

# Competitive Checklist



Cutting through the hype and finding the right travel company for you.

We know that any company can promise you the world and they can be downright convincing in their sales pitch. To help you cut through the clutter, here's a checklist of items we think are vital to the success of your trip.

## QUALITY MATTERS.

### COMPANY INFORMATION

		Encore	Company 2	Company 3
<b>All in the Family</b>	Is a division of ACIS, the premier educational travel company with over 30 years experience. And is a subsidiary of AIFS, the leading sponsor of education programs for more than 50,000 students a year.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Evaluated Excellence</b>	Tours rated good to excellent by 99% of recent group leaders.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Satisfaction Guaranteed</b>	A written service guarantee that pledges your tour will be first-rate. If upon your return you believe that your overall experience does not deserve a good or excellent rating, you will be invited to our Prelude event and provided a \$1,000 scholarship to be used as you see fit on your next tour. No questions asked and no strings attached.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Destinations Worldwide</b>	Ability to organize tours with an assortment of exciting performance venues anywhere in the world. From Austria to Argentina, Portugal to Puerto Rico, China to the Czech Republic.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Safety First</b>	A system in place to constantly monitor global conditions and never send participants into harm's way. Refunds provided to participants if there is an official travel warning in a to-be-visited destination.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Secure Payments</b>	Carries a \$1 million indemnity bond with the United States Tour Operators Association (USTOA).	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Liability Free</b>	Carries a \$50 million general liability insurance policy that covers group leaders and school districts on tour.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Inside Scoop</b>	Has past clients available as references from across the U.S. who have led a choir, orchestra, band or other performance ensemble overseas.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

### PRE-DEPARTURE SERVICE

<b>Planning Partnership</b>	You'll work with an expert team of tour consultants from start to finish. Your team will come to know your likes and dislikes, anticipate your questions and ensure all pre-departure promises are delivered.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>You've got a Friend</b>	Tour consultants whose responsiveness and professionalism were rated as good or excellent by 100% of recent group leaders.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Meeting Preparation</b>	Custom designed presentation materials are available to help recruit participants and ease group leaders' work loads.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Total Flexibility</b>	Tours are completely customized to suit your group's unique needs and interests. Everything from itinerary to performance venue to payment plan is designed specifically for your ensemble.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Flight Information Early</b>	Confirmed flight information at least 45 days prior to departure.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Online Tools</b>	Online 24-hour access to itinerary, hotel and flight information, billing status details, and more through My Account. Plus, an automatic payment option that makes managing trip budgets easy for participants.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Billing's a Breeze</b>	Direct billing to your participants at no additional charge.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



## FINANCIAL ASSISTANCE

Encore  
Company 2  
Company 3

<b>Fantastic Fundraiser</b>	A free five-day trip to a selected European city for two is given to your group to raffle as a fundraiser.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Performance Scholarships</b>	A \$1,000 travel scholarship is given to any group with 50 or more participants to help ensure all members of your ensemble may travel.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



## ON THE TOUR

<b>Evaluated Excellence</b>	An overall Encore experience rated good or excellent by 99% of recent group leaders.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Guaranteed Audiences</b>	Properly promoted performances and guaranteed audiences at every concert.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Impressive Venues</b>	Well-known prestigious venues in addition to little known gems. Groups leaders have at their disposal a list of venues from which they may choose.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Logistics Check</b>	Rehearsal space booked, instruments rented, transportation of performers, instruments and miscellaneous equipment cared for—everything you need to give a great show.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Leadership Smarts</b>	Tour managers who are extensively trained in how to optimize the tour so it is the most educational, smoothly run and fun! Rated good or excellent by 100% of recent group leaders.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>24/7 Availability</b>	Tour managers who are available to their groups around the clock. They not only provide excellent commentary and lead exciting interactive activities during the planned itinerary, but they are also available during free exploration time, often arranging scavenger hunts or escorting groups to their favorite sites.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Located Value</b>	Hotels located near the sights you came to see so you won't waste time commuting.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Rest Easy</b>	Exclusive use of 3- and 4-star hotels.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Smart Rooming</b>	Single rooms for group leaders. Participants will room in doubles or triples in hotels and in 4-berth couchettes on overnight trains. Participants will never pay extra if they don't have a roommate.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Eat Up</b>	Meals that mix authentic, local cuisine with familiar favorites, ensuring you and your participants will eat and enjoy your meals and not need a fast food break an hour later.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Quality Control</b>	Frequent evaluation of services and itineraries to maintain top quality. On-tour and post-tour check ins with each group leader to ensure expectations are met (or exceeded!).	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Just in Case</b>	Each group leader receives a "Red Card" for restaurants, hotels and tour managers. Should your experience not meet your expectations, simply hand the red card to your tour manager and the problem will be fixed fast.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>Planes, Trains, Automobiles &amp; More</b>	Groups travel on fast, comfortable and authentic transportation, such as: <ul style="list-style-type: none"> <li>• The Eurostar for all travel between London and Paris</li> <li>• The TGV and AVE, the fastest trains in Europe</li> <li>• Air-conditioned touring buses</li> <li>• International commercial airlines</li> </ul>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



## LAST, BUT NOT LEAST....

<b>Rewarding Leaders</b>	Outstanding group leader rewards are easy to qualify for: <ul style="list-style-type: none"> <li>• Group leaders travel free.</li> <li>• Free group leader-only weekends away to destinations around the world, including our exclusive Prelude event.</li> <li>• Generous stipends and referral rewards.</li> <li>• Discounts for group leader's family members who join the tour.</li> <li>• Zero administrative fees for group leaders who would like to return separately from their group.</li> </ul>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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To learn more about how Encore Tours answers these questions, or any other questions you may have, please contact a tour consultant at **877-460-3801**, [encoretours@acis.com](mailto:encoretours@acis.com) or visit [www.encoretours.com](http://www.encoretours.com).