



## Hotel Info from Comfort Institute for Atlanta Training Classes

CI classes are held at CI Member Company Estes Heating and Air (unless we advise you otherwise). They have a good sized, comfortable and modern training room.

You will need to have a vehicle to get to and from the training class. (more on car rental below)

The address is:

**Estes Heating and Air  
3981 Tradeport Blvd.  
Atlanta, GA 30354**

The best internet mapping and driving direction creating system we've found is:  
[www.google.com](http://www.google.com), then click on MAPS.

There are many hotels within five miles of Estes, ranging from low cost "travelers" motels (one and two star) up to four and five star deluxe properties. As a general rule, you want to avoid hotels more than five miles away from Estes, as rush hour traffic on I-75 and I-85 can be bad.

Hotel reservations are the attendee's responsibility. We used to attempt to coordinate where attendees would stay, however this rarely worked out well because of the wide range of needs/budgets, etc.

We often receive requests for hotel recommendations, so here are some general recommendations and useful info on reserving a hotel and car for the class.

**CLOSEST HOTEL:** If the most important thing to you is minimal driving, the absolute closest hotel is the Best Western Atlanta Airport East at 301 N Central Ave, Hapeville, GA 30354, 404-763-8777. It is rated between a 2.5 and 3 star hotel. Good value, very close, but not a very classy property, and not in the best neighborhood. Don't walk anywhere beyond the parking lot at night. Has a restaurant/bar in the lobby and an IHOP and McDonalds in the parking lot.

**VIRGINIA AVE and I-85:** There is a very wide selection of hotels and restaurants at this intersection, and it's only a few minutes drive further away. The only one we have heard big negatives about is the Econolodge, DO NOT USE IT. The overall area is still a bit rough, so best to drive to restaurants, etc.

**BEST VALUE TECHNIQUE via HOTWIRE:** Overall, unless you really want to stick with a particular brand, we find the best way to save money is through [www.hotwire.com](http://www.hotwire.com). You can often get a four star hotel at two star price. Type in Atlanta and the dates, and then when the list of Atlanta choices pops up, edit the choices under the map on the left so that only the area around Hartsfield Airport is selected (was area A last we checked).

Since with Hotwire you don't know which hotel you will get until you pay, only go with a three or four star rated hotel. Depending on how busy things are, you can often get one for as little as \$59 a night. We've never been disappointed if you follow this technique.

**HOWEVER:** since you have to pre-pay for the entire stay, the big risk with Hotwire is that if you cannot attend the class, or need to leave early, you don't get a refund. They do have a surcharge for cancellation insurance, but we've never checked it out.

Another possible problem is that the person who pre-pays for the hotel using a credit card online must be the one who checks in. If you want to use this technique and send an employee, that person will have to have a credit card and pre-pay it, which is sometimes a problem with some people. Definitely no matter which service you use, if you plan to have the company pay for the hotel "remotely" be sure you have it all cleared with the hotel, we have seen problems over the years trying to do this. Best to advance the employee the necessary \$\$ and have them use their own credit card.

### **OTHER WEBSITES:**

[www.tripadvisor.com](http://www.tripadvisor.com) has helpful reviews, especially if you are tempted to go cheap (some, like the Econolodge are nasty).

[www.expedia.com](http://www.expedia.com) is not as likely to get you as good a rate/value as hotwire, but has the advantages of knowing where you will be before paying, and not usually having to pay ahead of time. Also has a good "map view" function to see the area.

There are many others we haven't used, such as hotels.com, orbitz.com and travelocity.com.

### **CAR RENTAL TECHNIQUES:**

First go to [www.expedia.com](http://www.expedia.com) and see what sorts of rates are offered. Usually, you don't have to prepay with expedia. The only company we do not recommend is Payless Car Rental.

Then go to [www.hotwire.com](http://www.hotwire.com) and do the same thing and compare. Hotwire only uses the big firms at the airport. Usually much cheaper to use Hotwire, however if the total prices are similar, go with Expedia as you don't have to prepay, especially if you think there is any chance that you won't attend the class.

Car rental add-on insurance gets really expensive. Check with your own car insurance before you go to see if you are already covered for a rental car in this situation. If you are covered, bring a copy of your insurance card and decline the expensive coverage. Also, don't prepay for gas, it's cheaper to just fill up before you return it on the last day.

**Lastly, these are just recommendations. Please do not hold Comfort Institute responsible if you have a bad experience, but do let us know so we can add to the recommendation sheet.**

See you at the school!