

# WYNDHAM • DESTINATIONS

**MORE  
LIKE YOU.** →

**GO-GETTERS LIKE YOU.  
GAME-CHANGERS LIKE YOU.  
SUCCESS-MAKERS LIKE YOU.**



## **Employee Referral Program Guidelines** Asia Pacific

**Effective 1<sup>st</sup> June 2017**

It could be a friend, a family member, a neighbour or a former colleague, if you know someone with the specific talents and positive energy we need for the future, encourage them to apply online, refer them directly to a specific role or to join our Talent Network!

You're an extraordinary professional - a true go-getter and game changer. It's why we hired you. Because you represent the very best in our business, and we need More Like You to put the world on vacation.

We count on you to identify talented individuals who embrace our values and reflect our Hospitality with Heart service commitment. Refer More Like You and you could be eligible for some great benefits!



### **Our Values are the Heart of Wyndham Destinations**

**H**ospitality – treating everyone like family

**E**ngagement – delivering our purpose

**A**ccountability – owning our impact

**R**espect – considering others in every interaction

**T**eamwork – succeeding together

## 1. HOW TO REFER A CANDIDATE TO A SPECIFIC ROLE?

Wyndham Vacation Club – Asia Pacific employees can refer candidates for a specific job. There could be some great benefits eligible for you if the person you have referred meets program guideline criteria including a monetary amount and Wyndham Reward Points!

### Online Referral Process:

1. Visit [www.wynrefer.com](http://www.wynrefer.com) or [internaljobs.wyndhamdestinations.com](http://internaljobs.wyndhamdestinations.com) (same thing)
2. To refer a candidate to a specific job, they search for the relevant job and follow the steps below.
3. Click to “**Refer for this Job**” button and if necessary log in.

The screenshot shows a job listing for a Consumer Lending Officer. On the left, a table provides details: Location (Bundall, Queensland), Posted (4/28/2017), Schedule (Full-time), and Reference (1703238). Below this, it states the position reports to a Supervisor in Consumer Lending and that no other positions report to this one. On the right, there are two main sections: 'APPLY' and 'SHARE'. The 'APPLY' section features a red 'APPLY NOW' button and a yellow 'REFER FOR THIS JOB' button, which is circled in red with an arrow pointing to it. Below the buttons, there is a link to referral guidelines for 'United States and Canada' and 'Australia and Asia Pacific'. The 'SHARE' section includes social media icons for LinkedIn, Facebook, Twitter, Google+, and a general share icon.

Consumer Lending Officer	
Location:	Bundall, Queensland
Posted:	4/28/2017
Schedule:	Full-time
Reference:	1703238

**POSITION REPORTS TO:**  
Supervisor, Consumer Lending

**POSITIONS REPORTING TO THIS POSITION:**  
N/A

**APPLY**

APPLY NOW

REFER FOR THIS JOB

You can view our referral guidelines here:

- [United States and Canada](#)
- [Australia and Asia Pacific](#)

**SHARE**

in f t G+ +

4. Login using your personal Taleo Login details (not your Wyndham Login); username: the email address you used when originally applying for a role with Wyndham and your own specific password. If you don't have an account, set up select the “**Register a new account**” option or “**Forgot your password?**” option to reset.

## LOG IN

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Please log in using your email address and password.

Email address	<input type="text"/>
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Please enter your email address.

Password	<input type="password"/>
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SUBMIT

Don't have a login? [Register a new account here](#)

[Forgotten your password?](#)

5. Once logged in enter your referral's name and email address.
6. The candidate will then receive an email inviting them to apply for the specific job or join the Talent Network.
7. Once the candidate applies for a job with Wyndham, their application will automatically be tracked as a referral in Taleo (our recruitment system).
8. A referral is valid for up to 12 months after it has been made.

## 2. HOW TO REFER A CANDIDATE TO THE TALENT NETWORK

Employees can also refer candidates to join our **Talent Network** via our [www.wynrefer.com](http://www.wynrefer.com) website or via SMS. This will enable the candidate to keep in touch with the business, receive regular job updates and in turn apply for a role matching their interests.

### REFER TO THE TALENT NETWORK VIA OUR WEBSITE:

#### Online Talent Network Referral Process:

1. Go to [wynrefer.com](http://wynrefer.com) or [internaljobs.wyndhamdesintations.com](http://internaljobs.wyndhamdesintations.com) (same thing)
2. Click to log in:

## REFER MORE LIKE YOU

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We receive some great candidates based on referrals from our dedicated associates like you, and you may be eligible to receive a bonus. Click "Click Here To Refer" to get started!

