

# HOW TO MAXIMIZE YOUR HOTEL PAYMENTS

BOOST YOUR EARNINGS WHILE REDUCING OVERHEAD



**onyx**  
CenterSource™

Onyx CenterSource™ polled an audience of travel agents at its recent webinar: "Tips to Maximize Hotel Commission Collections"

**89%**

**OF TRAVEL AGENTS POLLED SAY THAT THEIR BIGGEST PAIN POINT IS UNPAID COMMISSIONS**

**< \$50**

**IS THE AVERAGE COMMISSION PAYMENT PER HOTEL**

With travel agencies booking **1000's** of unique hotels a year, individual payments from hotels incur significant costs including accounting, data entry, check handling, clearing costs and currency conversions.

## FIVE WAYS TO MAXIMIZE COMMISSIONS



### 1. CONSOLIDATE YOUR PAYMENTS



Take advantage of payment consolidation services offered by many leading hotel chains. You save money through reduced data entry, accounting and handling fees and receive consolidated payments in your preferred currency.



### 2. REDUCE BANK CHARGES AND INEFFICIENCIES

Small commission checks come in a variety of currencies and can incur multiple bank charges. A third-party consolidator can provide an automated collection process that minimizes fees and inefficiencies.



### 3. HAVE AN ACTIVE COLLECTIONS PROCESS

Chasing your own commissions can be time consuming and inefficient. Third-party providers operate at scale and can increase your net commissions by **DOUBLE DIGITS**.



### 4. KNOW YOUR PERFORMANCE

Make decisions regarding your bookings with comprehensive, accurate and timely payment data.



### 5. STOP BOOKING NON-PERFORMING HOTELS

Good commission data lets you know who is paying and who is not. Make sure you book hotels that reward your business in a timely manner.

## Onyx CenterSource™ Helps Agencies



**INCREASE COMMISSION COLLECTED BY 20% OR MORE**

ACCELERATING TIME TO PAYMENTS AND IMPROVING CASH FLOW



**REDUCE ADMINISTRATIVE OVERHEAD BY UP TO**

**2/3**

NO MORE CHECK HANDLING OR TIME SPENT CHASING COMMISSION PAYMENTS



**READY TO CLOSE THE LOOP?**  
Give us a call, send us an email, or visit our site at [OnyxCenterSource.com](http://OnyxCenterSource.com).