



PASCALE TRAVEL

*The luxury of an experience*

## CONSULTATION AGREEMENT

Pascale Travel, LLC operates as a luxury travel concierge agency in which we create and design, coordinate and VIP travelers so they can fulfill and experience their wanderlist. For more information on how to create your **Wanderlist**, contact us at 425-503-0389 or [pascale@pascaletravel.com](mailto:pascale@pascaletravel.com)

### How we work

**A Discover More Call** is part of our initial **Travel Management Process** to better understand and assess your current and future travel goals, trip requirements as well as a discussion of all the inherent risks associated with our world today. Our **customized itineraries** may include airline reservations, accommodations, transfers, tours and activities. As a client of Pascale Travel, LLC you have exclusive access to valuable amenities at Virtuoso-affiliated properties and other "preferred partners" thanks to our affiliation with Brownell, a Virtuoso Member. These connections offer you VIP services with confidence. Once the **Itinerary Proposal** approved by you, all arrangements are confirmed using your Credit Card on file, together with any agency non-refundable honorarium if net-rate pricing was quoted. While you are enjoying your holiday, **Management and Adjustment** schedules can be provided including during unexpected events. Upon your return home, a **Follow-up Conversation** allows you to share your experiences. Your feedback allows for a paramount discussion for changes or adaptations towards your anticipated future wanderlist destination.

### Consulting & Management Fee Structure

As your trusted advisor our expertise and credentials have high Credibility and Reliability. We are Dependable and Discrete with your information. You can trust that we care about You while we engage in personal discussions to serve Your Needs. We encourage all our clients to purchase travel insurance to protect your investments. A quote will be provided to you upon acceptance of the initial customized travel proposal.

Fee Component	Rate
<p><b>Research &amp; Design</b>  <i>Flat Fee - Billed at time of Discover More call</i>  <i>Proposal initiation begins only after Client Profile form &amp; secure cc Card Authorization Form receipt</i>  <u>Includes:</u></p> <ul style="list-style-type: none"> <li>• Discover Call</li> <li>• Trip Proposal Creation (up to two revisions)</li> <li>• Driving Itineraries within the USA with sightseeing tips, Tours, etc.: have a \$550.00 Research &amp; Design Rate</li> </ul>	<p>\$400.00*</p> <p><i>*Increases to \$625 for trip requests received within 60 days of departure &amp; Festive Booking (Dec 20 - Jan 10) requests received after May 1</i></p> <p><i>* This initial fee covers a small portion of our many hours of work creating your trip</i></p>
<p><b>Travel Management on Net-Pricing Only</b>  <i>Billed at Time of Deposit Payment to Supplier</i></p>	<p>15% on Net-Priced &amp; non-commissionable items</p>

<p><u>Services Provided:</u></p> <ul style="list-style-type: none"> <li>• All aspect of travel planning where no commission is provided by supplier to travel agency</li> <li>• Time management partnering with preferred partners on your behalf</li> <li>• Booking all trip components &amp; confirmations</li> <li>• Reconfirming &amp; VIP client arrival with suppliers and hotels prior to travel</li> <li>• Urgent/emergency support during trip</li> </ul>	<p>*We are fully transparent when Net-pricing and wholesale rates are available to you as we negotiate with suppliers, providing quotes with no-hidden mark-ups but those rates do not include an agency commission. You will see this honorarium under "Brownell" on your cc card.</p> <p>* 15% Net-rate honorariums are non-refundable, due with trip deposit, and separate from supplier Terms &amp; Conditions</p>
<p><b>OPTIONAL - International Flight Research &amp; Management</b> Billed at time of engagement in initial flight research</p> <p><u>Services Provided:</u></p> <ul style="list-style-type: none"> <li>• Includes research and reservations</li> <li>• Includes assistance with changes in schedules prior to travel, Day of travel flight monitoring</li> </ul> <p><b>OPTIONAL - Domestic Flight Research &amp; Management</b> Billed at time of engagement in initial flight research</p> <p><u>Services Provided:</u></p> <ul style="list-style-type: none"> <li>• Includes research and reservations</li> <li>• Includes assistance with changes in schedules prior to travel, Day of travel flight monitoring</li> </ul> <p><b>ADDITIONAL Services for Domestic &amp; International Flight Management</b></p> <ul style="list-style-type: none"> <li>• Includes assistance with airline credits of non-used travel arrangements</li> <li>• Includes assistance with Airline refunds due to non-used travel arrangements</li> </ul>	<p>\$100.00/ airline ticket</p> <p>\$50.00/airline ticket</p> <p>\$25.00/ airline ticket</p> <p>*Honorariums are non-refundable, due at time of air reservations, and separate from airline Terms &amp; Conditions</p>
<p><b>Hourly Consulting &amp; Planning</b> Billed Monthly in 30 minute increments</p> <p><u>Services Provided:</u></p> <ul style="list-style-type: none"> <li>• <b>Concierge Services</b> - research, recommendation, discussions, restaurants reservations, shows, tickets to events, etc.</li> <li>• <b>Additional Reservation requests/adjustments</b> made beyond the initial trip proposal creation (with two revisions) and agreed upon during the Discover More call</li> <li>• <b>Additional Reservations adjustments</b> during time of travel</li> </ul>	<p>\$125.00/hr*</p> <p>*Increases to \$200/hr for trip requests received within 75 days of departure and Festive Booking (Dec 20 - Jan 10) requests received after May 1</p> <p>*Honorariums are non-refundable starting at time of reservation and separate from any supplier Terms &amp; Conditions</p>

<ul style="list-style-type: none"> <li>• <b>Canceling or rescheduling Management</b>, if cancelled for any reason (including changes due to COVID-19 or other unprecedented events)</li> <li>• <b>Hotel-only Reservations</b> will be charged at the hourly rate, without the R&amp;D fee, with a minimum for 1 hour fee</li> </ul>	
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**Quotes and Cancellation**

Fee Prices and availability are subject to change and are not guaranteed until payment is received. Price quotes are applicable to the date and time at which they are received. Quotes in a foreign currency are subject to fluctuation in exchange rates and international credit card issuer fees. In the event you cancel your trip after we have your trip under deposit, you may be charged the cancellation fee charged by the hotel, tour company or other suppliers. Honorariums paid to Pascale Travel, LLC are non-refundable.

**Travel Insurance**

Pascale Travel, LLC recommends the purchase of travel insurance to cover certain risks inherent to travel such as supplier bankruptcy and the inability to travel due to a medical or personal emergency. We provide a travel insurance quote prior to or upon acceptance of the Itinerary and before initial supplier deposit guidelines. If the traveler declines travel insurance, he/she will be solely responsible for any additional charges and is required to sign a *Waiver Declining Travel Insurance*.

***I have read and understand the policies stated above and agree to them, as described. I understand that this agreement is final and irrevocable.***

Date \_\_\_\_\_ Customer Name: \_\_\_\_\_

Customer Signature: \_\_\_\_\_