

MARCH

PARTNER OF THE MONTH

2023

# FAIRMONT ORCHID



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HAWAII PARTNER.  
INCLUDES A TRAVEL ADVISOR BUNDLE,  
PARTNER OFFERS, HOTEL DETAILS, AND MORE!



# W E L C O M E

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Dear Travel Advisors,

We are happy to present our Hawaii Partner of the Month for March: Fairmont Orchid. Our Partner of the Month campaign is designed to give you the resources you need to sell our preferred partners.

Each month, our reservation and business development teams invest their time learning more about our featured partners so they can better serve you. This includes a training session where they learn about the most recent hotel updates and current property/destination highlights.

Our marketing team has also curated a special Travel Advisor Bundle for you! This includes our \*NEW\* consumer LookBook for your clients, a customizable flyer, and webinar so you can be fully equipped to sell this month!

We look forward to a great month. Happy selling!

Sincerely,

**CLASSIC**  
*Vacations™*

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# MARCH PARTNER OF THE MONTH FAIRMONT ORCHID



## IMMERSE YOURSELF IN AUTHENTICITY.

Inspired by culture, well-being and genuine aloha, Fairmont Orchid is a luxury Hawaii Island resort and spa beautifully located on the majestic Kohala Coast. Enjoy this oceanfront property where lush greenery, cascading waterfalls, and tranquil white sand beaches welcome you.

### FEATURED OFFER

*Book now through 03/31/23 for travel through 12/18/23.*

### HAWAII ISLAND



- Every 5th night free
- Daily buffet breakfast for two
- Ocean View Room

**5 NIGHTS FROM \$1,799 PER PERSON**

# AN INCENTIVE JUST FOR YOU

## WIN A 2-NIGHT STAY!

Attend the Partner of the Month Webinar (03/07/23) and be the travel advisor with the highest number of paid bookings with Fairmont Orchid for a chance to win a beautiful 2-night stay on the culture-rich Hawaii Island.

Book now through 03/31/23 for travel throughout 2023.  
Black out dates may apply.

A blue Fairmont-branded towel and a white straw hat are resting on a white towel. The background is a blurred beach scene with water and a sunset.

*Fairmont*

# TRAVEL ADVISOR BUNDLE

Access the tools and resources to help you sell Fairmont Orchid during the month of March. We've created content for you to share with your clients.

[DOWNLOAD CUSTOMIZABLE FLYER](#)

*Open in Adobe Acrobat. Customize. Send.*

[VIEW CONSUMER LOOKBOOK](#)

*View and send to your clients.*

View our webinar recording featuring Fairmont Orchid, La Casa de la Playa, and Katikies Hotels. You'll hear about the most recent updates, current month-long offers, lavish amenities, and more!





GET TO KNOW  
FAIRMONT ORCHID







NOW LOADING YOUR  
360° TOUR FOR...

FAIRMONT ORCHID



# INSPIRED BY GENUINE ALOHA

Inspired by culture, well-being, and genuine aloha, Fairmont Orchid is a luxury Hawaii Island resort and spa beautifully located on the majestic Kohala Coast.

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## RESORT AMENITIES

Immerse yourself in an authentic Big Island vacation experience, surrounded by 32 oceanfront acres of lush tropical gardens, cascading waterfalls, and a tranquil white sand beach and lagoon. Resort amenities feature the award-winning Spa Without Walls, a 10,000 square-foot oceanfront pool, Hui Holokai Beach Club offering ocean and cultural activities, six restaurants, world-class golf, a fitness center, and a 10-court tennis pavilion.







OCEAN VIEW SUITE



FAIRMONT GOLD EXECUTIVE SUITE OCEAN VIEW



PRESIDENTIAL SUITE

## ACCOMMODATIONS

Hawaii's warmth and serenity are reflected throughout the design of the family-friendly hotel accommodations with 540 spacious guest rooms, suites, and the exclusive Fairmont Gold concierge floor.

### GUEST ROOMS

Enjoy stunning views from your spacious and furnished private lanai. Luxuriously appointed, each guest room offers an indulgent marble bathroom with a separate shower and bathtub. Choose from an Oceanfront, Partial Ocean View, Ocean View, and Fairmont Garden View room.

