



**INSTANT EXPERT**

a travel professional's guide to Luxury Tailor Made Travel

Abercrombie & Kent



Dear Travel Professional,

Over the last 50 years, A&K has earned a reputation as the world's foremost luxury travel expert — an achievement largely due to valued partnerships with Travel Professionals like you.

In an effort to make your job easier, we have assembled this guide to A&K Luxury Tailor Made Travel — journeys custom-crafted to your clients' interests, schedules and preferences. This guide provides you the resources and support you need to wow your clients and book their next inspiring journey.

We look forward to collaborating with you and delivering the journeys of your clients' dreams.



*Geoffrey Kent*

Geoffrey Kent  
Founder, Chairman & CEO  
Abercrombie & Kent

*Follow @geoffrey\_kent on Instagram*



Awarded Best  
FIT Operator  
Six Years Running





## What Is Luxury Tailor Made Travel?

Often referred to as private travel or Foreign Independent Travel (FIT), Luxury Tailor Made Travel from A&K offers your clients fully customized journeys revealing the world exactly how they want to see it. Our Travel Consultants work closely with you and your clients to ensure they get the most out of every moment. We can even conference call to pin down every last detail. Once booked, your clients experience our hallmark blend of insider access and style in one of over 100 countries around the world, our friendly, knowledgeable local guides leading the way.

### The Tailor Made Difference

Discover a host of advantages you'll only find with Luxury Tailor Made Travel from A&K.

- Over 50 years of luxury travel experience
- An unmatched global reach spanning over 55 local A&K offices staffed by over 3,000 employees in more than 30 countries
- Destinations spanning more than 100 countries on six continents
- Accommodations hand-selected and vetted by A&K's local offices
- Safety you can trust
- International air contract rates and travel insurance options, including Cancel for Any Reason Coverage
- No planning fees
- Your choice of booking channel through the A&K USA office or any one of our global DMCs worldwide



### Included with Luxury Tailor Made Travel

Most A&K Luxury Tailor Made Journeys include:

- **One-of-a-Kind Itinerary** customized to suit your clients' preferences
- **Handpicked Accommodations**, many with room category upgrades available upon request
- **Inspiring Sightseeing** exploring your clients' unique interests
- **Expert Local Guides** who are residents in the regions they tour
- **Exclusive Insider Access Opportunities** revealing destinations in unmatched authenticity and style
- **Full, Hot Breakfast** served daily
- **Airport Meet & Greet** from an A&K representative upon arrival
- **All Entrance Fees & Taxes**
- **Private Transfers**
- **24/7 On-Call Support** from our vast global network unrivaled in the industry

The above represents standard A&K inclusions in most proposals subject to availability in the destination visited. Inclusions can be modified on request.

# Identifying Tailor Made Clients

Luxury Tailor Made Travel is ideal for clients seeking curated private experiences created around their specific interests and schedules. Typical Tailor Made clients include:



Guests seeking a private travel experience planned around their preferred schedule and pace



Families, multi-generational groups and couples seeking bespoke journeys



Guests celebrating milestones such as birthdays, anniversaries, retirements or weddings



Guests concerned with safety and security while travelling off the beaten path



Guests seeking pre- or post-tour extensions to enhance their A&K group journey or cruise



## Custom-Suited to Special Interest Groups

A&K excels at planning custom travel for groups, whether a professional or alumni association, museum society, or local seniors' group. Contact A&K's dedicated Group Travel team at 866 831 2929 or [groups@abercrombiekent.com](mailto:groups@abercrombiekent.com).

## Asking the Right Questions

We've compiled the following list of questions to facilitate the Tailor Made itinerary planning process for your clients. The more specifically you are able to qualify your client, the easier it is to collaborate on a proposal that fits their needs.