CLICK HERE TO REFER

3. Login using your personal Taleo Login details (not your Wyndham Login); username: the email address you used when originally applying for a role with Wyndham and your own specific password. If you don't have an account, set up select the "**Register a new account**" option or "**Forgot your password?**" option to reset.
4. Once logged in enter your referral's email address and click submit:

### **Refer More Like You – And Earn**

We want more like you.

Self-starters and team-players like you. Trailblazers and goal-chasers like you.

We're looking for vacation-fanatics like you. And leaders like you.

You know who they are.

So tap your network – and help us hire MORE LIKE YOU.

5. The candidate will then receive an email inviting them to join the Talen Network. Once the candidate applies for a job with Wyndham, their application will automatically be tracked as a referral in Taleo (our recruitment system).
6. A talent network referral is valid for up to 12 months after it has been made.
7. If you cannot refer using the online system, please ensure the candidate you have referred advises the recruiter or hiring manager when applying or during the interview process that they have been referred, this is so we can track this manually on the Staff Action Form.

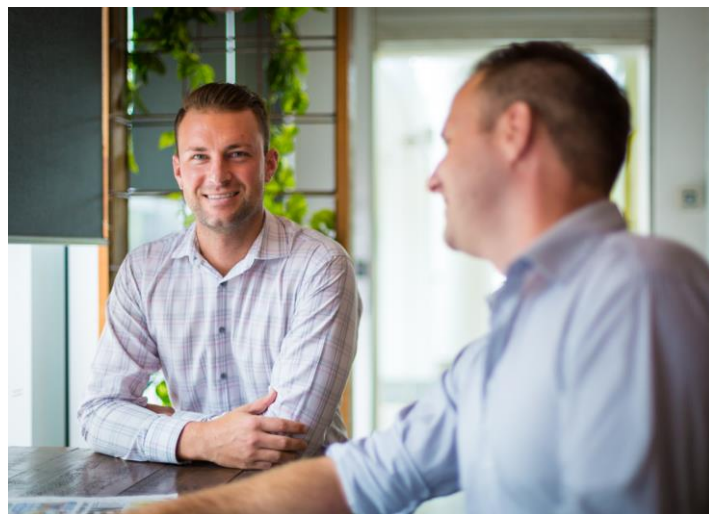
### **REFER TO THE TALENT NETWORK VIA SMS TEXT MESSAGE:**

Employees based in Australia and Singapore only (at this stage), can also refer candidates to the business via mobile phone by following these steps:

#### **SMS Talent Network Referral Process:**

1. Text WYNREFER to **0476857179 if based in Australia, +6590913770 if based in Singapore** (*data and message rates may apply*)
2. The referrer may be asked some questions to confirm identity.
3. Referrer to provide candidate's email address.

4. The candidate will then receive an email inviting them to join our **Talent Network**.
5. The candidate can then log in, search and apply for jobs that are relevant to them.
6. Once the candidate applies for a job with Wyndham, their application will automatically be tracked as a referral in Taleo (our recruitment system).
7. A referral is valid for up to 12 months after it has been made.
8. If you cannot refer using the sms system, please ensure the candidate you have referred advises the recruiter or hiring manager when applying or during the interview process that they have been referred, this is so we can track this manually on the Staff Action Form.



## HOW TO REFER A CANDIDATE IF REFERRER IS BASED IN FIJI:

For employees based at the Wyndham Denarau property, we encouraged employees to refer candidates online for a specific job or for the **Talent Network**.

If this is not possible and they are referring to the Wyndham Denarau property, they are required to have their candidate complete a hard copy [Referral Application Form – Fiji](#)

The referrer is then to deliver the candidate's form directly to Human Resources for processing. A referral is valid for up to 12 months after it has been made.