### FAIRMONT GOLD ROOMS

Elevate your stay with a Fairmont Gold room and receive private check-in with concierge services, private lounge access, complimentary valet parking, and continental breakfast items served daily with the Fairmont Gold Lounge. These rooms include Fairmont Gold Premium Ocean View, Fairmont Gold Executive Suite Ocean View, and Fairmont Gold Ocean View.

### SUITES

For an expansive accommodation option, Fairmont Orchid offers exceptional suites varying from a One Bedroom Suite Ocean View, Oceanfront Suite, South Tower Presidential Suite, North Tower Presidential Suite, and One Bedroom Suite Garden View. Each has a private bedroom, a spacious marble bathroom with a separate shower and bathtub, and a living area. A private lanai is accessorized with patio furniture to soak in the stunning views.

### ACCESSIBLE ROOMS

For guests needing accessibility, a One Bedroom Suite Garden View, Partial Ocean View Room, Ocean View Room, Fairmont Gold Ocean View, and Fairmont Garden View Room are available at Fairmont Orchid.



# DINING OPTIONS

From seasonally inspired menus to dining experiences that will satisfy any craving, see what our chefs are preparing just for you.

## BINCHOTAN BAR & GRILL

Explore the long-running creative culinary exchange between Hawaii and Japan firsthand at the traditional northern Japanese grill. It's called robatayaki: the centuries-old practice of fireside cooking. And what it is, is delicious.



BINCHOTAN

## BROWN'S BEACH HOUSE

The vistas alone are worth a leisurely evening at Brown's Beach House, the AAA Four Diamond signature restaurant. Perched above Pauoa Bay, the celebrated fine dining venue takes in one of the island's most spectacular sunset panoramas.



BROWN'S BEACH HOUSE

## BROWN'S DELI

Brown's Deli offers breakfast and lunch items delicatessen style with an island flair to enjoy at outdoor tables or down at the beach. It's a great place to pick up food gifts to take home, with every item made in Hawaii.

## HALE KAI

With the warmth of aloha, welcome to Hale Kai! Days are spent enjoying time with the sea, sun, and friends. Located poolside, Hale Kai is the perfect venue for a refreshing lunch, tropical drinks, or a casual dinner with sunset views.

## ORCHID COURT

Fuel up for a big day of ocean and island adventures. Take your time over a hearty breakfast and indulge in an extensive island breakfast buffet featuring tropical fruit, freshly baked pastries, traditional breakfast favorites, Asian specialties, a made-to-order omelet station, coffee, and more!



ORCHID COURT





KAHAKAI BAR OCEANFRONT

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## OTHER DINING EXPERIENCES

Along with Fairmont Orchid's wide selection of restaurants, other dining experiences are also available to enjoy.

### KAHAKAI BAR OCEANFRONT

Kahakai means 'beach' in Hawaiian, and this beachside bar features a Polynesian-style thatched roof, refreshing trade winds, and sweeping views of Maunakea and the blue Pacific. A variety of tropical libations and *pupu* (appetizers) are served.



HAWAIILOA LUAU

### IN-ROOM DINING

In-Room Dining at Fairmont Orchid is a pleasant experience in convenience and comfort. Perfect for early risers, a romantic dinner for two, or small gatherings, choose from signature gourmet dishes or hearty 'just like home' selections without leaving the comfort of your guest room.

### HAWAIILOA LUAU

Enjoy an evening along the beautiful South Kohala Coast and the ambiance of the land area known as *Kalahuipuaa*. Steeped in tradition and history, *Kalahuipuaa* is known as a gathering place for *Alii* (royalty) and special visitors. An evening at the Hawaiiiloa Luau is full of this same tradition of Hawaiian culture and hospitality. A hosted bar and a spectacular dinner.



SPA WITHOUT WALLS

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## SPA WITHOUT WALLS

Fairmont Orchid's award-winning Spa Without Walls welcomes you with a soothing ambience and natural spa treatments. Ancient Hawaiian healing arts, and locally sourced products are integrated into every experience. Choose from eight private outdoor waterfall *hales* (huts), six oceanfront cabanas, or three indoor treatment rooms to begin your spa journey.



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# ACTIVITIES

Find the perfect activity for your Hawaiian escape. Choose between culture-rich experiences and family-friendly adventures.

