

FAMILY TRAVEL WITH SIGNATURE SUPPLIERS

More families are traveling than ever before, and they're increasingly searching for meaningful and authentic experiences. A recent survey from the NYU School of Professional Studies found that 40 percent of U.S. travel advisors specialize in family travel, surpassing niches like luxury (22 percent), adventure (10 percent), and even weddings (11 percent).

At the same time, travel advisors on average learn relatively little about what's out there for families. Luckily, our Signature preferred suppliers offer a multitude of options for any of your clients wishing to travel with their families. The resources below outline the great options and programs available for family travel from our preferred suppliers.

ABERCROMBIE & KENT



<u>Abercrombie & Kent</u> has been pioneering tailor-made and luxury holidays since 1962, offering luxury escapes, safaris, family vacations, small group tours and cruises.

Abercrombie & Kent's Luxury Family Journeys are designed to let your clients make the most of every minute. Created by A&K's experts specifically for families, each journey is filled with enriching activities, child-friendly hotels and a range of exciting destinations to choose from. <u>Click here</u> to view all of A&K's Luxury Family Journeys.

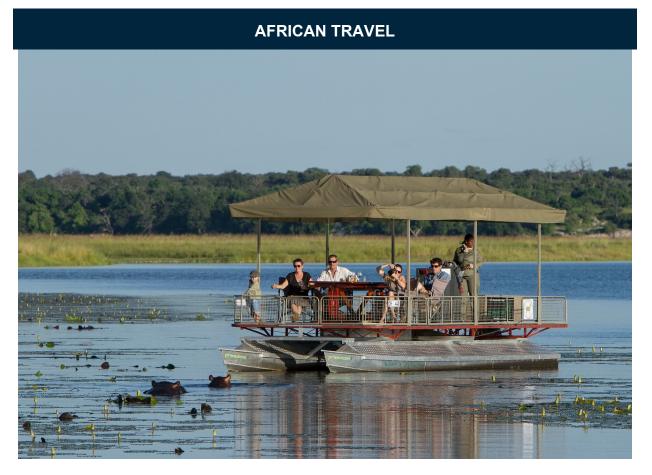
In order to help families make the most of their time together, Abercrombie & Kent provides tips for parents and kids alike to keep in mind when preparing for that annual family journey:

- Let kids help with the planning. When kids have a voice and a choice, they feel more invested in the trip, and have an easier time keeping a positive attitude. The trip descriptions in our Luxury Family Journeys brochure focus on just the cool stuff, making vacation planning more fun for both parents and kids.
- *Disconnect from the digital.* Kids and adults alike love keeping in touch online and sharing photos with friends back home, and that's why the hotels A&K chooses offer Wi-Fi whenever possible. That said, set reasonable rules for social

media — advise your clients to limit it to certain times of the day or once the day's activities begin.

- Take advantage of unscheduled time. Downtime and flexibility are important
 parts of any family journey, and not just for little ones who need naps. A&K
 Family Journeys include free afternoons to let your clients recharge or strike out
 on their own to explore cool shops, restaurants or Instagrammable sites kids
 have researched.
- *Encourage new friendships along the way.* There's no better vacation souvenir than a new friend. A&K Luxury Family Journeys offer plenty of opportunity for kids to bond with other kids.
- Let kids create their own albums. Let the kids capture their own photos and movies, and encourage them to make videos or photo albums.

For more information, visit the **Abercrombie & Kent Luxury Family Journeys landing page**.



For over 40 years, <u>African Travel, Inc.</u> has created extraordinary, handcrafted luxury safari experiences ensuring immersive and authentic cultural encounters across the continent.

African Travel offers a variety of family friendly itineraries and experiences, from wildlife, to island getaways, to volunteer opportunities. Here are just a few reasons why sending families with African Travel is a great idea:

- Most hotels and lodges have interleading or multi-bedroom family rooms to accommodate children of different ages
- Africa is a great destination for bonding as a family and opens a child's eyes to the beauty of the natural world.
- Many properties offer special menus, cookies at turn down, mini bath robes, dedicated children's centers or junior ranger programs, babysitting, shorter game drives and other activities that suit the interest and attention span of children of all ages.
- Families traveling with African Travel have the opportunity to visit local schools and communities for kids interested in the lives of their peers around the world.

