

THE *Group Leader* NEWS

Group Leader Spotlight

GCT GRAND CIRCLE TRAVEL

Overseas
Adventure Travel™

EXCLUSIVE PUBLICATION
FOR GRAND CIRCLE & OAT
GROUP LEADERS
FALL 2011



Sara Stanton

19-time Group Leader
Tullahoma, Tennessee

Sara Stanton has been leading travel groups around America and the world for nearly 20 years. Beginning with *The Great Rivers of Europe* in 2003, she has taken groups on a number of Grand Circle River Cruises, including two trips aboard *China & the Yangtze River*. Recently, she brought a group of travelers on OAT's *Real Affordable Peru*. "After many Grand Circle trips, this was my first time with OAT," she says. "It was outstanding. I would go back to Machu Pichu this year if I had the time."

In gathering her groups, Sara relies on an e-mail list she has spent years gathering, which now includes almost 1,000 addresses. "My husband does the e-mail for me, and I do a lot of calling," she says. "When I'm home, I'm on the phone all the time. I have some travelers who do one trip a year with me, some who do three or four a year. I call my regulars to start, but then I get some new ones each trip. They hear about me by word-of-mouth."

For her next Grand Circle trip, she is assembling a group for the *Holland & Belgium in Springtime River Cruise* in 2012—and has already lined up more than 30 group members. "Some of my travelers said they'd be interested in going to Holland," she recalls. "When I found out that the trip was visiting the Floriade, an event that only occurs once every ten years, I figured that was a sign." Following that, she looks forward to bringing her travelers on Grand Circle's popular *The Seine: Paris to Normandy River Cruise*.

Although she leads as many as 18 trips a year with different companies, Sara is quick to say, "I like going with Grand Circle. They do such a great job: always so dependable, with wonderful Program Directors. And with their Group Sales team backing me, my job as Group Leader is so much easier."

Dear Group Leader,

Autumn is upon us, and with it comes one of our busiest periods of planning and reserving trips for the following year. There is something about that hint of change in the fall air that always seems to inspire travelers to consider new destinations. As Group Leaders, you have the ability to help these travelers follow their dreams and experience new places, cultures, and people.

Already, 2012 departures are beginning to fill up. In fact, our *Holland & Belgium in Springtime River Cruise* is almost completely sold out for 2012. You can find out why when you check out our Group Leader spotlight, featuring 19-time (soon to be 20-time) Group Leader Sara Stanton. Then, open up to read about some exciting new developments that we're introducing in 2012—including our new OAT Private Departures.

Plus, you'll learn a bit more about our *Cruising Burgundy & Provence to the Cote d'Azur River Cruise* Tour. Our French river cruisers have a capacity of just 46: Gather enough travelers, and your group could have the entire ship to yourselves! You'll also learn about Pam Robinson in our Group Sales Department, our special 1 for 8 Group Leader policy on all Grand Circle land excursions, and how you can use our exclusive online videos to generate interest for your next trip.

If you have any questions about leading a group, or about any of our vacations or adventures, please call our Group Sales Account Representatives toll-free at 1-800-597-2452, Option 3 (For Grand Circle), or 1-800-353-6262, Option 3 (for OAT) today.

Warmly,

Adam Goddess
Group Sales Director
Grand Circle & Overseas Adventure Travel



P.S. If you know someone who you think would make a great Group Leader, simply call your Group Sales Account Representative and provide us with their contact information. If the person you refer goes on to lead a group on a Grand Circle or OAT trip, you'll receive \$1000 cash.

TRAVEL FREE
when you gather a group of your friends

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or 1-800-353-6262 (for OAT), option 3

Monday through Friday: 8:30 am – 5 pm Eastern Time

www.gct.com/groups or www.oattravel.com/groups

Discover our Most Popular Destinations for Groups in 2012

Eastern Europe & the Black Sea

HUNGARY: BUDAPEST, SZENTENDRE • CROATIA • BELGRADE, SERBIA • BULGARIA • BUCHAREST, ROMANIA

13 days from only **\$2695**

PRE-TRIP OPTIONS:

Prague, Czech Republic
4 nights from only \$645

— OR —

Vienna, Austria
3 nights from only \$595

POST-TRIP OPTION:

Transylvania, Romania
3 nights from only \$545



While cruising the legendary Danube River, you and your group will step ashore in five Eastern European nations—Hungary, Croatia, Serbia, Bulgaria, and Romania—to visit both Old World villages and rejuvenated world capitals. Along the way, you'll enjoy a Home-Hosted Lunch in Croatia, witness nature's amazing Iron Gates while cruising between Serbia and Romania, discover what life is really like here during discussions with the locals, and much more.

Watch our video at www.gct.com/lbs2012

The Great Rivers of Europe

AMSTERDAM, THE NETHERLANDS • GERMANY: COLOGNE, KOBLENZ, BAMBERG, NUREMBERG, PASSAU • VIENNA, AUSTRIA

16 days from only **\$2745**

PRE-TRIP OPTION:

Brussels & Bruges, Belgium
3 nights from only \$595

POST-TRIP OPTIONS:

Prague, Czech Republic
4 nights from only \$595

— OR —

Vienna, Austria
3 nights from only \$595



Witness medieval architecture along every riverbank, rolling hills of vineyards, and landscapes that seem untouched by time. You'll cruise the historic Rhine, Main, and Danube rivers, visiting small historic towns, as well as some of the most elegant cities in Europe. You and your group will be delighted by the sites on this vacation, as well as the cultural interactions you'll have. Perhaps it's no wonder that this discovery-rich European River Cruise remains our most popular trip.