APPLICATION FORM - WYNDHAM DENARAU ISLAND, FIJI					
First name: _____		Last name: _____			
Telephone: _____		Mobile: _____			
Email: _____		(please tick one): MALE <input type="checkbox"/> FEMALE <input type="checkbox"/>			
Job Applied for: _____					
Applied Online: YES <input type="checkbox"/> NO <input type="checkbox"/>					
PREVIOUS HISTORY					
PREVIOUS EMPLOYMENT HISTORY (last two jobs)		COMPANY	POSITION	STATUS	Office Use ONLY
From: _____	To: _____			FT / Fix / Cas	
From: _____	To: _____			FT / Fix / Cas	
Reason for leaving: YES <input type="checkbox"/> NO <input type="checkbox"/> If yes, why? _____					
Have you previously worked for Wyndham Worldwide or any of its subsidiaries?				YES <input type="checkbox"/>	NO <input type="checkbox"/>
Reason for leaving? _____					
ADDRESS					
Address Residential: _____					
Telephone number: _____			Other: _____		
Address Postal: _____					
Telephone number: _____			Other: _____		
Are you a member of the LOC? YES <input type="checkbox"/> NO <input type="checkbox"/> If yes, which family: _____					
WERE YOU REFERRED TO THIS EMPLOYMENT OPPORTUNITY?					
Were you referred by a Wyndham Vacation Resorts Asia Pacific existing employee?				YES <input type="checkbox"/>	NO <input type="checkbox"/>
If YES, please write their full name and property worked at: (please print) _____					
If referred by an existing employee at Wyndham Denarau, please ensure this person hands this application form to HR directly.					
Forms to be attached with this application					
TIN <input type="checkbox"/>	FNPF <input type="checkbox"/>	CV <input type="checkbox"/>	Copies of Trade certificates <input type="checkbox"/>	Copies of licences <input type="checkbox"/>	
Please note that your application will be treated as null and void if TIN, Bank Details, FNPF or CV is missing from this application.					
I complete this form with the knowledge that my private information will be kept confidential and secure by Wyndham vacation Resorts Asia Pacific. I have completed this form to the best of my knowledge and have not falsified any information.				Name: (please print) _____	
				Signature: _____	
Office Use ONLY					
Profile created in Taleo if applicable:			YES <input type="checkbox"/>	NO <input type="checkbox"/>	
Referral name entered in Taleo as part of profile if applicable:			YES <input type="checkbox"/>	NO <input type="checkbox"/>	
Job considered for: _____			Req Number: _____		
SAF significant date for referral if applicable: YES <input type="checkbox"/>			NO <input type="checkbox"/>		
Start date: _____					

### 3. EMPLOYEE REFERRAL PROGRAM BONUS AMOUNTS

You could be eligible for the following bonus amounts if your referred employee meets both tenure & program eligibility criteria! The HR team manages the program eligibility criteria and your manager will advise if you are eligible to receive one of the following bonus benefits - *The following bonus amounts are eligible to Australia, NZ, Fiji, Singapore & Thailand based employees only. If you are located in another country not listed and looking to refer please contact your HR representative.*

#### I. SALES

Position	3-Month Tenure	6-Month Tenure	12-Month Tenure
Sales Representative (including Owner Enhancements), Discovery Representative	AUD/NZD/SGD/FJD \$1000 THB 2000	AUD/NZD/SGD/FJD \$1500 THB 3000	AUD/NZD/SGD/FJD \$5000 THB 5000  and 30,000 Wyndham Reward Points
	AUD/NZD/SGD/FJD \$1000 THB 2000	AUD/NZD/SGD/FJD \$1500 THB 3000	AUD/NZD/SGD/FJD \$5000 THB 5000  and 30,000 Wyndham Reward Points
Project Director, Area Project Director, VP Sales (Regional)	NA	AUD/NZD/SGD/FJD \$2500 THB 5000	AUD/NZD/SGD/FJD \$5000 THB 10000  and 30,000 Wyndham Reward Points

#### **Qualifiers – Sales & Discovery Representatives, Sales Manager, Sales Director**

*3-Month Tenure: Referee to have met minimum bonus hurdle for one calendar month, as per relevant bonus plan.*

*6 & 12-Month Tenure: Referee to be performing at 110% or above the relevant 90-day VPG hurdle. Deals written within the 3 month period need to be transmitted by 25<sup>th</sup> day of the following month.*

#### **Qualifier – Owner Enhancement Sales Representative**

*3-Month Tenure: Referee to have written at least 12 \*transmitted deals.*

*6-Month Tenure: Referee to have written at least \$310,000 in \*transmitted sales since commencement of employment.*

*12-Month Tenure: Referee to have written at least \$1,000,000 million in \*transmitted sales since commencement of employment.*

*\*Sales to transmit by the 25<sup>th</sup> day of the following month.*

#### **Qualifiers – Project Director, Area Project Director, Vice President Sales (Regional)**

*6 & 12-Month Tenure: Referee to have achieved YTD Net Profit target for their site or region as per relevant bonus plan. Deals written within the period need to be transmitted by the 25<sup>th</sup> day of the following month.*

