

May 24, 2023



Price with Confidence:

Updating Prices in the Dashboard

FAREHARBOR
webinars





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Today's Agenda

**Updating
Customer
Type Prices**

**Intro to
price
sheets**

**Price
Schedules**



Updating Customer Type Prices



Updating Customer Type Prices

There are three different ways to update customer type prices:

**Update pricing for all
availabilities on an item (most
common)**



Update pricing for all availabilities on an item:

How to:

1. Go to the **Items** section of your Dashboard and select the item you want to update.
2. Go to **Availability > Options & Prices**
3. On the toolbar at the top of the page, select which price sheet to update
4. Click on the price you wish to update
5. Make sure the dropdown menu is set to *Change*
6. Enter the new price and determine the tax types you wish to apply. Then click **Save**.
7. Repeat steps 3-6 for any other customer types you need to adjust



Updating Customer Type Prices

There are three different ways to update customer type prices:

Update pricing for all
availabilities on an item (most
common)

**Update pricing for a specific
group of availabilities on an
item**



Update pricing for a specific group of availabilities:

How to:

1. Go to the **Items** section of your Dashboard and select the item you want to update.
2. Go to **Availability > Calendar**
3. Click **Update availabilities** from the toolbar to the open updater
4. In the first section of the updater (under Setup), select **Customer Types**
5. In the second section, choose which availabilities to update by adjusting the **date range** and **filters**
6. In the third section, select **Price**
7. Click **Preview changes** to confirm the number of availabilities that will be changed



Updating Customer Type Prices

There are three different ways to update customer type prices:

Update pricing for all
availabilities on an item (most
common)

Update pricing for a specific
group of availabilities on an
item

**Update pricing for a single
availability**



Update pricing for a single availability:

How to:

1. Find and open the availability you want to update.
2. Nex to **Availability actions**, click **Advanced**, then **Prices**.
3. Click on the link “Change just for this availability”
4. Select which price sheet to use
5. Click on the price you wish to update
6. Make sure the dropdown menu is set to *Change*.
7. Enter the new price and click **Save**.



Will price changes automatically update commission rates for affiliate bookings?

No

Commission rates for bookings that have already been made will not be affected by price changes. Additionally, you will need to update your invoice sheets or [contact FareHarbor Support](#) to ensure your commission rates reflect your updated prices moving forward.



Intro to Price Sheets



What are price sheets?

A **price sheet** is a collection of prices, visibility, and requirement rules that can be applied to the book form of a particular item.

You can:

- Create as many price sheets as you want
- Specify which sheet to use in different scenarios

	Visibility	Price	Tax	Final Price ⓘ
Adult 12+ years old	Visible	\$30.00	• Standard Tax (5%)	\$31.50
[Dropdown]: Height Height Choose an option	Visible			Priced by options
	Visibility	Price	Tax	Final Price ⓘ
Child 2-12 years old	Visible	\$15.00	• Standard Tax (5%)	\$15.75
[Dropdown]: Height Height Choose an option	Visible			Priced by options



Intro to Price Sheets

Here are just a few examples of how price sheets can be used:

- Determine your prices for online bookings vs. direct bookings
- Hide certain custom fields from online customers and make them visible to only your staff
- Make certain fields required only for online customers (*such as an “Accept Terms & Conditions” checkbox*)
- Create a set of prices specifically for an affiliate



Inheritance and the Base Sheet

Price sheets use a concept called **inheritance**.

This allows you to set a collection of *base* prices, which automatically get *inherited* by all other price sheet.

So... you only have to worry about making changes where you need to.





Inheritance and the Base Sheet Example

Example - Base Sheet Pricing

Three different sets of pricing options:

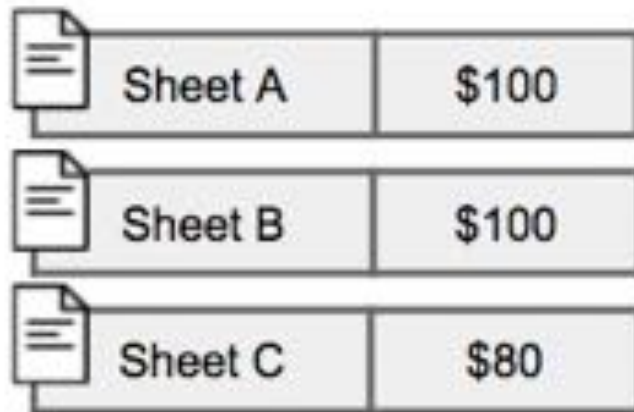
- Sheet A
- Sheet B
- Sheet C

Scenario:

Change the Adult price for an evening cruise from \$100 to \$80 when booked on Sheet C.

