



EXETER

INTERNATIONAL

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What we do in a nutshell:

- We create custom-designed program in Switzerland and points east, all the way to Central Asia. This can be as simple as a one-day private program to a multi-week, multi-country FIT.
- We work with you to design affinity group programs in all of our destinations.
- We offer a limited number of small-group departures each year to some of our most popular destinations, either with our Founder as a host or one of our regional specialists.
- We work with the finest private train productions in the region – the Danube Express and the Golden Eagle.
- We work with the top boutique river line in Russia – the Volga Dream.

2021 BOOKINGS

- **Flexibility is Key** – A 25% deposit is required to book, but 15% of total trip cost is completely refundable up until 31 days prior to departure if the traveler must cancel for any reason. 10% is held for a future travel credit valid on any Exeter Collection booking for up to three years.
- **Advance Commission** – You normally receive 12% commission on most travel programs. 3% is paid at the time of deposit and is never recalled. The remaining 9% is paid upon completion of travel.
- **Chat with Us** - If you have a new request, and need a reduced deposit amount, let's discuss! We are here to help you in any way possible.
- **Final Payments** – Final payments are due 30 days before departure, depending on the product and destination.

EXETER STABILITY

- **We have been here before** – From the shutdown of international travel after 9-11, to the financial crisis of 2008/2009. For over 27 years, we have planned and prepared for times like these and we are well-positioned to be here when your clients are ready and able to start traveling again.
- **Conservative Approach** - We have always been conservative with growth and have never had grand expansion plans to be everything to everyone. Instead, we have focused on what we do best, allowing us to be lean and able to withstand economic and global crises.
- **Our Team** - We have held on to our key destination experts. We also know that this event will pass and our Exeter experts' knowledge trust is irreplaceable.
- **Our Overseas Staff** - We have our own staff on the ground all throughout our destinations and our intel about your client's safety and security is firsthand. This also means that you and your clients are never alone when they're traveling with us. We are connected to our staff 24 hours per day.

EXETER ADVANTAGE

- **Local Knowledge** - Our US-based office is staffed with Travel Managers with intimate knowledge of the destinations we offer. No question is too detailed! Our fabulous team of Travel Managers can also assist our travel advisor partners in both Spanish and Portuguese.
- **Our Guides** - Your client's guide is arguably one of the most important components of their entire travel experience. That is why we only use local experts, who have a history of working with our clients and whom we know personally. They speak perfect English (Spanish or Portuguese) and are experts on everything that draws people to our area of the world. We are extremely demanding in choosing our guides and are confident that your client's guide on an Exeter tour will be one of the most memorable aspects of their trip.
- **Extraordinary Experiences** - Our *Extraordinary Experiences* offer your clients special insider access to events and places that are different, unusual and often closed to the general public. We know how important it is to remain authentic, and increasingly going beyond the well-known sites is what is important to your client. Our *Extraordinary Experiences* have been cultivated and developed over time utilizing our personal connections throughout our regions to give your clients an added "wow" factor to their trip.

OUR PRODUCTS

- **Essential FIT** - Our Essential Exeter itineraries are completely personalized, full-service programs with customized private touring and featuring a number of *Exeter International Extraordinary Experiences*. Your guests will enjoy expert Exeter guides and accommodation in the best of the best luxury hotels. We have a number of sample itineraries available on our website for you to use as a resource to get the ball rolling with your clients.
- **Founder's Trips** - Each year, our founder, Greg Tepper, chooses one of our destinations to personally escort a small group tour. The destination is different each year and the group size is limited to 20 guests.
- **Self-Drive** - For your more independent clients, our Self-Drive itineraries allow your clients to explore on their own, in complete confidence that they have Exeter International behind them, every step of the way. We include a pre-programmed GPS system mailed to your clients, ahead of their departure from the US, so they can comfortably hit the ground running upon their arrival. Custom Self Drive itineraries can be designed in Norway, the Baltics, the Adriatic and in Central Europe.
- **Shore Experiences** - On an Exeter International Private Shore Tour, your clients will never be just one of a large group of people from their ship, struggling to keep contact with guides carrying an umbrella to identify themselves several hundred yards ahead. Your clients will be met at the cruise terminals by an Exeter Guide and Driver, before being whisked away for their adventure while in port. Exeter International is able to facilitate shore excursions in each port along the Baltic, Black and Adriatic seas. We supply all our guests with blanket visas for private shore experiences in St Petersburg, Russia.