## II. FIELD MARKETING

Position	3-Month Tenure	6-Month Tenure
Community Marketing Agent / Team Leader	AUD/NZD/SGD/FJD \$300 THB 800	AUD/NZD/SGD/FJD \$600 THB 1600  <i>and 15,000 Wyndham Reward Points</i>
In-House Resort Host	AUD/NZD/SGD/FJD \$500 THB 1000	AUD/NZD/SGD/FJD \$1000 THB 2000  <i>and 15,000 Wyndham Reward Points</i>
Community Marketing Program Manager / Supervisor	AUD/NZD/SGD/FJD \$750 THB 2000	AUD/NZD/SGD/FJD \$1500 THB 3000  <i>and 30,000 Wyndham Reward Points</i>
In-House Resort Host Manager / Supervisor, Universal Agent Manager / Supervisor	AUD/NZD/SGD/FJD \$750 THB 2000	AUD/NZD/SGD/FJD \$1500 THB 3000  <i>and 30,000 Wyndham Reward Points</i>
Regional Field Marketing Manager	AUD/NZD/SGD/FJD \$1000 THB 3000	AUD/NZD/SGD/FJD \$2000 THB 7000  <i>and 30,000 Wyndham Reward Points</i>

### **Qualifiers – Community Marketing Program**

*Community Marketing Agent 3 & 6-Month Tenure: Must be meeting minimum Tour Rate Per Hour target in accordance with budget.*

*Community Marketing Program Manager/Supervisor 3 & 6-Month Tenure: Must be meeting 100% of site CMP guests target and 100% of CPG target as per relevant bonus plan on a 90-Day/180-Day basis.*

### **Qualifiers – In-House Marketing Program**

*In-House Resort Host 3 & 6-Month Tenure: Must be meeting 100% of penetration target as per relevant bonus plan on a 90-Day/180-Day basis.*

*In-House Resort Host Manager/Supervisor 3 & 6-Month Tenure: Must be meeting 100% of site team penetration target and 100% of CPG target as per relevant bonus plan on a 90-Day/180-Day basis.*

### **Qualifiers – Regional Field Marketing Manager**

*3 & 6-Month Tenure: Must be meeting 100% of Region CMP guest target, 100% of Region penetration target and 100% of CMP and In-House CPG target as per relevant bonus plan on a 90-Day/180-Day basis.*



**III. GENERAL COMPANY, CALL CENTRE OPERATOR AND RESORT OPERATIONS:**

The following bonus amounts are eligible to Australia, NZ, Fiji, Singapore, Philippine & Thailand based employees only. If you are located in another country not listed and looking to refer please contact your HR representative.

<b>Position</b>	<b>3-Month Tenure</b>	<b>6-Month Tenure</b>
<b>Associate level employee</b>	AUD/NZD/SGD/FJD \$300 THB 800 PHP 3,500	AUD/NZD/SGD/FJD \$600 THB 1,600 PHP 5,000 <i>and 15,000 Wyndham Reward Points</i>
<b>Professional/management level employees</b>	AUD/NZD/SGD/FJD \$500 THB 1,000 PHP 4,500	AUD/NZD/SGD/FJD \$1000 THB 2,000 PHP 6,000 <i>and 30,000 Wyndham Reward Points</i>
<b>Senior management level employees and above</b>	AUD/NZD/SGD/FJD \$1,000 THB 3,000 PHP 10,000	AUD/NZD/SGD/FJD \$2000 THB 7,000 PHP 10,000 <i>and 30,000 Wyndham Reward Points</i>



## EMPLOYEE REFERRAL PROGRAM RULES AND ELIGIBILITY

1. The new Employee Referral Program Guidelines will come into effect as at 1<sup>st</sup> June 2017. Any referral made prior to this date will follow guidelines, bonus eligibility, qualifiers etc. as per the previous program.
2. All employees of Wyndham Destinations Asia Pacific are eligible for the referral bonus under this program except for the following:
  - a. Human Resources.
  - b. Departmental Managers and above.
  - c. Employees that are directly involved in the recruitment and/or hiring decision and/or that directly manage the team the new employee will be part of.
3. All referral bonus payments made under this program will be gross payments, be made through payroll and will be treated as taxable income for an employee.
4. The referring employee and the referred employee must both be current employees of Wyndham Destinations Asia Pacific at the time the referral bonus is due to be paid to the referrer. The referred employee must also meet or exceed the relevant qualifier if applicable. Employees from the *Talent Network* must have been hired within 12 months of being referred to the network.
5. All referral bonus payments will be paid in the local currency of where the referrer is based at the time that the referral bonus is due to be paid.
6. Wyndham Reward points are globally universal and amounts will remain as listed in this program.
7. Rehires are not eligible as referrals as part of this program.
8. All candidates are evaluated for employment consistent with Wyndham Destinations Asia Pacific policies based around Equal Opportunity and Diversity legislation.
9. Any disputes or interpretations of the program will be handled through Human Resources. Human Resources reserve the right to make final decisions regarding this program.

**For further questions or information contact your manager, HR representative or [HR@wyn.com](mailto:HR@wyn.com)**