

# QUESTION EVERYTHING?

We want your business. That's why we are presenting you with the trip you asked for at the price you asked for; however, ***the best trips are not always the cheapest trips.***

We'd like the opportunity to analyze any competing bids. Let us compare differences for you and outline some questions you should ask ***any*** travel company to ensure ***you know exactly what you are getting for the quoted price.***

## INSURANCE

**Ask** *What kind of general and professional liability insurance do you have, and is it enough to protect me and my students?*

**Director's Choice:** \$2,000,000 Liability Insurance.

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## MOTOR COACH

**Ask** *Will my per-person price will be higher if I have to reduce my number of participants? What about extra fees?*

**Director's Choice:** Motor coach price is real and accurate. We build in tolerance, giving you a range of participants in writing, declaring when your price will be affected. We also include gratuities, taxes, tolls, parking and driver lodging with all pricing.

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## REGISTRATION FEES/COACH DEPOSITS

**Ask** *When is my registration fee or coach deposit due? Do you have any flexibility on when we can send it?*

**Director's Choice:** Registration fees and coach deposits are due at the time you sign your Registration Agreement. However, we can put a custom schedule in place that works for your group if needed upon request.

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## MEALS

**Ask** *What meals are included? If some meals are not included, how much extra money do my students need? Where do you suggest I feed them?*

**Director's Choice:** We believe in including all meals in your itinerary and in your quote so you know your students have the time and money to eat. We only work with student friendly vendors who have the staff and space to accommodate your group.

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## PAYMENTS & CANCELLATIONS

**Ask** *What are the payment and cancellation terms? Are all funds non-refundable at payment due date?*

**Director's Choice:** Payment and cancellation terms are upfront and in writing. We will put a custom schedule in place that works for your group if needed. We configure comps on your behalf so that there is no confusion, which if not done properly, can lead to unfortunate situations regarding your finances prior to departure.

## QUAD OCCUPANCY

**Ask** *Will you penalize us for having an odd number of participants by charging additionally for any rooms that fall below full occupancy?*

**Director's Choice:** Our best room block guarantee allows us to charge quad rates for all students.

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## AIRFARE & DEPOSIT

**Ask** *How much is the airfare in my package? How was it estimated? Will my price increase when real airfare is available for purchase? If you've received my deposit, is it non-refundable?*

**Director's Choice:** Airfare is realistically estimated based on an average from the same time last year. This estimated price is line-itemed for your review. At 11 months out, when real airfare is available, we will quote the best price and give you options before we purchase. The initial deposit is refundable if satisfactory air is not found.

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## BREAKFAST

**Ask** *Is breakfast at the hotel included?*

**Director's Choice:** We book hotels with full American breakfast included in most cases. However, we will accommodate a Continental or off-site breakfast if requested.

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## HOTEL

**Ask** *Where is the hotel located? How do you choose our hotel? Is security available?*

**Director's Choice:** We know location and price are important factors in determining where to place your group. We accommodate your needs with student friendly properties that are safe, clean and offer on site security. We have specific room block requests in all our hotel contracts.

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**DIRECTOR'S  
CHOICE**<sup>SM</sup>

It's not *where* you go, it's *who* you go with

**877-328-2583**

[www.directorschoice.travel](http://www.directorschoice.travel)