

Concordia University
Ryan Middendorf

January 2, 2020

Dear Ryan,

We are excited about the opportunity to work with you and your group!

Our goal is to provide your group with a premier soccer travel experience that exceeds your expectations and creates memories for your participants that will last a lifetime!

Please find enclosed your International Tour proposal.

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Should you have questions regarding any part of the enclosed information, call Mike Stebbins or myself at (800) 724-6076. We can arrange a group conference or Skype call with your group to discuss the tour and this proposal.

Yours in Soccer,

Loek van Zijl
President Premier International Tours

About Premier International Tours

- A+ rating with the Better Business Bureau (BBB).
- BBB Torch Award recipient. The Torch Award is the most prestigious award the BBB can present to a business. Being a recipient indicates that the business not only believes in the high standards promoted by the BBB, but also consistently acts on them and continuously integrates them into daily practices.
- Preferred International Travel Partner of US Youth Soccer.
- International Tour Partner of US Club Soccer and organizer of the US Club Soccer id2 National Selection international tours.
- Official Partner of United Soccer Coaches.
- NIKE partner since 1994.
- Our staff has 60+ years of experience in organizing international tours for groups.



Benefits your group will receive traveling with Premier International Tours

- A minimum of one free trip. For every 19 paying travelers you will receive one free trip (free trips do not include supplements for double or single rooms in hotels if applicable).
- **A free trip** for your coach, or a representative from your group, **to Barcelona, Spain late January–early February of 2021 if you book your 2021 team tour by April 1, 2020.** This trip will include a visit to an FC Barcelona game, a visit to FC Barcelona's training facilities to watch youth teams train and play, a tour of the Nou Camp, a session with youth coaches from Espanyol and sightseeing in Barcelona! Please [click here](#) for our 2019 Barcelona coaches tour report and pictures.
- Free NIKE Soccer T-Shirts for every person who travels with your group.
- We will assist in managing all payments. We accept credit card payments as well as checks. Before your group books, we will discuss a payment schedule with you.
- A (bi) monthly payment plan can be arranged so people can spread out the payments.
- We have a special [tour preparation](#) and [fundraising guide](#) available on our website.
- We have a tour operator liability insurance coverage which also protects your participants and their payments.
- Supplemental travel and trip cancellation insurance offered for all travelers.
- We offer help rescheduling flights for people who might want to extend their stay.



International Soccer Tour 2021 Itinerary Concordia University Argentina – Buenos Aires

Travel dates:

March 2021 – Exact dates TBD.

Itinerary:

- Day 1 Departure from Chicago airport.
- Day 2 Arrival Buenos Aires Airport. Transfer to your accommodations. After check in we will provide a guided bus tour of Buenos Aires. Afternoon optional training session with your own coaching staff or coaches from a pro club like Boca Juniors.
- Day 3 Morning walking tour through the Puerto Madero District. Late afternoon or early evening game vs. a local team – see “Sport program options” section below for options.
- Day 4 Boca Juniors Day. Start in the morning by watching a training session of the first team with a possible introduction from a player from the first team or “Boca Legend”. After this, tour the stadium La Bombonera (the Chocolate Box), the club museum and locker room followed by lunch at the Academy complex and then a training session with a Boca Academy coach. Time permitting, tour La Boca, the city’s historical Little Italy where El Caminito, a historical pedestrian zone is located. Evening optional tango show.
- Day 5 Morning walking tour to Calle Florida and La Galleria Pacafico: shopping at Calle Florida with live performing artists in the streets and at Galerías Pacifico artistic Mall. Evening game vs. a local team.
- Day 6 Afternoon optional training session with your own coaching staff or coaches from a pro club like Boca Juniors. Day Gauchos Tour. The traditional Gauchos and the Chinas will welcome us in their traditional costumes and we will visit the old Casco de La Estancia including BBQ, folk music, dance, rodeos, horse race and sortijas race.
- Day 7 Walking tour to the beautiful Recoleta Neighborhood, known for its squares, parks, cafés, galleries and Recoleta cemetery where the famous Evita is buried, and/or, spend a day in Buenos Aires to explore the city, do your shopping and visit San Telmo and Palermo Neighborhood. These are cool, colonial districts with beautiful antique fair markets, cafes, shops, etc. Evening game vs. a local team.
- Day 8 Morning available to do your final shopping. Afternoon transfer to Buenos Aires Airport. Return flight.
- Day 9 Arrival Chicago airport.

*The above itinerary is a provisional/suggested itinerary and can/will change depending on your group’s specific wishes, the final game schedule for your team(s) and any pro game visit(s) incorporated for your group. Sightseeing admission fees are not included in the prices but can be added and pre-booked based on your group’s specific wishes. Consult us for more information.

Price per person*:

45-49 people traveling - \$2,528.00
40-44 people traveling - \$2,556.00
35-39 people traveling - \$2,583.00
30-34 people traveling - \$2,611.00
20-29 people traveling - \$2,666.00

* Prices are based on contracted airline fares for 2020. We will know more about fares for 2021 approx. 11 months prior to departure date, when airlines publish flights, and can confirm pricing then.