<u>Click here</u> to view the full list of family friendly adventures with African Travel.

APPLE VACATIONS



<u>Apple Vacations</u> is the nation's largest provider of exclusive non-stop vacation flights and popular beach resorts in Mexico, the Caribbean, Hawaii, Costa Rica, Panama and Colombia; ski resorts throughout North and South America; European city stays, escorted tours and river cruises; and luxury villas throughout Mexico, the Caribbean and Europe.

A family vacation creates memories that last a lifetime, and there's no better place to take the kids than to one of Apple Vacations' favorite "Family-Friendly" resorts. From children and teen clubs to waterparks and movies on the beach, each of Apple Vacations' select "Family-Friendly" properties offer exceptional activities and amenities for families at an incredible value. Everyone will have a blast! Not to mention, the dining options are tremendous and offer a wide variety of cuisine - perfect for picky eaters!

Some of Apple Vacations top recommended resorts for families include Sunscape, Now, Reflect, and Dreams. At each of these AMResorts brands they have either an Explorer's Club for children ages 3-12 and Core zones for teens ages 13-17 with some having both options (restrictions apply).

Apple Vacations offers a variety of resources for family travel:

- **<u>Click here</u>** to access the Apple Vacations family microsite.
- **<u>Click here</u>** to access the Apple Vacations family brochure.
- **<u>Click here</u>** to access the Apple Vacations family travel FAQ page.
- During the summer Apple Vacations runs a kids stay free special during their nationwide campaign Summer Fun for Everyone!

<u>Click here</u> to view the full list of Apple Vacations' favorite family friendly all inclusive resorts.



<u>Backroads</u> offers escorted biking, walking, hiking, multi-adventure and family vacations worldwide.

Backroads Family Adventures are fun, stimulating trips designed to captivate the whole gang. Whether they're biking to castles or spotting wildlife from a kayak, your clients will connect with their kids and do things they enjoy in an environment that positively transforms family interaction. Each itinerary balances quality time together and apart, with opportunities for everyone to take a break and recharge--something that's virtually impossible to achieve when your clients vacation on their own. Some of the benefits of sending families on Backroads vacations include:

- Backroads' Family Trips represent nearly 30% of their annual departures and they have nearly 800 departures just for families in 2018!
- Family Trips are for kids ages 4 25+ with departures all over the world and throughout the year to match up with school vacations.
- <u>Special pricing</u>: On Designated Family Trips, savings for room shares range from 10%-20%. On Classic trips youths sharing a room with 2 adults save 10%. <u>Click</u> <u>here</u> to view full details.
- Choose from trips for Older Teens & 20s, Teens & Kids or Younger Kids.
- <u>More families means more fun</u>: Advisors can call Backroads at 800-462-2848 to find trips with families that have kids and teens of similar age(s) as your client's.

<u>Click here</u> to view full details on Backroads' family vacations.

BUTTERFIELD & ROBINSON



<u>Butterfield & Robinson</u> design incredible Biking, Walking, With the Kids and custom Bespoke trips that combine active adventure with unparalleled cultural immersion in the world's greatest destinations.

Butterfield & Robinson, voted #1 by readers of Travel + Leisure magazine, don't believe "let's have kids" means "let's stop seeing the world." That's why they craft family adventures that illuminate, inspire and (don't tell the kids!) educate travellers of all ages.

Whether your clients are travelling with three kids or three generations, Butterfield & Robinson don't believe that a family vacation has to involve compromising on the things that turn a trip into an unforgettable adventure: deep cultural immersion, over-the-top hotels, perfectly planned days, activities for all ages, sumptuous meals, delectable wines and, most of all, a phenomenal amount of fun.

Butterfield & Robinson offer a limited number of scheduled departures for families every year and countless private family trips for one or more families to enjoy together. Their family friendly trips go everywhere from Vietnam to Zimbabwe to the Loire Valley in France. **<u>Click here</u>** to view some of Butterfield & Robinson's recommended itineraries for families.

Click here to view more information on family travel with Butterfield & Robinson.