1. Tell us about the people travelling in your party. Can you share their ages?
2. Do you have a destination in mind? If you have been there before, what did you most enjoy and what would you do differently this time?
3. Have you considered travel dates already, or would you like to discuss the best season to travel to your preferred destination?
4. Is this journey celebrating a milestone or special occasion?
5. Is your party passionate about a particular interest, perhaps something we could incorporate into the journey?
6. Can you describe the type of dining experiences you enjoy (e.g. gourmet/celebrity chefs, farm to table, local all the way)? Do you prefer pre-planned or spontaneous dining experiences?
7. What pace and length of sightseeing (full-day or half-day) does your party prefer?
8. What has been your favorite hotel experience? Is there a type of hotel accommodation that you prefer (e.g. luxury landmark hotel or a boutique property with fewer guest rooms)? Are you interested in booking suites, deluxe or standard rooms? Please share any special amenities that you typically request (e.g. room with a view, spa and poolside).
9. Is there a total or per-person budget range we are trying to stay within? If the budget includes international airfare, do you prefer Business or Economy Class? Will you need any flight assistance?
10. Is there anything else we should know about the travellers in your party, perhaps restrictions or other issues that might impact the journey?

# Insider Access Experiences to Fit Any Interest

We've embraced experiential travel since our first safari in 1962. Our wealth of insider access experiences make it easy to craft a custom-themed journey matched to your clients' unique interests and style. Our local teams in-country grant your clients access to the people and sites far beyond the reach of the average traveller.



## Food & Wine

### Hunt for Truffles in Italy

Your clients join a local expert and his specially trained dog for a private truffle hunt through an enchanting Tuscan wood and a lunch prepared with their harvest.

### Join in the Harvest in Chile

Your clients head to the vineyards of Colchagua Valley to celebrate the harvest, picking their own grapes and taking them to be processed into a fine regional wine.



## Cultural Encounters

### Witness the Making of a Monk in Myanmar

In Bagan, your clients celebrate an aspiring young monk's first entry to the monastery. Later, they enjoy privileged access to the village festivities.

### Visit a Moroccan Family Home

Outside of Fez, your clients visit the rocky hilltop village of Bhalil to share tea in a traditional family home hewn right into the mountainside.



## Family

### Encounter New Zealand's Rare Kiwi

Your clients gain special access to Rotorua's kiwi sanctuary, touring the incubation room, hatchery, kitchen, nursery and other areas typically closed to the public.

### Treasure Hunt in an Egyptian Bazaar

Your clients stroll the *souk* (open-air marketplace) at Cairo's Khan el-Khalili Bazaar, enjoying a guided, family-friendly treasure hunt through the bustling stalls.



## Active Adventures

### Safari by Horseback or On Foot

Your clients leave the 4x4 behind as they ride horseback or bushwalk on an active safari experience, revealing the wildlife of one of Kenya's finest game reserves.

### Fly Fish New Zealand's Wild Rivers

Your clients discover New Zealand's finest fishing holes as they travel well off the beaten path in search of a trophy catch with local knowledge from an expert guide.



## Art & Architecture

### Gain VIP Access to Beijing's Forbidden City

In Beijing, your clients tread in the footsteps of emperors as they gain exclusive access to a restricted hall of the Forbidden City, an area typically closed to visitors.

### Tour Cape Town's Zeitz MOCAA After Hours

Your clients join a curator at the Zeitz Museum of Contemporary Art Africa for cocktails and a private, after-hours tour of the exhibits.



## A&K Philanthropy Visits

### See How Clean Water Is Changing Cambodia

Your clients stop in a rural village to see how the Cambodia Clean Water Project's bio-sand-filtered wells have improved the lives and livelihoods of the local community.

### Meet the Students of Tanzania's Ilboru School

In Arusha, your clients meet the teachers of a local school to see how they have partnered with A&K Philanthropy to help children with special needs.

# The World's Finest Selection of Accommodations

From yurts to yachts, luxe to boutique and everything in between, we've scoured the globe to offer your clients a handpicked selection of hotels, resorts, lodges, camps, vessels and trains to enhance their journey's sense of place.



## Hand-Selected Luxury Hotels

Our experts have inspected hundreds of luxury properties, allowing us to recommend the perfect fit for your clients.



## Small Ships to Explore in Style

Add a river or sea cruise on a vessel that combines luxury, intimacy and safety.



