

GROUP TRAVEL GUIDE

DISCOVER YOUR PASSION WITH THE LEADER IN GROUP TRAVEL



WELCOME TO OUR GROUP TRAVEL EXPERIENCE

Dear Traveler,

Ever since our humble beginnings dating back to 1958, we have strived to keep our trips authentic, affordable, and rich in learning and discovery. Today, we are proud to be considered the leader in international travel for experienced Americans.

In fact, more than 100,000 Americans now travel with us each year. Overseas Adventure Travel is the leader in small groups on the road less traveled with just 8-16 travelers (average of 13) on our Small Group Adventures by land and 20-25 travelers (average of 22) on our Small Group Adventures by small ship. We take pride in being a leader in people-to-people activities—the local connections and cultural experiences that are only possible because we explore in small groups. Grand Circle Cruise Line River Cruises offer a 4-star experience at a 3-star price aboard our privately owned, award-winning ships. And Grand Circle Travel Tours offer worldwide discovery at an extraordinary value.

Here at O.A.T. and Grand Circle, we make it simple for you to explore the world with your group. More than 500 groups travel with us each year, and we're committed to providing you and your group members with unforgettable discovery-filled experiences. Enjoy an exclusive trip for just your group or charter an entire private small ship.

Within these pages, you'll find plenty of awe-inspiring destinations and our top adventures for groups. You'll also discover what makes us unique, including the freedom to personalize your trip to create the experience that's right for you. And, you can feel confident introducing us to your friends with our Good Buy Plan, FREE or low-cost Single Supplements, and our Best Price Guarantee—if you find a lower price, we'll match it.

We hope you find this information helpful, and we're looking forward to seeing you on your next Group Adventure!

Warm regards,



Alan E. Lewis
Chairman

Harriet R. Lewis
Vice Chairman

Overseas Adventure Travel • Grand Circle Cruise Line • Grand Circle Travel

P.S. Inspire your next group trip by watching our destination-specific videos and films online—including trip highlights and independent films showcasing the countries we visit.





Our family of travel companies includes four unique ways to travel with us:

Which trip is right for your organization?

Traveling with O.A.T. and Grand Circle is about more than simply sightseeing. It's about immersing yourself in other cultures, sharing the warm camaraderie of like-minded American travelers, and gaining an insider's perspective from our expert, local Trip Experience Leaders and Program Directors. But you may be wondering: *Which type of travel is right for my organization?* Take a look at these descriptions for fast facts that'll help narrow down your options.

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O.A.T. Small Group Adventures by Land

Journey off the beaten path to enjoy a more intimate, discovery-filled adventure packed with cultural connections, shared experiences, and treasured memories. You'll see more of the world by traveling in a small group of 8-16 (average of 13)—guaranteed.



O.A.T. Small Group Adventures by Sea

You'll have greater access to the cultural heart of the regions we visit in groups of just 20-25 travelers (average of 22) aboard our 24- to 98-passenger, ocean-cruising small ships, which are designed to slip into more remote ports that larger vessels cannot reach.



Grand Circle Cruise Line River Cruise

River cruising is the most carefree way to travel, and the Grand Circle Cruise Line fleet features a range of options. Immerse yourself in the local culture in groups of 25 or 38-45 travelers aboard a variety of ships, from our 86-passenger river cruiser in France to our 162-passenger Danube river ships.



Grand Circle Travel Vacation

Spend multiple nights in iconic destinations, enjoying ample time to explore in a group of up to 42 travelers. Connect closely with the culture of your destination with the unparalleled expertise of local Program Directors, and in the company of a like-minded group of experienced American travelers.

Our Company Through the Years

1947

Ethel Andrus, a former school principal in Los Angeles, establishes the National Retired Teachers Association (NRTA)



1958

Andrus forms the American Association of Retired Persons (AARP) and Grand Circle Travel in New York City

1985

Alan and Harriet Lewis purchase Grand Circle and move its offices to Boston



2006

Grand Circle Corporation receives the Excellence Award from the Committee to Encourage Corporate Philanthropy O.A.T. receives the Humanitarian Award from the Tanzania Tourist Board



1993

Grand Circle purchases O.A.T., which becomes the first U.S. travel company to create, operate, and sell adventures to Americans aged 50 and over