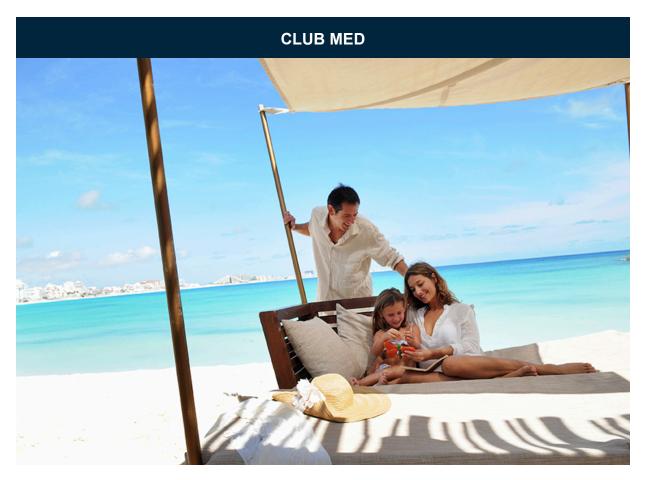
<u>CIE Tours</u> specializes in international escorted and FIT tours to Ireland, Scotland, Britain, and Italy, providing unique and unforgettable vacation experiences to their travelers.

Family vacations are the perfect time to connect the generations, experience other cultures together and create life-long memories. CIE Tours is proud to present the exclusive Family Vacation Collection - offering unique experiences that your clients will treasure for a lifetime. Whatever tour they choose, they'll enjoy warm hospitality, local guides, kid-friendly restaurants and activities and hotels with family amenities.

CIE Tours Family Vacation Collection tours offer:

- Four dedicated "family" guided vacation itineraries.
- Minimum age requirement of 8 years old
- Child rate discount of \$200 less for children 17 and under on most departures

<u>Click here</u> to view the CIE Tours Family Vacation Collection details.



<u>**Club Med**</u> specializes in premium all-inclusive vacations to their 65 award-winning resorts worldwide, offering a range of experiences from tropical island oases, to thrilling ski retreats, exotic adventures, and luxurious cruises.

Whether your client's family is into adventure, sports, entertainment, relaxation, or all of the above, Club Med's all-inclusive resorts for families offer it all in one hassle-free package. Club Med will cater to their family's every need with professionally-organized activities tailor-made for children of any age, unique one-of-a-kind excursions, gourmet dining experiences, and spa activities.

Club Med offers a robust array of activies and programs for families, including:

• <u>THE BABY WELCOME</u>: Available in family resorts featuring Baby Club Med®, the Baby Welcome® service lets your clients enjoy less baggage and peace of mind. Baby beds, a bathtub, bottle warmers, trolleys...All the childcare equipment your clients need will be waiting for them right in their room.

- <u>KIDS UNDER 4 STAY FREE</u>: Children under the age of 4 years old stay free at any of Club Med's family-friendly all-inclusive resorts around the world.
- <u>KIDS CLUBS FOR EVERY AGE</u>: From little yoga to mini cooking classes; your client's children will enjoy a world of possibilities, from 4 months to 17 years-old.
- <u>DAY & NIGHT BABY-SITTING</u>: Club Med offers babysitting during the day and night, with a third party supplier or their G.O's at extra cost.
- <u>SPORTS AND ACTIVITIES</u>: Kids can choose from over 60 sport including, ski, water or land sports, and so much more.
- <u>FAMILY ROOMS</u>: Club Med offers a range of interconnecting rooms, from Club Rooms to Suites, which can welcome families of up to 6 people.
- <u>PROFESSIONAL G.O'S</u>: Through exciting sport, creative games and enriching educational activities, Club Med's professional-trained G.Os will expand children's horizons.

Agent Resources:

- In <u>Club Med's online brochure</u>, family friendly resorts are indicated along with children's activities for various age groups.
- In North America, all the resorts, with the exception of Turks, accept children. Sandpiper Bay, Cancun, Punta Cana, Carravelle and Ixtapa all have a very robust children's program. <u>Click here</u> to view more info on Club Med's all inclusive resorts for families.
- **<u>Click here</u>** to view all of the programs Club Med offers for chlidren, by age.

EXETER INTERNATIONAL



<u>Exeter International</u> expertly creates luxury travel + tours for Central & Eastern Europe, Russia, The Baltics, Scandinavia, Croatia and Central Asia.

Whether your clients are considering a vacation with grandchildren, teenagers, or multiple generations, Exeter International can customize a travel program that appeals to all ages, interests and activity levels. From reserving kid-friendly restaurants to planning picnics in beautiful parks, know that Exeter International will take care of your client's every need as their family travels.

