



Country Travel DISCOVERIES

Travel Experiences: Personalized, Different, Real



*NEW from
"the vault"*

*A partial sampling of our itineraries only
accessible to preferred travel leaders:*

- Hawaii's Hidden Gems
- Ohio's Amish Country
- California's Coastal Redwoods & Rails
- Old World Europe Christmas Markets
- Norman Rockwell's New England
- Links & Lakes: Golf Wisconsin "Get Active" Tour
- Christmas in November (Canada)
- Mt. Rushmore to Yellowstone
- Discover Scandinavia
- ...and more.

Greetings,

As I write, I have just returned from hosting Magical Danube & Prague: Exclusive President's Charter Cruise, our biggest tour of the year. Truly, an experience of a lifetime! I'm completing "catch-up" mode, especially with the roll-out of our new 2016 catalog, which you should have received in the past couple of weeks.

I wanted to take a moment to follow up with you on the exciting launch of our new online resource for group leaders.

Special Section Just for Group Leaders

*Looking for something
"off-menu"?*

As promised in my last letter, we've been developing an area of our website featuring content, promotions and itineraries exclusively for group travel leaders and partners like you. We've tried to craft the section to include only the most relevant information—some tips for selling groups, deadlines and time-sensitive special pricing offers, testimonials from past group partners, and...

...Our "Secret Stash"

Group leaders often ask us about tour opportunities beyond what's in our catalogs. A particularly exciting development is our new "online Vault," where we will routinely archive itineraries not available to the public.

These are not just sketchy outlines, but fully realized, complete itineraries from successful past tours, some on hiatus, but accessible for you to offer your customers. We will also occasionally unveil some highly specialized, custom-label itineraries we've developed with other successful group leaders in specific niches, from agricultural and faith-based to cultural and historical travel.

Just a partial sampling of the distinctive itineraries currently only accessible to preferred travel leaders is at the top of this page, and more are being added on a regular basis.

www.CountryTravelDiscoveries.com/groups



Remember: This is very "hush-hush" ... mum's the word!

"I'm In! What Do I Need to Do?"

To visit the Vault, just point your web browser to CountryTravelDiscoveries.com/VIP and use the following "secret key":

Username: VIP Password: guest

While you're there, we suggest that you take a moment to subscribe to our Preferred Group Leader email list. These emails are low-volume and limited to messages that are relevant to group leaders, but often time-sensitive.

Don't Forget Our Small Group Program

As I wrote last time, many group leaders are taking advantage of our Small Group Savings program for group sizes of 5-9 travelers on our regular public tours. We can also provide special net pricing on our regular 2016 tours as a member benefit for your clientele, while still gaining commission for your organization.

We will also periodically email you when we have a departure that needs a small group to "make," making it eligible for increased group savings. It's a great way to provide and monetize a menu of itineraries to clientele looking for unique destinations and hard to find stops, even if you're not always able to sell a bigger group.

Until Next Time...

This is just the beginning of our expanded group leader offerings, and we welcome your feedback and suggestions as we continue to build new resources for you.

Meanwhile, please drop me a line with any questions or ideas about how we can collaborate on a great travel experience for your customers.



Steven Uelner, President

P.S.: Speaking of protecting secrets...we've enclosed just for you two RFID (Radio Frequency Identification) sleeves to shield your credit cards and passport against identity theft and unauthorized access. As you may know, credit card companies and passport agencies have been slowly introducing RFID chips to cards and all U.S. passports issued since October 2006. These can be scanned by simple devices to extract personal identity or account information for convenient, legitimate official use, but unfortunately can also be exploited for illicit use.

The enclosed travel-themed, customizable sleeves produced by Identity Stronghold (www.idstronghold.com) use a shielding alloy that blocks the frequency those RFID chips operate on, and are listed on the FIPS201 (Federal Information Processing Standards) approved product list at www.idmanagement.gov. We hope you can put them to good use!



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