2013

Grand Circle Cruise Line makes *Condé Nast Traveler's* 2013 Gold List and Platinum Circle of World's Best River Cruise Lines
O.A.T. receives a *Travel + Leisure* 2013 Global Vision Award for Leadership
Grand Circle Cruise Line is ranked among Top 3 River Cruise Lines in *Travel + Leisure's* World's Best Awards Readers' Survey

2016

Grand Circle Cruise Line is named "World's Best River Cruise Line" in *Condé Nast Traveler's* Readers' Choice Awards for the fifth year in a row

1940

1950

1960

1970

1980

1990

2000

2010

2020



1981

Lewis Family Foundation is created

1992

Grand Circle Foundation is founded

1978

High school teacher, Judi Wineland establishes Overseas Adventure Travel—the first U.S. tour operator to offer tented safaris in Tanzania's unspoiled wilderness

1998

Grand Circle Cruise Line is established with a single river cruise ship



2015

Grand Circle Cruise Line is ranked among the Top 5 River Cruise Lines in *Travel + Leisure's* 2015 World's Best Awards Survey

2021

O.A.T. resumes travel on July 1

2018

O.A.T. wins "Best Tours" award from Solo Traveler for the second year in a row

2016

Grand Circle Cruise Line acquires the M/V *Clio*, an 89-passenger ocean-cruising vessel



2001

Grand Circle launches The Vacation Ambassador Referral Program, which has become the most rewarding referral program in the industry

The Benefits of our Group Travel Program

Our Travel Programs offer your organization's members the opportunity to meet other like-minded individuals—other alumni, or members of your community, association, or club. They will share each unforgettable moment together at the very heart of a dream destination.

Compensation

You will receive your compensation just prior to your departure and you can choose to put those funds towards the cost of your trip, or back into your organization.

Welcome cocktail party

On your Grand Circle Cruise Line trip, your group of 20 or more will be treated to a cocktail party within the first few days of your arrival.

Repeat business

Another benefit of our Group Travel program is repeat business! 97% of our travelers say they will travel with us again. Our repeat business means *your* repeat business.

Airport transfers

If you have 11 or more traveling to the airport from the same location, we will reimburse you \$75 per person roundtrip for a group transfer to their home city airport.

Personal assistance from our group sales team

As the Travel Planner, you'll be assigned a Regional Group Sales Manager, based on your home state, and have support from one of our Group Service Team members to help you through the process of getting your group to reserve a trip.

Reserved space on your preferred departure

Once you've chosen the destination, we'll reserve and hold the space for you. That way, you'll have time to get everyone together, without the worry of losing your space.

Personalized flyers

We'll create personalized, full-color flyers unique to your organization. You can send this material to your group members to provide them with information that will get them excited about your trip. They will be able to view trip videos, access a PDF of your flyer, and much more.

\$1000 for new group referrals

Do you know someone whose group is a great fit for our company? Simply provide us with the contact information and if they travel with a minimum of 10 full-paying customers, you'll receive a \$1000 Travel Certificate within 30 days of the group's return from their first trip.



Group Travel Program *Your Group, Your Way*

Choose to explore the world with us through one of three different Group Travel Programs—our Friends & Family Program, Affinity Program, or a Personalized Private Adventure.

Family & Friends Program

Travel with a group of 10 or more friends and family on any O.A.T. Small Group or Small Ship Adventure, and you'll travel for FREE as the Group Leader (11 travelers total). Or you may choose to share the cash equivalent of our FREE trip amongst the members of your group—that way, everyone saves.

Affinity Program

Organize an exclusive adventure of travelers from your civic groups, alumni associations, gated communities, local clubs, Lifelong Learning Institutes, recreational or outdoors clubs and more with 11-16 travelers on a Small Group Adventure and 11-25 travelers on a Small Ship Adventure. No matter the trip, you'll earn CASH for your organization, while providing educational and cultural experiences for your members.

Personalized Private Adventure

Travel on a private departure with just 5 to 10 friends, family members, or travel companions and you will be guaranteed your own Trip Experience Leader. Personalize the optional tours and built-in free time of your adventure with the help of your Trip Experience Leader. An additional cost will apply depending on the number of travelers in your group.

