

Tournament Advantage Program (TAP)

Real Partnerships. Real Transparency. Better Events.

The Tournament Advantage Program (TAP) is how we secure the venues, hotel space, and community partnerships that make large-scale volleyball events possible — and how we keep those arrangements transparent for the families who attend them.

Events at our scale depend on more than a schedule and a court. Many convention centers and host venues commit space available based, in part, on the number of hotel room nights an event can commit to the destination. Without those commitments, certain venues may not be available for the event, or the event may need to increase registration fees to offset higher venue costs. In addition, participants would generally not have access to the negotiated group hotel rates and other accommodations made available through the room block.

For many of our events, this means a hotel reservation through the event's room block is a required part of registration — not an optional add-on. Where that's the case, we say so plainly on that event's registration page, before any family books anything, along with the reason why.

What TAP provides, every time:

- **Rate Guarantee:** the hotel is responsible for ensuring that the contracted group rate for the room types included in the room block is the lowest publicly available rate for comparable room types during the peak event dates. Rates that require proof of membership or eligibility — such as AAA, AARP, corporate, government, military or crew rates — aren't part of that comparison, since they aren't generally available to the public. Prepaid, nonrefundable rates, and rates for different room types or accommodations that are not comparable to those contracted for under the room block are also excluded from the Rate Guarantee. If a lower publicly available rate is found, we will notify the hotel as soon as we become aware of the issue. Under the terms of the hotel's contract, the hotel has 48 hours to either remove the lower rate or reduce the rate for the entire group block to match the lower rate. This process ensures that all guests booked within the room block receive the benefit of the lower rate, rather than only the individual who identified it. Note that the event does not control hotel pricing, availability, or the hotel's response to any identified rate discrepancy and cannot guarantee the hotel's actions beyond notifying the hotel and enforcing the applicable terms of the hotel agreement.
- **Commuter exemption:** based on mileage to the venue, eligible for automatic exemption upon proof of distance to the venue being provided.
- **Military & loyalty-point exemptions:** military families may also qualify for an exemption when booking a valid government rate with appropriate military identification. Hotel-loyalty-point bookings may also qualify for an exemption, provided the booking satisfies the loyalty program's standard verification requirements. Individuals seeking exemption should first coordinate with their own team or club. Any exemption granted to an individual does not alter the team's required room block or room ratio obligations. Requests for a full-team exemption, or any modification of a team's room block or room ratio requirements, must be approved in advance by the Tournament Director.
- **A flat, disclosed fee:** our booking fee is \$12 per reservation, non-refundable. This fee supports the technology and service behind your booking — platform development and maintenance, PCI-compliant credit card security (the industry's highest standard for protecting your payment information), customer service and support, and ongoing platform improvements.
- **Plain statement of requirement:** where a hotel reservation through the TAP program is mandatory for an event, that requirement — and the reason for it — is stated on the registration page.

Every event's specific room ratio, commuter distance, exemption process, booking deadline, and cancellation policy is provided in that event's own registration materials.

Why TAP Matters

Volleyball events at our scale compete for access to:

- Quality venues and convention center space
- Hotel accommodations and room inventory
- Prime event dates
- Destination marketing support
- Community partnerships and event resources

Strong, transparent partnerships are what let us keep securing that access year after year — and keep the terms fair and visible for the families who make the trip.