Watch our video at www.gct.com/sge2012

Treasures of the Aegean: Greek Island Cruise, Athens & Istanbul

ATHENS • METEORA • DELPHI • GREEK ISLANDS INCLUDING MYKONOS, SANTORINI & PATMOS • EPHEBUS • ISTANBUL

16 days from only **\$4795**

PRE-TRIP OPTION:

Ancient Glories: Olympia, Nafplion & Athens
5 nights from only \$1095

POST-TRIP OPTION:

Ankara & Cappadocia, Turkey
5 nights from only \$1195



Journey from Istanbul, the great Turkish city, to the classical ruins of Greece. You and your group will delve into the distant past at the enigmatic sanctuary of Delphi, the soaring cliff-top monasteries of Meteora, and breathtaking ruins of ancient Ephesus—and discover the longstanding traditions of Greece and Turkey's modern-day inhabitants. At the heart of your adventure is a week-long cruise aboard OAT's private small ship to visit the lovely Greek Islands.

Watch our video at www.oattravel.com/sgr2012

Safari Serengeti: Tanzania Lodge & Tented Safari

ARUSHA • TARANGIRE • OLDUPAI GORGE • SERENGETI NATIONAL PARK • NGORONGORO HIGHLANDS & CRATER

13 days from only **\$4745**

PRE-TRIP OPTION:

Foothills of Kilimanjaro, Tanzania
3 nights from only \$895

POST-TRIP OPTION:

Rwanda: Mountain Gorilla Trek
5 nights from only \$2295



Lead a group to every adventurer's ultimate destination: the Serengeti. These legendary plains teem with one of the densest concentrations of wildlife on Earth, with Thomson's gazelle, buffalo, and elephant all vying for survival amidst grand backdrops, such as magnificent Tarangire National Park, and Ngorongoro Crater, a twelve-mile-wide, 2,000-foot-deep caldera. Explore it all, as our expert driver-guides help you seek out the most elusive game. Plus, you'll immerse your group in the local culture through rewarding visits to schools and villages.

Watch our video at www.oattravel.com/unx2012

Lead an Exclusive Departure in 2012

Enjoy your own French river cruiser

With their smaller capacity, our French river cruisers are the perfect setting for your next private group getaway. Simply gather 45 friends, family members, or members of your church, alumni, or professional organization, and you'll have the entire ship to yourselves. You and your group can then revel in the comfortable accommodations and congenial atmosphere of the *M/S Provence* or *M/S Chardonnay*, while discovering the richness and wonder of French culture, cuisine, and history aboard our popular *Cruising Burgundy & Provence to the Cote d'Azur River CruiseTour*. And, as a Group Leader, you'll earn four free trips.

New for 2012— OAT Land Private Departures

Celebrate the next major event in your life—an anniversary, reunion, birthday, or corporate milestone—by gathering as few as 8 travelers and setting out upon a Private Departure of one of our popular OAT trips. Starting from only \$400 per person above the published trip price, you and your group can share the wonder of an African safari, a sojourn to India, a Saharan odyssey, or any of the other select OAT adventures now available for Private Departures. For more information, visit www.oattravel.com/privatedepartures or speak to your Account Representative today.

In 2012, enjoy 1 for 8 on all Grand Circle land vacations

Now, Grand Circle has made it even easier to enjoy one of our recently revamped land vacations. Just gather 8 friends, family members, or members of your business, religious, social, or alumni association, and as the ninth member, you travel FREE. Or, if you prefer, you can split that 9th member savings among all members of the group. Either way, it adds up to the best group value in the travel industry.



Share the experience with our exclusive online videos



As you begin to put your group together, don't forget that we have produced informative videos highlighting the features of most of the trips offered by Grand Circle and OAT. For a full list of videos, visit www.gct.com/videos or www.oattravel.com/videos. Using the "Send to a Friend" link below the video, you can distribute the video to perspective travelers and generate interest for your next group departure. Each video highlights the trip's included features, accommodations, optional trips, and more.



Group Sales Department Spotlight: Pam Robinson



Born and raised in San Diego, where her family still resides in her childhood neighborhood, Pam works closely with Group Leaders from her native state in her role as Grand Circle Travel's Group Sales Account Manager for California. Pam has taken great pleasure in growing working relationships into personal friendships. "It's so gratifying to know that I can help people achieve their 'bucket list' of travel destinations," she explains. She counts France, Israel, Belize, and New Zealand among her own favorite travel spots, and is looking forward to exploring Italy, Eastern Europe, and Russia in the future. When she's not helping travelers, she takes advantage of California's year-round sunny climate at every turn. "I love the water," she says. "Sailing, taking walks along the beach, biking down the boardwalk, and scuba diving are some of my favorite things to do. And I do love to shop, truth be told. You can never have too many pairs of shoes!"

Here's what your fellow Group Leaders had to say ...

“Grand Circle is by far the best way to travel in small groups and see places you have never visited or dreamt about seeing. The Group Sales department within Grand Circle Travel supplies all of the preparation, literature, coordination of travel, and knowledge of your destination that any of your travelers would ever need. The entire department is personable and sincerely amazing in every way, and take care of every possible detail from the moment you start your group booking ... and until we arrive home safely. There is simply no other travel company we would dream of using!”

Curtis Whitaker & Scott Stokes, Group Leaders
3-time travelers
Battle Creek, Michigan



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