Work with Us: 5 Simple Steps

- 1. Work with our Groups Department**
To reserve your departure, call your Regional Group Sales Manager directly or 1-800-955-1925 to get started. Visit www.oattravel.com/groups/meet-the-team to find your Regional Group Sales Manager and their direct contact information.
- 2. Select your itinerary and date**
Choose from a variety of itineraries across the globe with O.A.T., Grand Circle Cruise Line, or Grand Circle Travel. We'll set the space aside for your exclusive group departure and members of your group can simply call in to join.
- 3. Gather your group—with our help**
We'll help you fill space on your departure by providing you with personalized promotional materials. Find members of your organization who are interested in exploring the world together.
- 4. Finalize the details**
If you would like, you and your group members can personalize your experience with pre- and post-trip extensions, air upgrades, NEW arrive early, stay late or stopover options (with hotels & transfers included) and more.
- 5. Enjoy your trip**
We'll take care of the rest! Your Trip Experience Leader will meet you at the airport and all you have to do is have a great time.

“We do a rather extensive analysis and frankly what we've found is that if Grand Circle goes to the place we're interested in seeing, it's always been the best deal for us. And the quality is just remarkable.”

Bob Huley • 10-time traveler & Group Leader • Falls Church, VA

Be sure to check out the videos on our website of Group Leaders like you discussing our Affinity Program, Friends & Family Program, and our Personalized Private Adventures. Visit www.oattravel.com/groups or www.gct.com/groups for more information.

Meet a Top Group Leader: Sue Anderson

Sue Anderson is the former director of the Osher Lifelong Learning Institute (OLLI) at California State University San Bernardino. She helps organize group departures for her members and recently shared her personal experience in working with our Groups Program.

Tell us about your group: who do you travel with?

Our travel program is part of the Osher Lifelong Learning Institute (OLLI) at California State University, San Bernardino. We offer non-credit courses, discussion groups, events, and trips to people age 50 and over, currently serving about 750 members. Our group is generally pretty educated and well-traveled, and they appreciate a rich educational experience, whether it's a day trip or extended overnight excursion. We started offering trips in 2016 as a way to enhance the educational programming we offer on campus and to create a greater sense of community among our members. The travel program also generates additional revenue for our program.

What strategies do you use to pick a destination? Is there a time-frame and budget that you feel is most appealing to a wide audience?

We have an OLLI Travel Committee that selects our trip destinations and itineraries based on the personal experience of the committee members and input from our members. We survey our membership regularly to ensure we provide programming that meets their interests, including travel destinations. By offering a variety of day and overnight trip options, we can offer something to meet the interests of most of our members.

In your opinion/experience, what are the biggest advantages/benefits of group travel for your OLLI program?

It's a great way to expand and enrich the educational experience outside of the classroom. It's also a way to build a sense of community among the members. Traveling together allows people to connect and interact in a much deeper way, and our trips have helped facilitate many wonderful, new friendships. Our trips have also helped to grow our membership. We have people join our OLLI just to travel with us! Our members are comfortable traveling with our group because they know and trust us, particularly our older and single members.

Why did you decide to lead a group with Grand Circle and/or O.A.T.?

Before selecting our travel partners, we did considerable research on companies that could offer a high quality educational experience and meet the needs of our travelers aged 50 and over. We are committed to working with companies that have a solid reputation, particularly those who work with other OLLIs. Many of our Travel Committee members have traveled with Grand Circle personally, so they are aware of the type of experience we can expect. Since one of the goals of our travel program is to generate revenue for OLLI, we also required a partner who offered a good commission. Grand Circle and O.A.T. met all of those critical criteria. We've been very pleased with our partnership to date and look forward to many wonderful trips with Grand Circle and O.A.T.

Tips from Other Group Leaders



Judy Shane, 16-time traveler from Redondo Beach, CA • Judy Shane Group

- I generally have an idea of 1-3 potential trips about 16 months ahead of departure. I then send out an email to possible trip participants asking them to vote on their choices.
- I primarily sell the trips through an email message where I summarize the trip facts and include an attached flyer and link to the itinerary. I always have something in my purse or backpack about the current trip I'm marketing.