Without inheritance:

- Change the base price for everything to inherit the base price
- Set the prices on each sheet **individually**



Sheet A	\$100
Sheet B	\$100
Sheet C	\$80



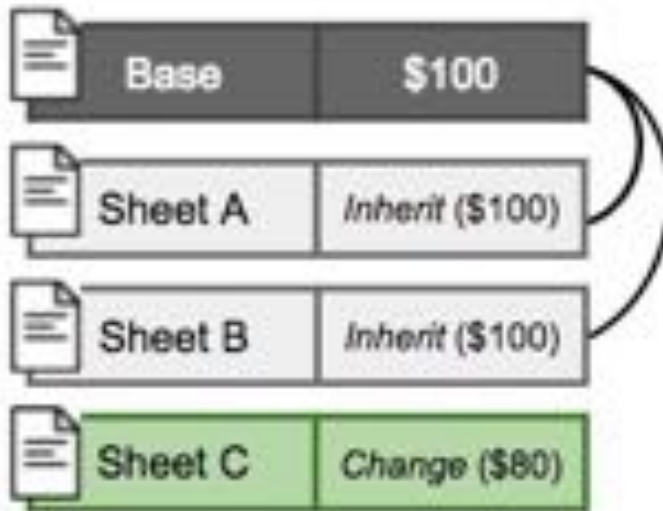
Example - Base Sheet Pricing

Base sheet

- Allows us to establish a base price which is then *inherited* by all other sheets

Scenario:

- Set price for adults to \$100 in the base sheet, the other sheets with inherit that price by default.
- Then for Sheet C:
 - Override the inheriting price and change to \$80



Example - Base Sheet Visibility & Requiredness

This same concept applies to visibility and requiredness for all customer types and custom fields you set up on an item

Scenario:

- Make a custom field hidden on a base sheet for a particular item except Sheet B



Intro to Price Sheets

Inheritance at Different Levels

Price sheets can be updated at different levels

- overall settings
- Item settings
- availability settings

This means Individual items and even availabilities can have their *own* base prices and inheriting sheets.



Intro to Price Sheets

Order of Inheritance

When determining whether the field should be visible or not, the system will check, in order:

1. The custom field setting on the **item** for the **current sheet**
2. The custom field setting on the **item** for the **Base sheet**
3. The **overall custom field settings** for the **current sheet**
4. The **overall custom field** settings for the **Base sheet**

