

*Meet the Watson Family:*  
“DIG DEEP! SEE IT THROUGH! GET IT DONE!” PAGE 4



# TRAFALGAR TOURS - CREATING EXCEPTIONAL 'INSIDER TRAVEL EXPERIENCES'



BY SCOTT WALDRON,  
CTM, Founder and Personal Experience Specialist, Gravitate Travel

When the topic of escorted tours comes up with clients the one question that I am often asked is "Why is the price of one tour at the same time of year to the same country \$229 per day and with another \$182 per day" and which do you recommend?

So I grabbed a couple of my brochures and compared a Trafalgar Tour to its sister CostSaver Tours and reviewed "Britain and Ireland Delight"

With Trafalgar Tours which has been creating exceptional guided vacations for 70 years, their tour includes Superior first-class hotels in the heart of the action, often within steps of the world's greatest sites. CostSaver, as an alternate option, offers Superior tourist-class hotels often located on the outskirts of town or in the suburbs. Trafalgar Tours include more meals within their packages, then what is offered as part of the CostSaver tours package.

I would have to say as a travel agent the one thing that I think Trafalgar does best, and they were the first to create, is their **Insider Experiences**; enabling you to appreciate the destination through genuine local experiences such as dining with locals in their homes.

Trafalgar offers a more leisurely guided vacation to provide more time in each destination to explore. I have had numerous clients return from

Trafalgar Tours over my 21 years in this industry, having already planned out their next destination(s) with Trafalgar, and just rave about the service and attention to detail.

Let the reviews speak for themselves. See it for yourself in what their travelers have to say – they post every review on every trip. With a 97% customer satisfaction rating, Trafalgar has won more awards than any other guided travel company.

Let Trafalgar take care of all the planning. They choose exactly the right quality hotels, activities and transportation for your next memorable trip which means you can spend your time enjoying a vacation that is hassle free. You'll enjoy VIP entry at major landmarks (no waiting in line), and they take care of hotel check-in, gratuities and luggage portage as well.

Families are most welcome on these tours. Yes, children age 5 and up are welcome to experience the world with you. Let someone else do the driving and spend some quality time with your family. Solo traveler? No problem. Trafalgar has you covered as well. You will enjoy savings of 50-100% discount on their standard single supplements and selected trip departures.

At the end of the day don't simply look for the lowest price. I highly recommend Trafalgar due to the **value** it provides clients, the ease of sightseeing, centrally located hotels, included meals and the extensive trip planning and details on all **Insider Experiences**. All are designed to ensure you see the world from a different perspective. You'll meet people, hear their stories, and enjoy their food, wine and culture in a way that brings every destination to life. Trafalgar takes you to places and provides you with memories you wouldn't be able to experience on your own, or with any other travel provider.

*Bio:*  
Scott Waldron, CTM, is the founder and Personal Experience Specialist at Gravitate Travel, a Leaside-area custom travel agency specializing in Adventure, Luxury, Family and Corporate Travel. Gravitate clients enjoy personalized service and many exclusive supplier benefits; Scott is always happy to make house calls and meet at your convenience.

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TICO # 50021282 | PROUD MEMBER OF THE TRAVEL AGENT NEXT DOOR  
TTAND Head Office - 55 York Street #803 Toronto, ON M5J 1R7 Canada  
416-367-8264 x 2623