Colleen Ostafy, 4-time traveler from Wilmington, DE • Nobles Pond Group

- I work in a 55+ community and post flyers all around the clubhouse. I also have a "Coffee with Colleen" meeting once a month. About 140 people come to it, so that's where I do my best selling of a trip.
- We have travel parties all the time, especially when new trips come up. You have to make it fun—decorations, food, costumes, etc.
- We have a newsletter that states all the events for that month, and at the bottom, I include a reminder of the trips.

Brenna Aileo, 18-time traveler from Springville, PA • Gather No Moss Group

- Folks who have traveled with me in the past are the best recruiters. They know the advantages of traveling with a group: similar interests, support for one another, cooperation, timeliness, and fun. I help folks get to know each other prior to the trip by asking that they send a picture and short bio which I put together in a newsletter. I send that out with packing and health tips.

Judi Piatanesi, 4-time traveler from Camino, CA • The Bulldog Group

- I always hold two gatherings at my home. To introduce a group to a future trip, I have past travelers there to talk about their great experiences with O.A.T. and Grand Circle. I pass out flyers that are made up for my group. I ask them to invite friends and family. About two or three months prior to the trip, I host another party. This way, everyone can meet, ask questions, go over packing info, airport info, currency, and any other items that may come up.

You're in control with the Freedom to Personalize Your Experience Exclusively with O.A.T.

Your Choice. Your Adventure. Your Way.

It's your adventure, so why not make it exactly what you want it to be? Our comprehensive itineraries are just the beginning. We offer an exclusive variety of flexible options that let you tailor your adventure so it's completely your own. In fact, O.A.T. is the only travel company to offer this level of flexibility and choice for an experience that is truly personalized.



Pre- or Post-Trip Extensions

We include up to two optional pre-trip extensions and up to two post-trip extensions on each of our adventures. Here's why more than 55% of O.A.T. travelers choose to take a pre- or post-trip extension:

1. Maximize your discoveries—often in an even smaller group than your main adventure (on average, 6 travelers with a dedicated Trip Experience Leader)—and take advantage of your included airfare, lowering per-day costs.
2. Great value: All extensions include accommodations, daily breakfast, and airport transfers.
3. Continuity and camaraderie: You'll usually travel with the same Trip Experience Leader who leads your main trip, enjoying a seamless experience and more time to bond with the group.

Arrive Early, Stay Later

Extending your time abroad—whether with us or on your own—is the best way to broaden your experience. But it's also a practical way to make the most of the international airfare that you're already paying for with your main itinerary. Not to mention, it's a great way to rest up before or after your adventure.

Expand your discoveries before or after your adventure

Arrive early in the first destination on your pre-trip extension or main adventure, or stay later in the last destination on your main adventure or post-trip extension. By coming early, you're able to rest after your long flight and acclimate to your new destination and time zone—or you can hit the ground running and explore on your own. By staying later, you have extra time to relax, pack, do last-minute shopping, or continue exploring—perhaps revisiting a place that captured your interest.

Choosing this option lets you take advantage of our lower group rates: **add three additional nights for \$25-\$300 per person, per night**, and your price includes accommodations, daily breakfast, and private airport transfers. For example, you can **arrive a couple of days early in Dubrovnik for \$50 per person, per night, before beginning your Crossroads of the Adriatic adventure.**

Accommodations are at the same hotels where you begin or end the main trip and optional extensions, so your transitions will be seamless.

NEW! Stopover in any major international city

Interested in visiting an iconic city—or somewhere lesser known—on your own before or after your adventure? O.A.T. offers the opportunity to Stopover in popular cities our travelers have expressed interest in. For **\$595-\$1195 per person**, your price includes 3 nights in a centrally-located hotel, daily breakfasts, and roundtrip private airport transfers. Here are a few of the most popular destinations:

- **London or Paris:** \$895 per person
- **Rome or Munich:** \$795 per person

Other O.A.T. Stopovers are available. Plus, if the city you're interested in is not offered, our Regional Adventure Counselors can still arrange your airfare and offer recommendations. Call **1-800-955-1925** for complete information.

Combine Adventures

If you're already overseas, why not see more of the world and **maximize your value** by avoiding the expense and length of another international flight? See why more than 2,250 travelers combined two or more adventures in 2019:

- Save an **overall total of \$600-\$3000 per person** when you combine two adventures compared to the cost of returning home and taking each trip separately
- Apply the 5% or 6% Frequent Traveler Credit you will earn on your first trip towards your second trip, plus Sir Edmund Hillary Club travelers save an extra \$250-\$350 per person when reserving multiple trips in a calendar year
- Our Regional Adventure Counselors will work with you to make all necessary arrangements for a seamless experience

To see our most popular adventures to combine in Europe—and a break-down of how combining adventures maximizes your value—visit www.oattravel.com/personalize.