Even when parents need their alone time, Exeter International can set up an itinerary built just for children, with their own guide to make their day just perfect! They will have them back to your clients in time for dinner, where they will tell their parents all about the adventures and experiences they enjoyed.

<u>Click here</u> for a sample itinerary that shows the level of customization that Exeter International can provide for your clients' families.

<u>Click here</u> to view more info on family travel with Exeter International.

G ADVENTURES



<u>*G* Adventures</u> is an adventure travel company offering a wide selection of escorted and independent small group tours, safaris and expeditions in more than 100 countries worldwide.

Just because your clients have settled down and had kids doesn't mean their adventuring days are through. G Adventures' family trips explore exciting locales — Tanzania, Thailand, the Galápagos, Peru Europe and more — with age-appropriate activities and hotels that know how to cater to families on the move.

Some of the benefits of sending families on G Adventures tours include:

- <u>Family edutainment</u>: Family trips introduce kids to the inner workings of other cultures through language, sports, crafts, and time with experts that bring what they've learned in school into real life.
- <u>The more the merrier</u>: The average Family group consists of about 12 people, typically three or four families from all over the world and with kids around the same age as yours.

• <u>Small travellers, big fun</u>: If one family member isn't having a good time, nobody is. G Adventures gives each Family tour a Recommended Age rank so parents can tell if it'll be a good fit for their kids before they go.

Important information for travel advisors:

- G Adventures offers five different itineraries to choose from that are specifically designed for families and multigenerational travelers, ranging from eight to 14 days in length
- Current destinations for families include Vietnam, China, Thailand, Peru, the Galapagos and Costa Rica, with more to come in 2019
- G Adventures' family tours are designed to welcome children who are six years of age or older. Additionally, children who are at least 12 years old are welcome on many of G Adventures' other tour styles and destinations provided they travel with a parent or guardian, including Classic and National Geographic Journeys product lines.
- G Avdentures offers a **family travel style cheat sheet** for travel advisors.

<u>Click here</u> to view more info on G Adventures' family vacations.

INTERNATIONAL EXPEDITIONS



<u>International Expeditions</u> offers small-ship voyages and inspirational escorted journeys worldwide with a focus on natural and cultural wonders.

International Expeditions' family trips are immersive experiences for multi-generational travelers designed to create lasting memories as your clients explore nature and meet local people - all with a fun, educational focus.

- IE offers 5 family trip itineraries to Kenya, Tanzania, Costa Rica + Panama, Amazon, and the Galapagos.
- They also allow families on all of their itineraries and have a very robust custom travel department that can accommodate families as well.
- The minimum age requirement is 7 years old, though some custom travel in Latin America can be younger while some countries in Africa require older.
- If clients are interested, IE will advise how many other families are booked on a given departure and the ages of the children.
- Discounts for children range from \$150 to \$1,000 off.

<u>Click here</u> to view more info on family travel with International Expeditions.

KER & DOWNEY



<u>Ker & Downey</u> is a leading travel design company dedicated to crafting individually-inspired travel experiences. Their passion for excellence ensures every journey will be seamless and worry-free, enabling the traveler to discover, be inspired, and come to know the culture of a destination.

Family travel enriches global discoverers of any age. Featuring properties designed with families in mind and activities suitable for all ages, Ker & Downey's family journeys prove there's no better way to share the world than with the ones you love most.

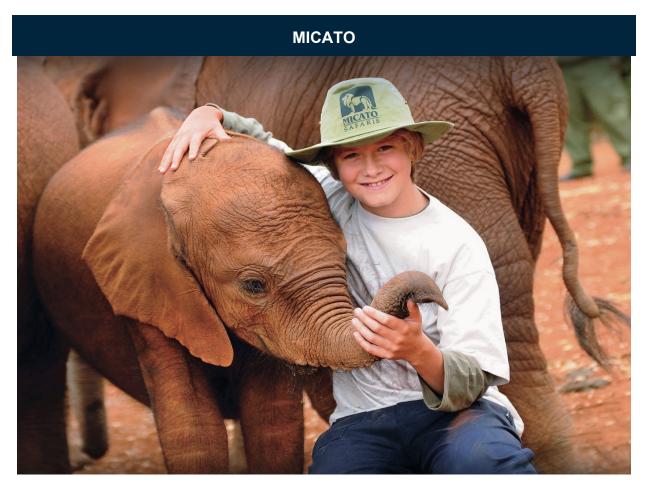
The travel designers of Ker & Downey take the time to listen to your clients' needs, learn their interests, and tailor-make every aspect of the itinerary to incorporate the unique sizes, interests, and specifications of your clients.