## Intimate Boutique Hotels

Ideal for clients who prefer smaller, bespoke accommodations, we offer a wide selection of boutique hotels with a character all their own.



## Elegance by Rail

A host of stylishly appointed trains offer fine dining, wonderful views and impeccable service.



## Immersive Camps and Lodges

Anyone who thinks of camping as "roughing it" has never travelled with A&K. We help your clients experience nature at its finest, and in the finest comfort.



## Ultra-Luxe Villas

Luxurious, intimate and chock-full of authentic local flavor and charm, villas are often the best way to experience Europe.

Ask Us About Honoring Your Consortium Amenities

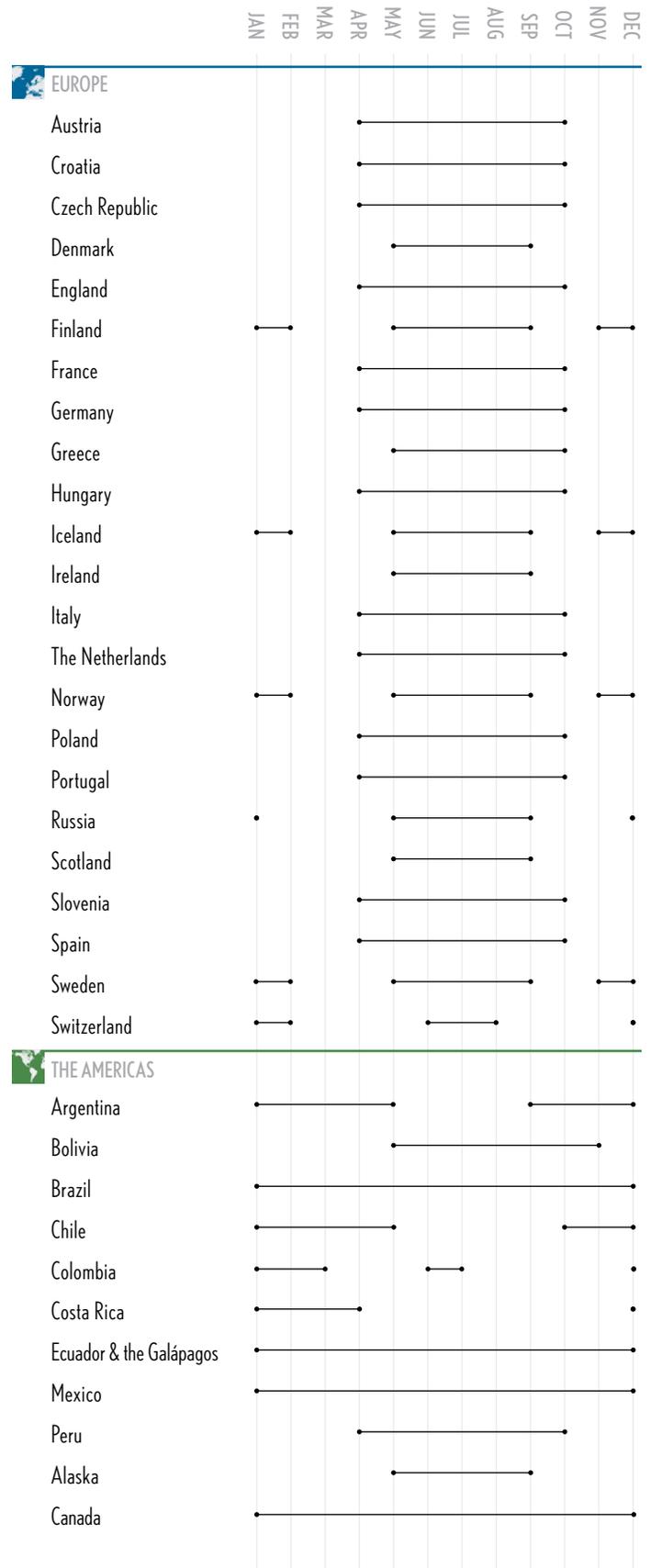
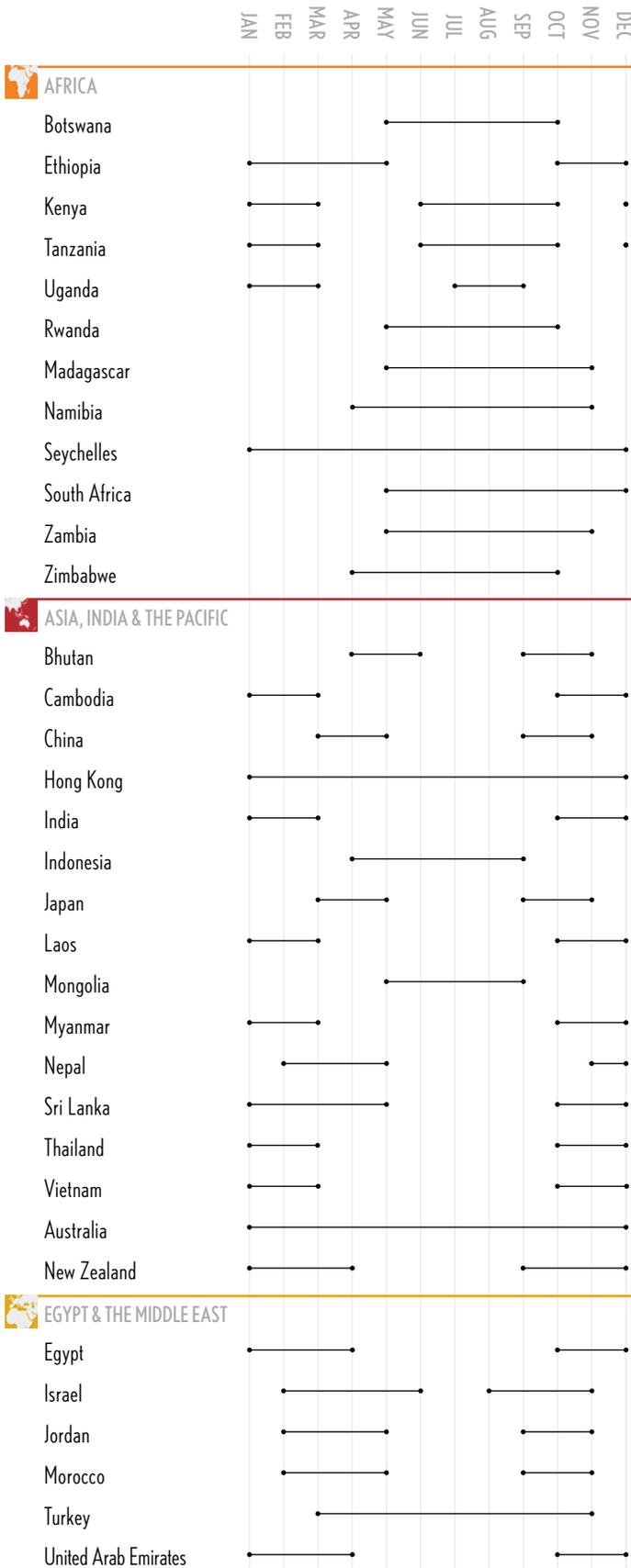


