

Special conditions to Skal International Roma members (agreement 2018)

ETOA and Skal International Roma have agreed to offer the following special conditions to Skal International Roma members:

1) Membership *Joining Fee* (€499) waived to all Skal Roma members that want to join ETOA between July and December 2018 included

The investment for the ETOA Membership, in addition to the annual fee, requires the payment of a one-off joining fee (€499), which covers administrative costs and a B2B marketing introductory campaign.

Members of Skal Rome that want to join ETOA have the €499 joining fee waived.

Depending on the time of year, the companies have access to pro-rata. Below are the Membership rates for 18 and 15 months deals.

	Membership 18 mo July 2018 / December 2019	Membership 15 mo October 2018 / December 2019
Single Hotel (up to 5 properties)	€1,490	€1,240
Supplier (Hotel, more than 5 properties; incoming TO; DMC; transport companies; tourist attractions; museums; every supplier that wants to sell to TOs, wholesalers e OTA)	€2,590	€2,160
Tour Operators, Wholesalers e OTA	From €2,840 (based on pax/annum)	From €2,370 (based on pax/annum)

2) Access to special *Start-up* rates and *Micro operator* rates to all Skal Roma members that want to join ETOA between July and December 2018 included (see criteria below).

	Membership 18 mo July 2018 / December 2019	Membership 15 mo October 2018 / December 2019
Start-up (0 to 3 years trading) Micro-operator (1-5 employees)	€980	€810