the merchant bin.
- ✓ **Last 5 Digits** shows the last five (5) digits of the credit card used at the time of authorization.

Additional Information

Hotels are encouraged to review Mastercard Easy Savings information, under **Support & Training, Revenue Opportunities**.

Note: Your property will be unable to identify a Mastercard Easy Savings® guest from a regular Mastercard user/guest.

Remember you must be opted into this program in order to receive promotional opportunities within the Mastercard Easy Savings® Program. If you have any additional questions, please contact CLC's Mastercard Easy Savings® support staff by calling 866-358-1292.

This concludes Module 6: Mastercard Easy Savings® Program. Please go to **Online Training** and click **Take the Test** for Module 6.