

Kinglayang Homestay's **B2B SCHEME**



Why Partner with Kinglayang Homestay?

Located in the centre of Dooars, Kinglayang Homestay provides visitors with a peaceful and distinctive experience. With a variety of flora and animals, stunning scenery, and lush vegetation all around, we offer a tranquil respite from the bustle of the city. Our luxurious lodgings, first-rate service, and special perks for travel agencies guarantee that our partners get the most out of their reservations.

What Sets Us Apart?

- **Diverse Accommodation Options:** We offer three categories of rooms—Classic, Deluxe, and Attic Suite—catering to different guest preferences.
 - **Scenic Surroundings:** Guests can immerse themselves in nature while enjoying our garden, private areas, gazebo, and open spaces.
 - **In-House Restaurant:** Our restaurant serves delicious local and multi-cuisine meals, enhancing the guest experience.
 - **Exclusive B2B Benefits:** Our competitive commission and incentive schemes provide travel agents with lucrative earnings and added advantages.
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B2B Free Room Credit Scheme

Eligibility

Travel agents earn 1 Free Room-Night Credit (RNC) for every 4 room-nights booked.

The combination of bookings can be as follows:

- 1 room for 4 nights = 4 room-nights
- 2 rooms for 2 nights = 4 room-nights
- 4 rooms for 1 night = 4 room-nights

Redemption

- Free Room Credit can be redeemed within 1 year of issuance.
- Applicable only for Classic Room (₹1,650 per night).
- Redemption is subject to availability (STA) and must be pre-booked.
- Travel agents can use the Free Room Credit for personal use or transfer it to clients.

Terms & Conditions

1. Free Room Credit is valid only for Classic Room (₹1,650 per night).
 2. Bookings must be pre-approved and subject to availability.
 3. Free Room Credit cannot be encashed or converted into monetary value.
 4. Free Room Credits are valid for 1 year from the date of issuance.
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B2B Commission & Incentive Scheme

Base Commission

Travel agents earn 15% commission on the total room booking amount (excluding meal costs) for every confirmed booking.

Incentives for High-Volume Bookings

To reward our top-performing partners, we offer additional incentives based on the total room-nights booked in a month:

- 2% incentive for booking 10-14 room-nights
- 3.5% incentive for booking 15-19 room-nights
- 5% incentive for booking 20 or more room-nights

Total Earnings Calculation

If a travel agent books 20 or more room-nights, they earn:

- 15% Commission + 5% Incentive = 20% of the total booking amount

Example Calculations

Scenario 1: Travel Agent Books 12 Room-Nights

- Total Booking Amount = ₹29,300
- 15% Commission = ₹4,395
- 2% Incentive = ₹586
- Total Earnings = ₹4,395 + ₹586 = ₹4,981

Scenario 2: Travel Agent Books 17 Room-Nights

- Total Booking Amount = ₹41,650
- 15% Commission = ₹6,247.50
- 3.5% Incentive = ₹1,457.75
- Total Earnings = ₹6,247.50 + ₹1,457.75 = ₹7,705.25

Scenario 3: Travel Agent Books 22 Room-Nights

- Total Booking Amount = ₹52,600
- 15% Commission = ₹7,890
- 5% Incentive = ₹2,630
- Total Earnings = ₹7,890 + ₹2,630 = ₹10,520

Commission & Incentive Summary Table

Room-Nights Booked	Total Booking Amount	15% Base Commission	Incentive	Total Earnings
10-14 Nights	₹29,300	₹4,395	₹586 (2%)	₹4,981
15-19 Nights	₹41,650	₹6,247.50	₹1,457.75 (3.5%)	₹7,705.25
20+ Nights	₹52,600	₹7,890	₹2,630 (5%)	₹10,520

Encashed Coupon Scheme

Overview

The Encashed Coupon Scheme is an exclusive reward program for travel agents partnering with Kinglayang Homestay. Under this scheme, travel agents will earn 20% of the total booking amount in the form of redeemable coupons, which can be used for future bookings or converted into cash once a specified amount is accumulated.

How It Works

1. Earn Coupons on Every Booking:

- After each successful booking, the agent receives a coupon worth **20% of the total booking amount**.
- Example: If a booking is worth **₹10,000**, the agent receives a **₹2,000** coupon.

2. Redemption Options:

- **Future Booking Discount:** Coupons can be used as a discount on future bookings at Kinglayang Homestay.
 - **Cash Conversion:** Once the agent accumulates **₹10,000 worth of coupons**, they can request **cash redemption**.
3. **Coupon Issuance & Validity:**
- Coupons are issued **within 48 hours** of the guest's check-out.

Each coupon is **valid for 6 months** from the date of issuance.

General Terms & Conditions

Free Room Credit

- Travel agents will receive a Free Room Credit via email.
- The Free Room Credit is valid for 1 year from the date of issuance.
- If a guest books directly via the travel agent, the agent is only eligible for commission, not the Free Room Credit.

Commission & Incentive Policy

- Commission is 15% on the total room booking amount (excluding meal costs).
- Incentives are calculated based on the total room-nights booked within a month.
- Commission and incentives are paid within 7 days after the end of the month.
- Room-night count and incentives reset monthly.

Booking Requirements

- Travel agents must ensure bookings are made under their registered name to qualify for commissions and incentives.

Other Conditions

- Travel agents are responsible for managing bookings and ensuring their clients enjoy the benefits of these schemes.
- Kinglayang Homestay reserves the right to modify, update, or discontinue these schemes at any time with prior notice.

Join Us & Earn More!

Partnering with Kinglayang Homestay offers not just competitive commissions but also unique rewards that set us apart. Our stunning location, premium hospitality, and attractive incentives make us an ideal choice for travel agents. Join us today, and let's grow together!