## Chartering Helicopters, Jets and Yachts

Take your clients' custom journeys to the next level with transportation reserved for their exclusive pleasure: private chartered flights, arranged to work with their itinerary; private helicopters that give them more time to explore; and luxury yachts that let them cruise in style.

# Choosing the Right Destination and Season

Use this guide to find preferred seasonality for some of our most popular destinations.



For a complete list of over 100 Tailor Made destinations, visit [abercrombiekent.com](http://abercrombiekent.com).

# Understanding A&K Terminology

These terms refer to specific A&K product lines, staff and pricing.

## Tailor Made or Foreign Independent Travel (FIT)

A custom, private journey created around specific client preferences.

## A&K Travel Consultants (TCs)

A&K USA's passionate team of over 35 region-specific travel experts dedicated to partnering with you to create your client's ideal Tailor Made Journey.

## Destination Management Company (DMC)

One of over 55 local A&K offices providing on-the-ground travel services around the world — part of our unmatched global network.

## Expert Local Guide

A handpicked, English-speaking A&K local guide who joins your clients during all included sightseeing.

## Driver and Guide

A dedicated driver accompanied by an expert local guide who shares firsthand insights while optimizing your client's sightseeing time.

## Driver-Guide

A local guide who also acts as your client's driver during each day of their sightseeing.

## Private Safari Guide or Resident Tour Director®

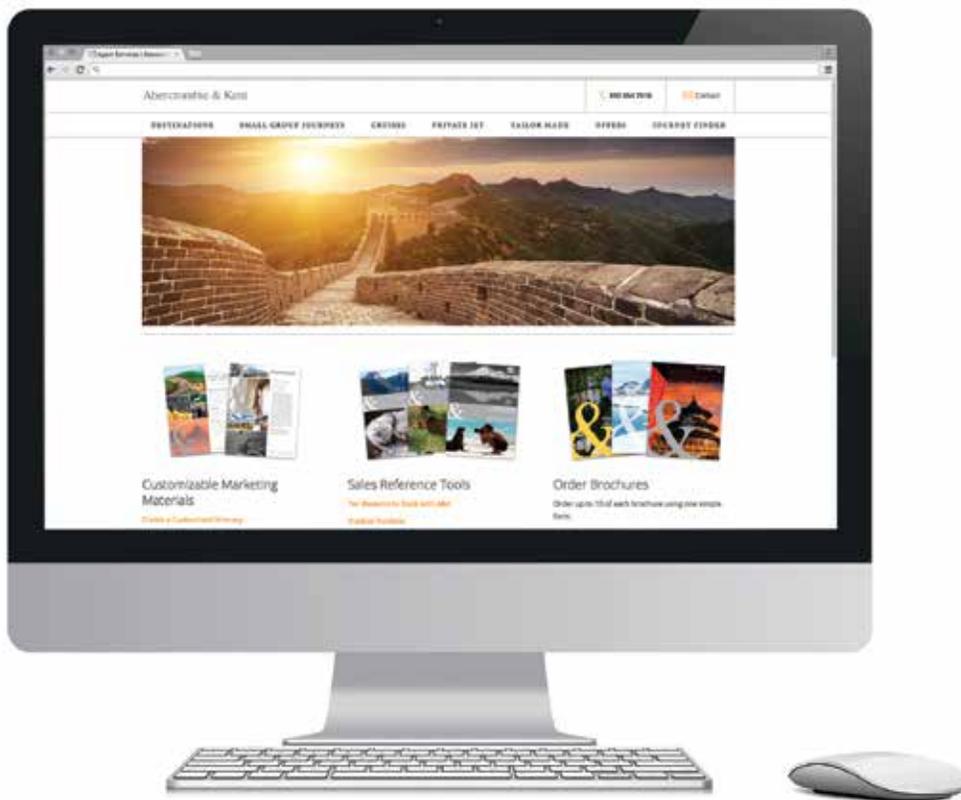
You may opt to have a Private Safari Guide or Resident Tour Director lead your client's journey from start to finish.

## Gross Pricing

Pricing inclusive of your agency's preferred point of sale commission on journeys booked through the A&K USA office.

## Net Pricing

Pricing excluding point-of-sale commission on journeys booked through any one of our global DMCs worldwide.



## Inspire Your Clients with Our Online Resources

Find tools and resources to get your clients dreaming of their next Tailor Made journeys at [abercrombiekent.com](http://abercrombiekent.com). Here, you'll discover:

- Over 100 sample itineraries designed to inspire your clients and get the conversation started
- Details on customizing Tailor Made sample itinerary PDFs with your agency contact information and logo
- Easy download and order information for our Tailor Made Regional Brochures

To start planning your clients' Luxury Tailor Made Journey, contact A&K USA at 800 323 7308 (Monday-Friday 8 a.m. to 7 p.m., Saturday 9 a.m. to 1 p.m. CT).