Mid Mo



Plaza de Mayo



Ithaca College



Buenos Aires Bridge

Price inclusions:

- Round trip airfare, including airport taxes and fuel surcharges. Prices are always subject to availability of flights and fares at time of booking.
- Accommodations and meals as specified in this proposal – see below.
- Ground transportation – see below.
- Costs for arranging the sport program – see below.
- Services of a local tour assistant – see below.
- 1 free trip for every 19 paying participants.

Sport program included:

We will arrange 3 games. After the games meals/snacks with opposition will be provided. We will also include a Nike Boca Juniors Day which includes a training session with a coach from Boca Juniors and a tour of the Boca Juniors stadium – see itinerary above for more details.

Accommodation and meals included:

Three-star hotel accommodation - daily breakfast and dinner is included.
The hotel is centrally located in Buenos Aires, an 8-minute walk from the grand Teatro Colón
The hotel offers rooms for 2-3 people with private bathroom, free Wi-Fi, cable TV and minibar.
The hotel offers its own restaurant as well as business center and gym.

Ground transportation included:

We have included all mentioned transportation as well as airport transfers.

Local guide services included:

A local tour assistant will be assigned to be exclusively with your group full time each day during your stay in each destination to provide you with any assistance when necessary, and help plan or amend your daily schedule as needed.

Options available (not included in prices)

Sport program and excursion options:

- A visit to a pro soccer game. Admission fee not included. Please calculate between US\$65.00 and US\$110.00 per person depending on the game. Some so called premium games might be more expensive.
- Training session with own coaches - US\$45.00 per person including transportation to and from the fields.
- Training session with Argentinean coaches - US\$55.00 per person including transportation to and from the fields.
- We offer community service options as well:
 - 1) A soccer clinic with underprivileged children and/or 2) work at a soup kitchen - US\$20.00 per person per option which covers the transportation costs to and from the community service locations.
- Tango Show - US\$120.00 per person including dinner, wine, tango class and the show.
- Gauchos Tour - US\$70.00 per person including food and transportation.

Travel insurance option:

Accident, illness and trip cancellation/interruption insurance – more information will be sent to you after booking. Approx. costs for trip insurance is \$67.00 - \$195.00+ depending on the age of the participant and the trip price.

Not included in prices:

- Beverages (soda) with meals.
- Gratuities for representatives and bus drivers.
- Admission fees to attractions.
- Single rooms in hotels. Single rooms are available at a supplement of \$40.00 per person per night on top of the double room supplements outlined in the accommodation description.

Touristic information Buenos Aires

Buenos Aires is the capital and most populous city of Argentina. The city is located on the western shore of the estuary of the Río de la Plata, on the South American continent's southeastern coast. Buenos Aires is a top tourist destination, and is known for its preserved Spanish/European-style architecture and rich cultural life – it is known as the “Paris of South America”. Buenos Aires held the 1st Pan American Games in 1951 as well as hosting two venues in the 1978 FIFA World Cup. Buenos Aires will host the 2018 Summer Youth Olympics and the 2018 G20 summit. The tango is the national dance of Argentina which originated in the 1880s along the River Plate, the natural border between Argentina and Uruguay, and soon spread to the rest of the world.

Puerto Madero: When visitors want to take an evening stroll, many head to Puerto Madero, where dazzling city lights illuminate the port that once served as a major destination for European trade. During the day, this area rests as a quiet business hub, but by night, this little neighborhood bursts with energy. Trendy porteños flock to the neighborhood steak and seafood restaurants and tango at festive dance clubs. Standout spots include Rojo Tango and Asia de Cuba, which are both for their sultry dancing and festive décor.

La Boca: This fashionable neighborhood located in southern Buenos Aires brims with trendy boutiques and art galleries. Once a gritty shipyard bustling with European immigrants, this now vibrant port houses local artists, soccer fans, and middle-class workers alike. Its name—which translates to "The Mouth"—is derived from its distinct location near the Río de la Plata (the estuary formed by the meeting of the Uruguay and Paraná rivers). Make your way to Vuelta de Rocha's triangular plaza and you'll come upon the start of colorful Caminito, a popular pedestrian sidewalk flanked by bright murals and shimmering metal houses. Here, you'll also find the taxicab-yellow stadium of Argentina's most popular soccer team, Boca Juniors, along with lively cafés, bars, and casual tango institutions.

Recoleta Cemetery: This beloved cemetery—located in the ritzy Recoleta neighborhood—is the resting place of many notable political figures and elites in Argentine history. You'll probably recall Madonna belting out Tim Rice's lyrics "Don't Cry for me Argentina" in her rendition as Eva "Evita" Perón in the 1978 musical, Evita. But what you may not remember is Eva Perón's role as the outspoken and influential first Lady of Argentina in 1946, nor her untimely death at age 33 from cancer. As you stroll through the cemetery, you'll not only catch a glimpse of Ms. Perón's ornate resting place, but also discover a wide array of art nouveau, art deco, and modernist mausoleums. Another highlight is the towering Círculo Militar, a black structure imported from Paris that features stunning white marble angels. One TripAdvisor user comments, “It is a necropolis full of architectural art. A visit to the city wouldn't be complete without this.”