## HUI HOLOKAI BEACH CLUB

Hui Holokai, the Fairmont Orchid Beach Club Ambassadors, look forward to sharing their cultural knowledge, ocean skills, storytelling talents, and aloha with you. Join them for stand-up paddle boarding, outrigger canoeing, snorkeling, and more.

## FAMILY ACTIVITIES

Experience the soul of Hawaii Island as you explore the open-air oceanfront resort. We live to turn your moments into memories. Get a bird's eye view of paradise as you spin in the private lagoon on a stand-up paddleboard. Play *'spot the honu'* (Hawaiian sea turtles) with your kids. Soak in the authentic Hawaiian culture as you learn to hula or make lei. With each step of your journey at Fairmont Orchid, endless possibilities unfold for adventure, wellness, and restoration.

## TENNIS

The 10-court, full-service Hawaii Tennis Center features lights for evening play and a dramatic stadium court. Services include match arrangements, instructional theme clinics, racquet and ball machine rentals, and private and semi-private lessons. Two pickleball courts and private lessons are also available.

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# GUEST SERVICES

The spirit of aloha is embodied throughout Fairmont Orchid as they strive to treat all guests to the finest experience possible. Enjoy check-in & check-out times, concierge services, accessibility, activity passes, airport transfers, gift shops, housekeeping, resort charge convenience, and reforestation donations.



ANOTHER FAIRMONT OPTION IN HAWAII

# FAIRMONT KEA LANI

MAUI, HAWAII



[VIEW THE FAIRMONT KEA LANI OFFER](#)



# REIMAGINED SUITES AND VILLAS

Maui's only all-suite and villa property, Fairmont Kea Lani, recently underwent an extensive renovation of all accommodations, resulting in an elevated product that evokes stories of the island's rich culture while accentuating the natural beauty of Hawai'i.

Resort enhancements and program enrichments will continue to unfold through 2023, with the second phase of the Ho'omaka Hou project focused around Fairmont Kea Lani's lobby. An elevated arrival experience, creating an interactive Hawaiian Cultural Center, and adding a premiere food & beverage outlet, among other exciting updates, will complete Fairmont Kea Lani's Ho'omaka Hou Transformation. A transformed experience is awaiting your arrival.





CLASSIC  
*Vacations™*

# WAYS TO CONNECT WITH US IN 2023

## CALL US

1.800.221.3949

*Or your preferred number*

## CALL-BACK

Call your preferred number and while on hold, accept the prompt for the CV call-back.

## SATURDAY HOURS

Now Open Saturdays from  
7 am to 1 pm PST

*Call 1.800.221.3949  
or your preferred number*

## CV4U

Work with a team of agents available via email for FIT bookings. An annual commitment of \$100,000 is required. Contact your BDM for more information

## ADS DESK

This FIT dedicated desk provides you an exclusive reservation agent. Email requests with phone consult as needed. \$200,000 annual commitment required. Contact your BDM for more information.

## ONLINE SHOPPING

visit: [classicvacations.com/shopping](https://classicvacations.com/shopping)

Our online booking engine can help you book and pay for land-only reservations. You don't need to call anyone, you just get it done

# BUT WAIT, THERE'S MORE...

## EUROPE4U

To make booking Europe easier, we've introduced Europe4U, a new premium service allowing you to connect via email with an experienced team of Europe travel sales specialists dedicated to helping you book your client's European getaway.

- Scan QR Code displayed on this page
- Submit your Europe booking request
- Agent will respond within 2-4 business hours of submission!



## NEW BOOKING

Do you know exactly what your clients want? If you have names, dates of birth, travel dates, preferred destination(s), including hotel name(s), we can now help you via email request.

Fill out the form on the link below and we'll respond to you within 2-4 business hours!