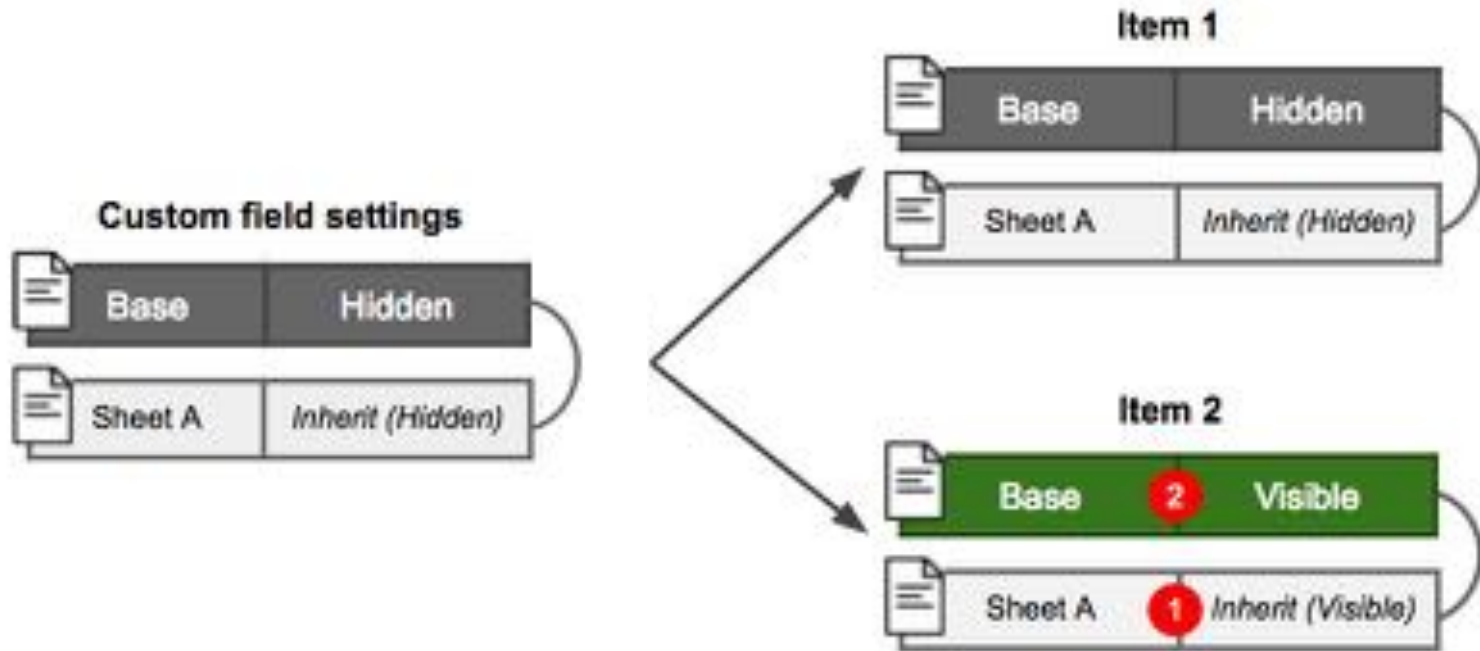




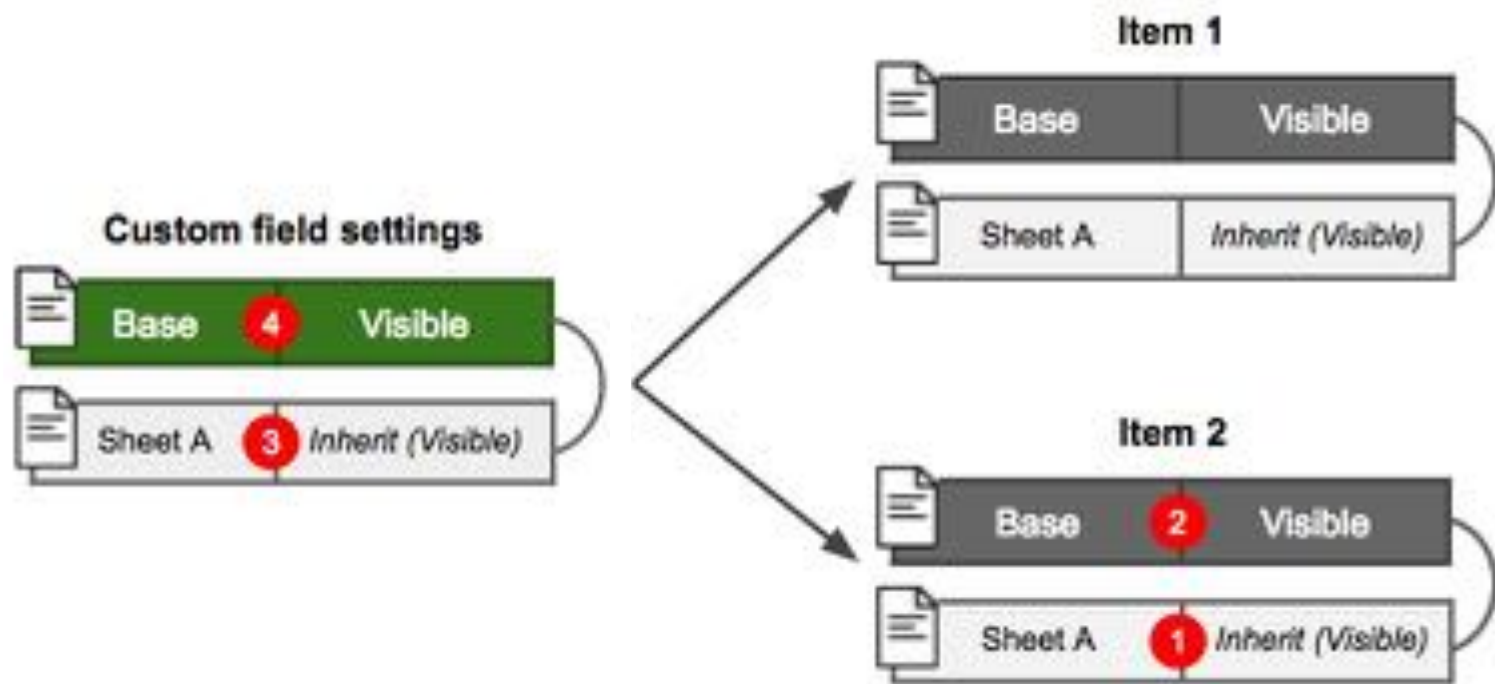
Inheritance at different levels

Example

Order of Inheritance



*green indicates a change was made outside of inheritance





Working with price sheets

Working with price sheets

**In your
dashboard
settings**

**In an
individual
item's
settings**

**On an
individual
availability**



Price Schedules



Price Schedules

Two types of price schedules:

- **Total price schedule:** Consists of customer total price sheets, which determine the total price for a booking (i.e. the price charged to your customers).
- **Invoice price schedule:** Consists of invoice sheets, which determine the invoice price for a booking (mainly used for affiliates).

Set- Up

- To manage your price schedules, go to **Settings > Price Sheets** and click the **Price Schedules tab**.



Working with price sheets

**Price
Schedules
and Rules**

**Using Price
Schedules**

**Reporting
on price
schedules**



Thank you!



FareHarbor Support

Please contact our **24/7 Support** if you have any questions pertaining to your dashboard!

Phone: (855)495-5551

Email: support@fareharbor.com

Help Docs

Fareharbor **help docs** can be found on your dashboard in the dropdown menu!

- [Updating customer type prices](#)
- [Introduction to price sheets](#)
- [Price schedules](#)



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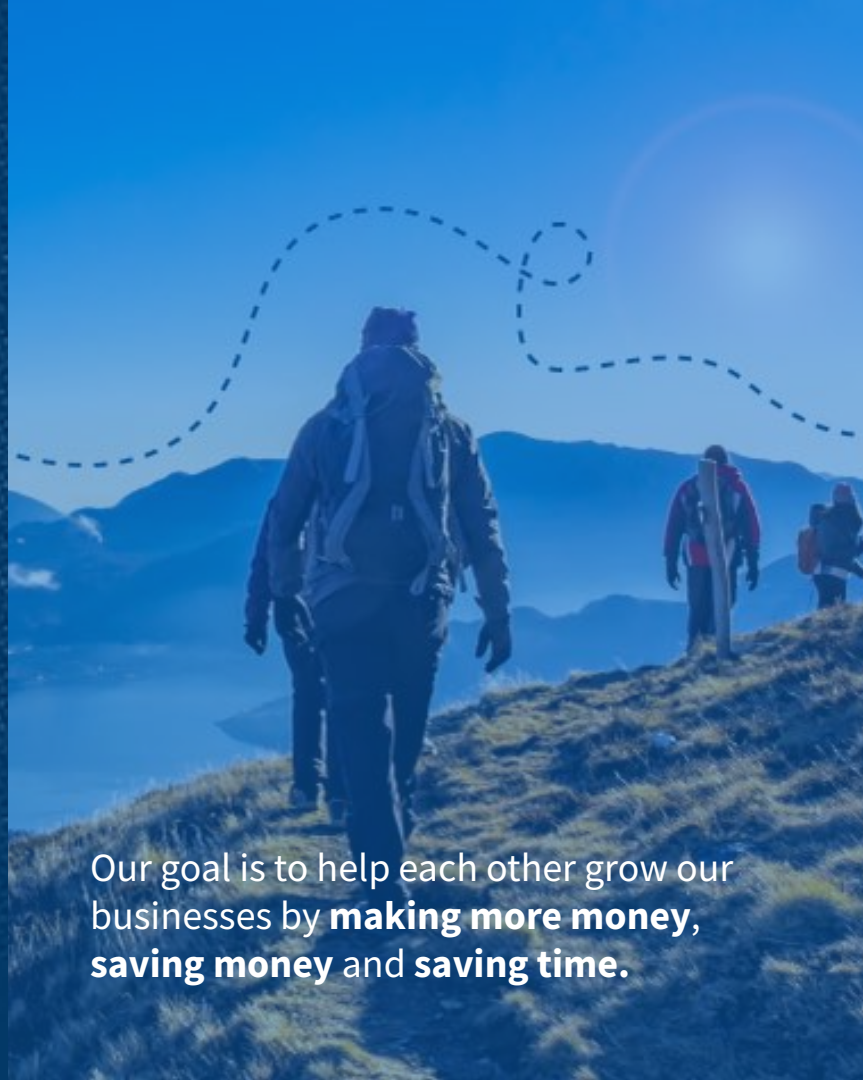
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community

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Our goal is to help each other grow our businesses by **making more money**, **saving money** and **saving time**.

Q & A