How to book and payment conditions:

1. Contact us with any questions, concerns, or changes to the itinerary/tour proposal.
2. Share and discuss the tour proposal with your group and set a date to get commitments for the tour.
3. Set a date to collect deposits to commit to the tour. We require a non-refundable US\$ 200.00 deposit per person to book the tour – see below for more information about payments.
4. Once you have deposits and are ready to book the tour, fill out the Booking Form (document sent in the same e-mail as this proposal) and send it back to us along with the group's deposit (see below for more information about payments and this information is also included on your group's website page).
5. We will have a page on our website specifically for your group with your group's tour information, our General Conditions, payment information, fundraising, deadlines, a tour preparation guide and more. This website link has been e-mailed to your coach/team manager to share with the group.

Additional information about payments:

Your group can make (bi) monthly payment installments to pay for the tour. The payment installments will be discussed between Premier International Tours and the group leader to ensure that the installments will work for all participants and overseas partners involved in the tour.

The deposit and installments can be made by credit card or by check. We will make a customized credit card authorization form for your group (will be sent to the coach/team manager) which would then need to be filled out by your group participants and sent back to us. We will keep this form on file for each installment. If participants decide that they will make payments by check, the checks will need to be sent in the mail a week before the installment is due to ensure that the payment is made on time. Include participant name(s) and group name on check. More information about payments can be found on your group's tour website page on our website.

Complete the Booking Form and
send it in
via mail, fax, or email.

Make the deposit of \$200.00
per person

Confirm list of participants

Testimonials

"Our recent European trips with Premier International Tours were first class from start to finish. The quality of opponents, accommodations and overall organization was professional and handled with great care. The staff completely understood the level of play and the scheduling required to meet the demands of the competition."

Gerry McKeown - Director and Coach - US Club Soccer National id2 program



"International competition is one of the great soccer experiences for any team. Using the services of Premier International Tours ensures both you and your players will have a memorable and problem-free journey."

Lynn Berling-Manuel – Chief Executive Officer of the United Soccer Coaches (Formerly NSCAA)



"I have been working with Premier International Tours since the mid 90's. Together we have organized tournaments, camps as well as international soccer travel for our teams and coaches to countries such as Spain, Italy, Sweden, Aruba, the Netherlands and Denmark. When I think about Premier International Tours the following words come to my mind: very organized, reliable and trustworthy."

Hassan Nazari, President – Dallas Texans



"In 1984 our Club took the first team on an international tour. Ever since 1984 we have been taking teams abroad. All these tours were organized by Loek van Zijl/Premier International Tours. I don't think there will be many partnerships in Sport that last more than 30+ years. Every year our tour is organized in a professional way and all our travelers always come back with Soccer and Cultural memories that last a lifetime. We can sincerely recommend Premier International Tours."

David Richardson, President/Technical Director – Sockers FC Chicago



Check our **"Testimonials" page** on our website for testimonials and references from other groups that have traveled, and check our **Facebook page** and **website news section** to see reports of many of the groups that have traveled with us.

Contact Us – (800) 724-6076

Loek van Zijl - President/Founder

Loek@premierinternationaltours.com



Loek is the CEO and President of Premier International Tours USA and works in the main office in Colorado. In his 35+ years with Premier International Tours, formerly known as Euro-Sporting, Loek has provided invaluable help to countless American clubs and teams as they travelled overseas. Loek is also a former soccer player, with 20 years' experience as a goalkeeper, and an ardent fan of the European game as well as American Football. In his time off he loves hiking, fishing and is a huge Denver Broncos fan.

Mike Stebbins - Sales and Marketing

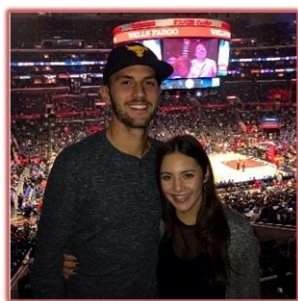
Mike@premierinternationaltours.com



Mike has been with Premier International Tours for over the last 20 years and his experience has given him deep insight into the needs and goals of teams planning to travel overseas. When not playing sports, watching sports or traveling for sports, Mike enjoys working out, trying different world delicacies and spending time with friends and family. Mike's favorite international destinations he's visited include Barcelona, Paris, Amsterdam, Venice, Lisbon and Prague.

Eric Voelz – Sales and Tour Administration

Eric@premierinternationaltours.com



Eric joined Premier International Tours after previous stops at UCLA, Arizona State, and Eastern Michigan where he had the opportunity to work with prominent names in NCAA Basketball and Soccer. Before he started working in the field of Athletics, he excelled at both Basketball and Soccer at Riverview High School where he was named All-Area and All- State (respectively). From there, he went on to play Basketball at Adrian College.

Other team members:

- Geoffrey – Media Relations and Web Design
- Joanne – Finance Office
- Meghan – Finance Office