Ker & Downey has dozens of sample itineraries with a family focus, and offers customized service that span across the globe, with the ability to arrange custom journeys anywhere with the perfect blend of experiences for families.

Here are a few examples of the kinds of activities families traveling with Ker & Downey can experience:

- A private viewing of an extensive private collection of medieval armor and weaponry.
- Hands-on safari activities tailored for children, from being a "ranger for a day" to assisting with conservation efforts alongside inspiring role models.
- An evening story-telling session with a local expert brings Scotland's folklore to life for the whole family.

<u>Click here</u> to view more information on family travel with Ker & Downey.



Voted the #1 World's Best Safari Outfitter by Travel + Leisure nine times, <u>Micato Safaris</u>has been setting the standard for luxury and service for nearly five decades with the very best experiences and lodgings in destinations throughout East Africa, Southern Africa and India.

A Micato Safari is the perfect trip for families, as it is all inclusive, educational, exciting and fun. There is something for everyone, and due to the design of the trip your clients will be spending most of their time together. On Micato Safaris devices are put on hold, imaginations are engaged, fabulous sights are seen, horizons stretched, educations enhanced, bonds strengthened and—perhaps most importantly—memories are created that reverberate merrily unto the generations.

Most of Micato's trips are great for families, however a few trips use properties that don't allow children below the age of 12. The most family friendly Classic safaris are:

- The Hemingway Wing Safari
- The Tanzania Spectacular
- Cape To Delta
- The African Splendour
- The Stanley Wing Safari.

<u>Click here</u> to view an insightful blog post on family travel with Micato Safaris.

Click here to view more info on family travel with Micato Safaris.



<u>Natural Habitat Adventures</u> has been a leader in responsible adventure travel & ecotourism since 1984. From world-class polar bear tours in Churchill, to small-group Galapagos tours and cruises, to Alaska grizzly bear adventures, to African safaris, their professional guides

reveal the world's most extraordinary nature sites.

In this mobile age when families are fragmented by distance and distracted by devices, there is nothing like a vacation getaway to bring generations closer. When your clients make it a family nature adventure, the whole family will be together in a small group, in a remote place where it's just them, the wildlife, the scenery, and the amazing memories they'll make. Natural Habitat Adventures' seasoned Expedition Leaders understand the needs of all ages and abilities, and will ensure that your client's family has an exciting, fun and worry-free adventure of a lifetime!

- NHA offers seven family friendly trips, three of which are custom vacations and four of which are scheduled group departures.
- NHA's Adventure Specialists are available to consult advisors about all aspects of family adventures
- NHA will disclose ages of other kids booked on a specific departure for your clients.

<u>Click here</u> to view Natural Habitat Adventures' family friendly itineraries, age limits vary by itinerary.

ONEFINESTAY



<u>Onefinestay</u> offers over 5,000 unique and upscale home rentals in London, Paris, New York, San Francisco, Los Angeles, Miami, Boston, Rome, Milan, the Hamptons, French Riviera and Edinburgh, Scotland. All home rentals are exclusively managed, thoughtfully curated, and insured as well.

Getting away with the family can be a magical experience – grandparents spending time with grandchildren, families coming together to catch up, share old memories and make new ones – and in onefinestay's 24/7 guest service and exceptionally spacious homes – there's no better time to travel as a family.

The benefits of sending your clients and their families with onefinestay include:

- All of onefinestay's listings state if the home is suitable for babies, toddlers or children.
- Onefinestay is able to offer anything from child proofing, babysitting, toys and child amenities to be delivered prior to arrival through their concierge services.

• Onefinestay properties are ideal for families as there is ample space for children to play while parents get to relax with a glass of wine in the communal areas.

<u>Click here</u> for more info on family travel with onefinestay.



<u>Pleasant Holidays</u> is a wholesaler offersing vacation and travel packages to destinations worldwide including the Caribbean, Hawaii, Mexico, Tahiti, Europe and more.