Visit: [classicvacations.com/quoterequest](https://classicvacations.com/quoterequest)

## CALL - CENTER HOURS

Monday - Friday : 6 am to 5 pm PT  
Saturday : 7 am to 1 pm PT

## CUSTOMER SERVICE HOURS

Every Day : 1 am to 9 pm PT  
*Including Holidays*

## CLASSIC ASSIST

Manage FIT & Group Bookings  
Design Custom Proposal Itineraries  
Manage private-label profiles  
[classicvacations.com/travel-agent](https://classicvacations.com/travel-agent)

## TRAVEL PROTECTION

To learn more about our industry leading Travel Protection Plans  
<http://bit.ly/3iD89wJ>

## MINOR CHANGES

To change seat assignments, add FF #'s, confirm bedding requests, add or revise transfers, or note other special requests  
E: [minorchanges@classicvacations.com](mailto:minorchanges@classicvacations.com)

## TOURS & ACTIVITIES

To add tours & activities email us at:  
[toursandactivities@classicvacations.com](mailto:toursandactivities@classicvacations.com)





# Earn points with every FIT booking



## 2023 Virtual Retail Gift Card

Every 200 points earns you a **\$75 Gift**

### Card Requirements:

- A minimum of 200 eligible points in your 2023 points account
- Submit a VRGC Redemption Form
- Include your personal W9
- Agency Owner or Manager approval

VRGC requests are processed on the last Friday of each month.

Recipients will receive an email the first week of the following month. The email will contain a link to choose your Virtual Retail Gift Card(s).

Choose your VRGC.

You may split your gift card value among two or more gift cards. You will have options like *Disney Store, Amazon, Sephora, Safeway, Starbucks, Target*, and many more!

Click here to [Check your Points](#)

**Virtual Retail Gift Card:** Every Classic booking that travels between January 1, 2023 and December 31, 2023 are eligible toward 2023 Gift Card redemption. A maximum of 1200 Royalty Points are allowed for redemption per calendar year. Your 2022 Royalty Points may not be combined for gift card redemption. Only U.S.-based agents qualify for gift card redemption. Group points are eligible for Travel redemption and may not be redeemed for a VRGC. 2023 Points towards VRGC expire 2.28.24 remaining points may be used for Travel, see below.

**Travel:** Points may only be used on Advisors' personal travel with Classic Vacations. Payment in full is required. The \$29 minimum payment is non-refundable. Points cannot be used for minimum payment or processing fees. Points are applied just prior to travel date as a refund. Points applied to the booking are non-refundable. Points may not be applied to canceled or past travel bookings. 2021 Points expire March 24, 2023. 2022 Points expire March 22, 2024. 2023 Points expire March 21, 2025.

Visit our Instagram featuring Travel Advisors Royalty Rewards in action: [#weareclassicvacations](#)

See complete list of Terms and Conditions: [www.classicvacations.com](http://www.classicvacations.com)

Contact: [points@classicvacations.com](mailto:points@classicvacations.com)

## 2023 Travel and Explore

Every 200 points earns you a **\$150 Travel Credit**

### Requirements:

- A minimum of 200 eligible points
- Make your booking with Classic Vacations
- Pay Deposit and Final by due dates
- Submit a Travel Redemption Form
- Agency Owner or Manager approval

Submit your travel redemption at least 30 days prior to departure.

Recipients will receive an email receipt upon submission. Agency Owner/Manager will receive an email to approve.

Points are redeemed and applied to your booking 2 to 3 days prior to departure as a refund.

No travel blackout dates! Travel to any of Classic Vacations destinations. Use your Rewards towards Air Only, Hotel Only, Package, Car or Tours. Book online or call 800-221-3949 (choose 1 than 3 at prompt). Pay the NET due only (no commission).

# FAIRMONT ORCHID WEDDINGS

Fairmont Orchid on the Kohala Coast of Hawaii Island is a perfect setting for weddings and one-of-a-kind celebrations. The spectacular resort scenery, including gorgeous waterfalls and sweeping oceanfront views, provides an unforgettable backdrop to any special event. A sense of magic and romance surrounds you as you spend time enjoying the sunsets, experiencing luxury service, and exploring this breathtaking island paradise.







# SAY I DO IN PARADISE

Groups by Classic presents our exclusive Say I Do In Paradise campaign with Fairmont Orchid.

The **WEDDING COUPLE** can earn up to **\$1,000 USD** credit toward their Destination Wedding Airfare! If you would like to qualify, you can book a Destination Wedding with Fairmont Orchid by December 31, 2023, and have 75 room nights materialized.

*View details and customize the Say I Do Flyer*

[DOWNLOAD SAY I DO FLYER](#)

MARCH

PARTNER OF THE MONTH

2023

# CONTACT US

1.800.221.3949

Fairmont  
ORCHID



CV