Air Preferences

See how 54% of travelers are personalizing their air itineraries:

- Choose your departure city and airline
- Depart from one city and return to another
- Upgrade your seat to Premium Economy or Business Class

New! Private Adventures

New for 2022, you can now travel on a private departure with just 5 to 10 friends, family members, and travel companions. With as few as five travelers, you'll be guaranteed your own Trip Experience Leader— just notify your Group Sales Manager at the time of booking. An additional cost will apply depending on the number of travelers in your group.

The Leader in Value

We realize that international travel is an investment, so we guarantee that you receive the best value—and price—in the travel industry. With 78,000 travelers who already reserved a trip with us in 2021, 2022, and 2023—and 30,000 single spaces offered in 2022—we're confident that you'll enjoy more discoveries for less, wherever in the world you travel.

Unbeatable per diems

We have the lowest prices per day in the travel industry. All accommodations, most meals, and daily cultural activities are included.

FREE or low-cost Single Supplements

We're committed to supporting our solo travelers who want to explore the world, which is why 92% of our single spaces have a FREE Single Supplement. The remaining 8% have the lowest single supplements in the industry, and we offer FREE Single Supplements on every trip extension and Stopover. Plus, we've increased the number of single spaces to 30,000 on 2022 departures—an 86% increase from 2019. See details at www.oattravel.com/solo.

Most gratuities included

As a convenience to our travelers, gratuities are included for local guides, drivers, camp staff, and luggage porters. Gratuities for your Trip Experience Leader, hotel housekeeping, and ship crew are not included and are at your discretion.

More discoveries, more rewards

When you reserve two or more trips within one calendar year—either with O.A.T., Grand Circle Travel, or a combination—take advantage of a \$250-\$350 travel credit benefit that rewards members of our loyalty club for their passion for discovery. See details at www.oattravel.com/sehc.

Increase your value with trip extensions

Experience more of the places you've traveled so far to see by choosing from a variety of pre- and post-trip extensions. When you do, you lower your average per-day costs because you're taking advantage of your already included international airfare.

The best Frequent Traveler program

Our Frequent Traveler program lets you earn travel credits worth 5-6% of your trip cost each time you travel. And if you currently have a trip reserved, you can now apply the Travel Credits you've earned toward the next one. See details at www.oattravel.com/ftc.

Good Buy Plan

Our exclusive Good Buy Plan allows you to save up to 10% off your total trip price. The earlier you pay, the more you save—plus, lock in your price. See details at www.oattravel.com/gbd.

Best Price Guarantee

Our Best Price Guarantee means that, if you and your friends can find a lower price on a comparable trip from another small group tour company, we'll match it. It's that simple. See details at www.oattravel.com/bestprice.

RISK-FREE BOOKING POLICY: Reserve with Confidence—NOW through 12/31/21. Plus, **save \$500 per person & a FULL 10% off the total price of your trip** on NEW 2022 or 2023 reservations. See details at www.oattravel.com/risk-free-booking.

Grand Circle Foundation

Changing people's lives, one village, one school, one person at a time

Dear Traveler,

In 1992 we established Grand Circle Foundation, an entity of the Lewis Family Foundation, as a means to give back to the world that had already given us so much. We've pledged or donated more than \$200 million worldwide to support the education of young people and the preservation of international treasures and UNESCO World Heritage Sites.

Of course, none of this would be possible without your help. A portion of the proceeds of every adventure is donated to Grand Circle Foundation—so just as your life will be enriched by the discoveries you'll make on your journey, you'll also help to enrich the lives of the people you'll meet along the way.

Thank you for traveling with us, and for helping to change people's lives.

Love and peace,



Harriet R. Lewis
Chair, Grand Circle Foundation



 **Grand Circle Foundation**
Giving back to the world we travel
www.grandcirclefoundation.org

Giving back to the world we travel

Since our inception in 1992, the Grand Circle Foundation has pledged or donated more than \$200 million to projects around the world.