When booking through Pleasant Holidays, family friendly properties are noted with a special family program icon. Additionally, their reservations staff is experienced with handling special requests for families such as adjoining rooms, amenities for babies, etc. and many of their contracted rates allow children to stay free.

<u>Click here</u> to view Pleasant Holidays' top family friendly vacations.

SWAIN DESTINATIONS



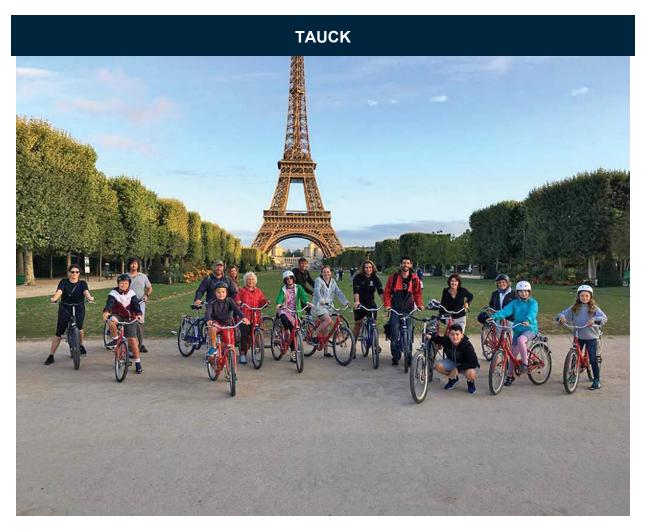
<u>Swain Destinations</u> is the leading U.S. provider of completely personalized vacation experiences to Australia, New Zealand, the South Pacific, Asia, India and Africa.

Swain Destinations will expertly create a customized trip for your clients and their loved ones, no matter what type of trip they are looking for. With over 27 years of customized travel experiences to Australia, New Zealand, Africa, Asia and India, Swain Destinations has become a leading travel company for family travel.

Whether your clients are traveling with toddlers or teenagers – or both – Swain's expert consultants are able to provide firsthand knowledge of their family and age-friendly experiences throughout the world.

When developing itineraries for families, Swain Destinations will recommend the most appropriate lodging and touring experiences to accommodate the interests, style and budget of the specific family group.

<u>Click here</u> to view more information on family travel with Swain Destinations.



For over 92 years, <u>**Tauck**</u> has delivered enriching deluxe guided tours, small ship cruises, river cruises and family vacation travel to all seven continents.

Tauck's family vacations are designed to spark passion, inspire a sense of wonder, and enrich understanding, and when these experiences are shared with loved ones, they bring families closer together.

Tauck takes care of every detail of your client's vacation so they can spend time doing, seeing, and being together as a family, making memories that will last forever.

- Tauck offers 19 trip options designed for families by land, river boat, small ship, called Tauck Bridges
- Some trips are created by Tauck and BBC Earth with storytelling elements from BBC Earth
- Tour Directors are experts in catering to members of the entire family

- Everything is included: gratutities, most or all meals with extensive kids menus, all luggage handling and all airport transfers
- Family friendly destinations vary from North America's scenic jewels, to safaris in Africa, expeditions in Latin America's wildlife wonderlands, and odysseys in Europe rich with history and local flavor.

<u>Click here</u> to view more info on Family Travel with Tauck.



For over 25 years, <u>**TCS World Travel**</u> has been enriching lives through global jet expeditions, regional journeys and custom itineraries.

TCS World Travel's luxury custom travel consultants create all-encompassing custom itineraries from scratch for individuals, couples and families, personalizing every detail to the guests' specifications and crafting activities that please everyone from grandparents to toddlers.

TCS World Travel's private, bespoke journeys are custom-tailored to your client's preferences, with first-class commercial or chartered transportation and world-class accommodations, savvy local guides, curated dining experiences, transfers and end-to-end service.

<u>Click here</u> to view more info on family travel with TCS World Travel.



For over 70 years, <u>**Trafalgar**</u> has been a leader in providing 4 star guided vacations and escorted tours to Europe, North America, Central America, South America, Asia, Australia and New Zealand.

