



Plan to Go Deposit



OUR PLANNING DEPOSIT EXPLAINED

It is important to articulate that our planning deposit is truly a deposit, and not a separate fee. To a client, a fee means an amount over and above their trip cost. Our planning deposit is truly a deposit and is 100% applicable to your client's trip cost. However, should they decide not to proceed, it is nonrefundable.

WHY DO YOU REQUEST A PLANNING DEPOSIT?

Crafting a personalized custom program takes a significant amount of time. We can spend hours, and sometimes days getting programs just right. Our programs are original and meticulously planned by a team of specialists committed to providing the best travel experiences. Each of us has either traveled extensively on reconnaissance trips, or has lived in their area of expertise, giving us unparalleled first-hand knowledge. Planning deposits allow us to manage the flow of requests more efficiently and enable us to respond to you in a timely fashion.

This planning deposit is really a "commit to go" deposit – over 95% of the planning deposits received convert to full bookings. Therefore, it is a win, win for both advisor and Exeter. We find that some advisors charge their own planning fees and will pay our planning deposit themselves on behalf of their client. Once their client confirms with the full 25% deposit, we either refund the planning deposit to the advisor at that moment or include it with the advisor's commission after the clients have traveled.

MY CLIENT IS UNDECIDED ABOUT THE DESTINATION THEY WANT, HOW CAN I SELL YOU TO THEM?

Before we request the planning deposit, we provide extensive information to advisors and their clients starting with sample itineraries and estimated pricing, as well as the option of doing an in-depth three-way call with advisor and clients.

WHAT INFORMATION DO I GET TO SEND TO MY CLIENT BEFORE THEY COMMIT TO THE DEPOSIT?

If we do not have a three-way call, we like to learn what you have done for the clients in the past that they have particularly enjoyed, or not enjoyed, so that we are able to make the best recommendations for their trip with us. After this call, we will craft a tailored Summary of Services. This is full of destination information, activity information and hotel recommendations (if we are including the hotel) and an approximate trip cost. This enables the client to assess if we are the right fit for them. It is at this point that we request the planning deposit.

HOW MUCH IS THE DEPOSIT?

For 10 days or less, \$250.00. 11 days or more, \$500.00.

WHAT HAPPENS NEXT?

Once we have received the planning deposit, we provide a fully descriptive itinerary with cost. We will make as many modifications as needed to get it just right for the guests. Once the program is set to the client's exact liking, the 25% deposit is due.

WHAT IF IT IS JUST A SIMPLE BOOKING?

We can send a day-by-day outline of the program with an exact cost. This comes in the form of an email and is not fully descriptive.

Get in Touch

Call us 800.633.1008

or

Email info@exeterinternational.com