Join our generous travelers

We consider each and every one of our travelers to be partners in our worldwide giving. Some travelers, however, are so inspired by the schools and villages they visit, they are compelled to give more. In fact, our travelers have donated more than \$1 million in 2019 alone. And because we have no administrative costs, 100% of donations are used to help change people's lives.

Better our own communities—all around the world

In addition to the destinations where we travel, we strive to better the communities where we work—from our headquarters in Boston to our 36 offices around the world. In Boston, more than 99% of our associates participate in community service each year. Worldwide, nearly all of our offices organize annual community service events of their own.

How you can help

To learn more about ongoing Foundation projects, you can sign up for our weekly e-newsletter, the Inside Scoop, at www.oattravel.com/community/the-inside-scoop. When you do, you'll not only receive updates on Grand Circle Foundation, but the latest news and discoveries on all things Grand Circle and Overseas Adventure Travel.

SCAN ME

See how Grand Circle Foundation is giving back in this video

Open the camera feature on your mobile device, and hover the lens over this code to scan it. A pop-up notification will take you directly to the video.

Travel Protection Plan



Our travel protection partners with Allianz Global Assistance, a company known for their award-winning customer service. O.A.T.'s Travel Protection Plan provides a wide variety of benefits most other plans don't, plus our prices won't go up based on age.

Before You Travel (Part A)

Offered by O.A.T. and administered by Allianz Global Assistance

Trip Cancellation

- Retain the FULL value of your trip—including your deposit—any time you need to cancel your trip, up until the day you depart

Travel Benefits (Part B)

Offered and administrated by Allianz Global Assistance

Trip Interruption

- Retain up to 100% of your non-refundable Trip Costs if you are unable to continue your trip due to covered unforeseen events

Primary Medical Coverage (up to)

- \$750 in dental expenses
- \$50,000 in medical expenses
- No need to file a claim with your insurance company when you return home

Travel & Baggage Protection (up to)

- \$600 for baggage delays
- Up to \$1,500 for travel delays
- Up to \$1,500 for missed connections
- \$2,000 for baggage & personal effects damages or loss

Additional Benefits

- 24-hour emergency assistance
- Up to \$25,000 in compensation for accidental death & dismemberment
- \$500,000 for a covered emergency medical evacuation

What to Expect

- Award-winning customer service
- Primary medical coverage: No need to file a claim with your own insurance company
- Quick turnover time on processing claims

Terms, conditions, and exclusions apply.

“We had to cancel our most recent trip due to an unexpected surgery. The process was quite easy—we were able to submit all the documents online and the payment was prompt. We would definitely purchase this plan again every time we travel.”

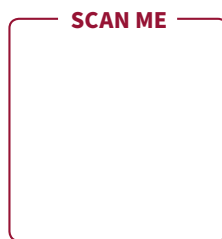
Mary Ann & Ronald Platt, first-time travelers from Delray Beach, FL

For more information and pricing details, visit www.oattravel.com/tpp



FIND YOUR REGIONAL GROUP SALES MANAGER AND THEIR DIRECT CONTACT INFORMATION RIGHT NOW. IT'S EASY ...

1. Open the camera feature on your mobile device (smartphone or tablet).
2. Hold your device's camera so the lens is directly over the QR code and can scan it.
3. When the QR code is scanned, a pop-up notification will take you directly to our video.
4. Depending on your device, if the video does not start automatically you may just need to press the "Play" button.



453-8000 • Publication date: 6/21/21

Our Most Popular Group Adventures



What's NEW with O.A.T.

- New for 2022, you can now travel on a **private departure** with just 5 to 10 friends, family members, and travel companions. With as few as five travelers, you'll be guaranteed your own Trip Experience Leader—just notify your Group Sales Manager at the time of booking. An additional cost will apply depending on the number of travelers in your group.
- More than **27,000 Single Spaces** available with FREE Single Supplement
- **3-night Stopovers** in iconic cities from \$495 per person—hotel for 3 nights, daily breakfasts, private airport transfers
- **Arrive Early, Stay Later**—from \$100 per person per night—hotel, breakfast, transfers

OVERSEAS ADVENTURE TRAVEL
1-800-955-1925

**GRAND CIRCLE TRAVEL &
GRAND CIRCLE CRUISE LINE**
1-800-221-2610

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