

Partnership Programme Guide

A flexible, deal-based commission structure that rewards partners on the total confirmed value of every booking — meetings, trainings, conferences, and residential events.

Earning Structure

Commission is based on the total confirmed value of each booking. Larger and higher-value deals attract higher commission rates.

Smaller bookings	5%
Mid-sized bookings	6.5%
High-value bookings	up to 8%

- Each deal is assessed independently, allowing partners to earn at different levels based on the value of each booking.
- Higher-value and repeat bookings typically result in more significant earnings.
- Partners earn commission on the total confirmed booking value, which may include venue, accommodation, catering, and additional services.
- Commission applies to the full scope of the booking, not just a single component.
- Larger bookings combining multiple services can result in significantly higher earnings per deal.

Available Packages

Reference bundles to help partners position offers. Final pricing depends on guest count, dates, availability, and specific client requirements.

Executive Meeting Package — Olusunta Boardroom

Ideal for: Small corporate meetings and strategy sessions

Based on: 15–20 guests

Venue: Olusunta Boardroom

Includes:

- Meeting room (full day)
- Boardroom setup
- Projector and screen
- Lunch per guest
- Two coffee/tea breaks

Estimated Total	₦1,000,000 – ₦2,200,000
What You Earn from This Deal	₦50,000 – ₦143,000 (5% – 6.5% of confirmed value)

Training / Seminar Package — Yankari Hall

Ideal for: Trainings, workshops, and seminars

Based on: 60–100 guests

Venue: Yankari Hall + Rooms

Includes:

- Main hall (full day use)
- Classroom or theatre setup
- Projector and screen
- Lunch per guest
- Two coffee/tea breaks

Estimated Total	₦1,200,000 – ₦2,500,000
What You Earn from This Deal	₦78,000 – ₦162,500 (6.5% of confirmed value)

Full-Day Conference Package — Obudu Hall

Ideal for: Large conferences and corporate events

Based on: 100+ guests

Venue: Obudu Hall

Includes:

- Full-day hall usage
- AV setup (projector and screen)
- Welcome drink
- Buffet lunch
- Two coffee breaks

Estimated Total	₦2,000,000 – ₦4,000,000
What You Earn from This Deal	₦130,000 – ₦320,000 (6.5% – 8% of confirmed value)

Residential Conference Package — Obudu Hall + Rooms

Ideal for: Multi-day conferences with accommodation

Based on: 40–150+ guests (scalable depending on room allocation)

Venue: Obudu Hall + Rooms

Includes:

- Accommodation (rooms per night)
- Conference hall usage
- Breakfast
- Lunch and dinner
- Meeting setup

Estimated Total	₦3,500,000 – ₦5,000,000
What You Earn from This Deal	₦280,000 – ₦400,000 (8% of confirmed value)

What You Can Earn (Examples)

Realistic examples to show what partners can earn from different types of bookings. Actual earnings depend on confirmed booking value and deal structure.

Booking Type	Booking Value	What You Earn from This Deal
Small Group Booking	₹600,000	₹30,000 – ₹48,000
Training / Workshop	₹1,800,000	₹90,000 – ₹117,000
Conference + Accommodation	₹4,500,000	₹225,000 – ₹360,000
Large Residential Event	₹6,500,000	₹325,000 – ₹520,000

Small Group Booking. Simple meetings or small group bookings that are easier to close and generate quick earnings.

Training / Workshop. Common corporate bookings with strong earning potential per deal.

Conference + Accommodation. Events that combine hall, catering, and rooms significantly increase total earnings.

Large Residential Event. High-value, multi-day bookings that can generate substantial earnings from a single deal.

Partners earn commission on the total confirmed booking value, including venue, accommodation, catering, and additional services.

Partner Recognition

Partners who consistently bring in high-value or repeat business may receive enhanced benefits, priority support, and faster processing timelines.

Payout

Commissions are processed within 3–7 working days after service delivery and full payment confirmation.

Commissions are calculated on the final confirmed booking value and may be subject to applicable taxes or statutory deductions.

Programme Scope	Eligibility	Flexibility
The partnership programme applies to group bookings, events, and conferences.	Commission applies to new business introduced by partners. Existing or directly managed accounts may not qualify.	Custom client requirements are supported. Final pricing and commission are based on confirmed booking value.

Important Guidelines

- All deals must be confirmed by the hotel before final commitment.
- Pricing must be approved before sharing with clients.

- Availability must be confirmed before booking.