

# WHAT ARE RECEPTIVE TOUR OPERATORS?

Receptive tour operators are based in the United States and sell their services to tour operators around the world.

# HOW WE WORK

- We mainly offer FIT products
- The net, non-commissionable rates suppliers offer us for their products (hotel/attractions) are marked-up and published in our tariffs/brochures, password protected websites and marketing materials.
- This is distributed to our clients, the international wholesalers and tour operators. The rate/tariff is never distributed to consumers.
- The overseas operators use the rates offered and marks them up to include their profit and, as necessary, a travel agent's commission. The overseas operator then prints their own brochure and distributes it to retail travel agents/operators.
- For FIT travel, the consumers travel to their destination with vouchers issued by their tour operator or travel agent and redeem them for services purchased.

# THE FIT CONTRACT

- Our Contract year is April 1<sup>st</sup> –March 31<sup>st</sup>
- Rates need to be 25%-30% off your BAR
  - Net, non commissionable rates.
  - Any applicable triple/quad supplement must be noted
  - Seasonal and Weekday/Weekend rates are acceptable
- An allotment or free sell is needed
- Cut-off period is necessary
- Any Black out dates you may already have
  - Stop sells (or black out rate) can be sent throughout the year. A grace period must be provided to give us time to updates our system and report any bookings
- Cancellation/No Show Policy, Family Plan, Meal inclusions or prices
- For attractions, all tour names, descriptions, hours of operation, pick up location, available language and reservation procedures should be noted
- Payment Procedure-Direct Billing is always preferred
- Contact information for Sales, Reservation and Accounting
- A signature!

# ONCE PARTNERSHIP IS ESTABLISHED

- Please educate your staff
  - Booking Procedures
  - Our rates are confidential. Never disclose to guest
  - Changes can only be done through the receptive
- Communicate with the contracting manager throughout the year for promotional and marketing opportunities
- This is a long term relationship...

# BENEFITS OF WORKING WITH US

- **Base business**
- Reaching markets/countries you may otherwise not be able to reach on your own
- **Free Marketing**
- Potential group business