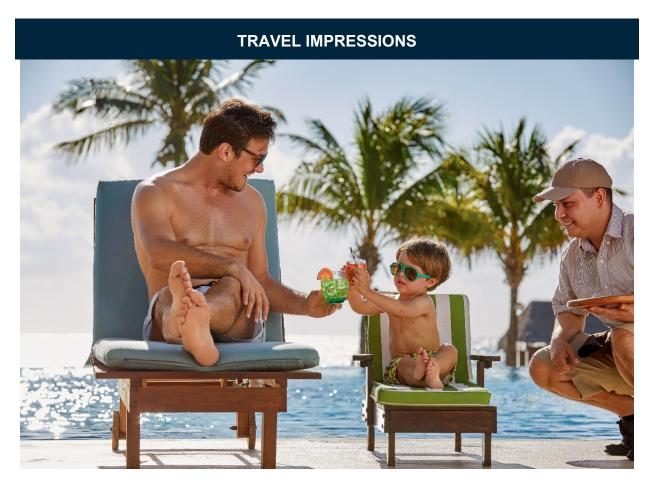
Forget the fuss of planning a family vacation. With all the logistics and must-do experiences covered, the only thing families on Trafalgar trips need to worry about is having fun, making memories and connecting with each other and the world, wherever they choose to explore.

Trafalgar offers a variety of benefits for family travel, including:

- 9 family designated itineraries
- Expert Travel Directors and Local Specialists

- Accommodation, meals and transport included
- Destinations include the UK, Ireland, Italy, the USA, and Costa Rica
- Minimum age requirement of 5 years
- Pricing is based on twin share Triples and Quads are on request and more likely to be accommodated in the US
- Trafalgar will disclose ages of other kids booked on a specific departure
- Itineraries include family focused activities, Be My Guest Experiences, Stays with stories (castles), educational components, and Hidden Treasures
- Opportunities to participate in Treadright projects (sea turtle project in Costa Rica, wolves in the US, etc.)

<u>Click here</u> to view more info about family travel with Trafalgar.



<u>**Travel Impressions**</u> has been one the world's leading leisure tour operators since 1974, providing extensive travel across the globe.

Travel Impressions provides travel advisors with a variety of resouces for family travel, including their list of the **Top Ten Coolest Kids Clubs**, thier **Top Ten Scenes for Teens** and their **family brochure**.

Through their contracts with hotel suppliers they have access to year-round promotions such as kids stay free, discounted kids club, waived fees for connecting rooms, and so much more!

Travel Impressions also runs a big family campaign (Family FUNcation) each year promoting specials just for family travel. This campaign typically runs in the spring, so keep an eye out for it next year!

<u>Click here</u> to access Travel Impressions' family vacations landing page for more information.



<u>Villas of Distinction</u> is a full-service premier luxury villa provider with a portfolio of thousands of privately-owned villas in more than 50 destinations including the Caribbean, Mexico, Hawaii, Europe, the Continental United States and many private Islands.

Villas of Distinction can tailor to any vacation need or special occasion for families, including:

- Providing themed rooms for children
- Bringing a character to the villa for a meet and greet in Orlando
- Having a princess deliver a birthday cake
- Designing a scavenger hunt
- Face painting
- Babysitting
- Mermaid encounters for children

- Swimming with a sea lion at the villa
- Pizza making classes
- Ice cream parties
- Balloon making classes

Contact Villas of Distinction to find out more about what they can offer for your clients' families. **Click here** to access their list of recommended villas for families.



<u>Yankee Holidays</u> offers 100+ vacation packages to all of the must-see and most sought-after destinations throughout the U.S. and Canada.

Designed for families of all ages, Yankee Holidays' rail adventures will delight everyone with fascinating destinations and attractions, exciting activities and entertaining learning experiences for an unforgettable family vacation.

Help your clients share the natural wonders and cultural delights of the United States and

Canada on a Family Adventure. All of their packages are customizable, allowing families and travelers to choose their own personalized getaway fit for their needs.

Each itinerary provides a selection of sightseeing and activities, as well as restaurant and entertainment options - which are sure to keep every member of the family busy. Leave the driving and planning to Yankee Holidays and allow them to spend more time making memories. <u>Click here</u> to view more info on family travel with Yankee Holidays.

If you have any questions about family travel or our land suppliers, please reach out to **land@signaturetravelnetwork.com** and we'll be happy to help.