



I wanted to introduce myself, Peter Collins, the **Director of Hockey Masters Events for Stay Oz** - the OFFICIAL accommodation supplier for the 2016 Masters and Grand Masters World Cups.

As Australia's largest, specialist accommodation management company for major sporting event, **Stay Oz** is incredibly excited to have partnered up with Hockey Australia for these wonderful events!

Stay Oz comes with huge experience in ensuring the best accommodation experience for large sporting events and has the ability to not just ensure that you receive the best available rates for the best hotels, but, even more importantly, to ensure your participation in the event runs as smoothly as possible, so your teams can focus on winning!!!

There are 5 major advantages of working with **Stay Oz** for your Masters accommodation:

1) **BEST RATE AND AVAILABLE ROOM GUARANTEES!**

Stay Oz guarantees the best available rate for every hotel we offer.

Secondly, **Stay Oz** has already 'locked away' the best hotel and apartment complexes in Canberra and Newcastle for the dates of these two events. This will ensure that Masters teams have access to all of the best properties and not just be stuck with the leftovers. As you can imagine, with so many participants and family coming for these major events, accommodation is in short supply so **Stay Oz** has ensured that we have rooms put aside for the events. Saying this, the first teams obviously will get the best pick of available accommodation with **Stay Oz** so our advice is: **GET IN QUICK and send us an email NOW!!!**

2) **WE ARE THE EXPERTS!**

We are experts in the area of sporting group accommodation and, over the past 12 years, have arranged more accommodation for major sporting events than any other organisation is Australia. In fact, sporting group accommodation management is the entire speciality of our business! We know what we are doing and you can rest assured that everything will run far smoother working with us. The proof for this is with the clients and sporting organisations that keep coming back to us every year!

As I mentioned above, we ALREADY have the accommodation put aside and are all prepared and ready to get you booked in!

3) **YOUR PROTECTION**

We work with you throughout the entire process before, during and after the event and act as an expert 'middle man' to help you and the booked accommodation complex work through any issues that come up.

We have terms and conditions developed over the past twelve years of working on sporting events that are greatly in the 'favour' of the group booking (over the accommodation complex) and allow for great flexibility in terms of changes and cancellations. As most



groups vary their numbers between booking and the actual event, this can save you many thousands of dollars in accommodation cancellation fees should your numbers change. If your group does significantly drop the number of your booked guests, we will have other groups wanting more rooms so we can generally fill those rooms with another booking. **Stay Oz** is the only organisation that has this ability to 'jigsaw puzzle' bookings around to completely minimise the risk of being out of pocket due to cancellation fees. When a group deals directly with an accommodation complex (or through another supplier), there is virtually no protection and, in many cases get been caught out by accommodation complexes making changes to (or even cancelling) their booking which results in the group losing a lot of money or even ending up with having to accommodate themselves at the last minute which is nearly an impossible task!

4) **WE'RE WITH YOU THROUGHOUT THE WHOLE PROCESS**

Stay Oz won't just 'drop you' straight after making your booking but we will be with you for the whole time before the event, during and after to help to ensure that you have a successful and easy games.

There are many problems and issues that come up throughout the process. Some examples of these include changes in group numbers attending before the event; problems with the accommodation during the event; and disagreements with accommodation managers over room charges after the event. **Stay Oz** will be with you to help resolve any of these issues should they come up.

Stay Oz will also physically have a team at both Masters events to help you 24 hours a day with any issues that arise with your accommodation!

5) **HELPING TO DEVELOP HOCKEY IN AUSTRALIA**

Stay Oz is investing in the sport through our partnership with Hockey Australia on these events. **Stay Oz** donates a large portion of profit from every booking we make for the Masters Games to Hockey Australia which helps go towards the development of these fantastic events as well as many of the other wonderful services that Hockey Australia provides to help develop this wonderful sport through the generations!!!

If you have any questions about how **Stay Oz** can help your teams, please get in touch with us at any time. As I mentioned earlier though, please be quick! Accommodation in both Canberra and Newcastle for these Masters events is limited so the teams who get back to us soonest will get the best value hotels!!

We hope to hear from you soon.

Kindest Regards,

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