

How to Compare Quotes

We appreciate that it can be confusing when comparing quotes and tour operators. It's easy to assume that the lowest price offers the best value for money, but that isn't necessarily the case.

Below are some hints and tips on what to look out for:

| | OTHER OPERATORS | WITH HALSBURY |
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| What après ski activities have been included? | Don't make the mistake of assuming all the activities mentioned in the itinerary are included in the price. | Your Ski Specialist won't usually include all activities at this stage, as plans tend to change later in the trip planning process. When advertising the trip in school, you may want to add on £10+ to the price to allow for activities to be confirmed at a later date. |
| Are UK coach transfers included? | If you require UK transfers to and from the airport, have these been included? | UK transfers aren't included as standard on flight tours as groups often prefer to use their own means of transport or ask parents/guardians to drive if flying from a local airport. However, we can certainly provide this if required. |
| Has an inspection visit been included? | Inspection visits are great for helping you to complete risk assessments and/or giving you ideas on which resort or hotel to choose for your next trip. Some operators add this on as an additional cost, so be sure to check your quote details. | We offer free inspection visits to all our party leaders. You can choose from: - A group inspection visit where you'll join other teachers and ski several resorts and visit several hotels. - Or an individual inspection visit where you'll ski the resort and stay in the hotel your group is travelling to. |
| How many days/hours of ski tuition have been included? | Check to see if the number of days skiing/hours of lessons is clearly stated on the quote. | We usually base our quotes on 6 days' skiing and 4 hours of lessons per day. However, if a group leader has a strict budget, we may advise 5 days' skiing to make the trip more affordable. We always ensure, however, that this is clearly stated on the quote. |
| Has a rep been included? | Reps are key to ensuring your trip runs smoothly and makes the trip a lot more enjoyable for you and the other teachers accompanying your group. So be sure to check a rep is included in the quote. | Reps are included as standard in all Halsbury Ski quotes and are linguists where possible. Groups often get in contact after the trip, to tell us how the rep really became a part of the group and made it so much more enjoyable for teachers and students. |
| What free place ratio is the quote based on? | Check carefully how many free places are included in your quote. Some are less generous than others. | At Halsbury, for example, we quote: By coach By air 40 pax. + 5 free 40 pax. + 4 free 43 pax. + 6 free |

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| <p>Do they offer a snow guarantee?</p> | <p>Be sure to check whether they offer a snow guarantee.</p> <p>Unfortunately, we've been contacted on several occasions by groups who have been let down by their operator and had their trip cancelled due to resort closure.</p> | <p>At Halsbury, in the event of a resort closure, our winter snowsports insurance policy covers the provision of transport to an alternative resort, ensuring you and your group aren't left disappointed. See our insurance policy for full details.</p> |
| <p>Are the resorts and accommodation options comparable?</p> | <p>As you'll be aware, the price of your trip very much varies depending on the resort and accommodation you choose. Consider which best suits your requirements - does one offer a larger resort with better facilities, for example?</p> | <p>We offer a lot of different resort and accommodation options and we always recommend a resort that we feel best suits your requirements and budget.</p> |
| <p>Are they fully accredited?</p> | <p>The most important thing to look for in a tour operator is whether they have the necessary accreditations and bonds to ensure you and your group are in safe hands and you're financially protected.</p> | <p>Halsbury is a member of ABTA, who are an association dedicated to raising standards of quality, safety and service.</p> <p>All of our air tours are also ATOL protected, providing you with financial security.</p> |
| <p>Are they specialists in school travel?</p> | <p>Some 'mainstream' travel companies will arrange a school ski trip, however, a specialist school tour operator will be aware of the needs of school groups and so will be able to advise you on the suitability of the resort, hotels, transport options and après-ski activities.</p> | <p>At Halsbury we were founded by former teachers and we hold the following specialist accreditations:</p> <p>School Travel Forum - members of the STF are recognised for providing the highest quality experiences and health and safety systems.</p> <p>Learning Outside the Classroom Quality Badge - a benchmark that identifies organisations providing quality services that fulfil the requirements of a quality LOTC provider.</p> |
| <p>Do they operate a loyalty scheme?</p> | <p>If you're planning to make this a yearly or bi annual trip, you may want to check what loyalty incentives are offered.</p> | <p>At Halsbury we operate a scheme whereby you earn points for every trip you travel on with us.</p> <p>These points can then be used as a discount on your next trip, or to enhance your trip with extras such as tour hoodies or an extra free staff place!</p> |

The key thing to remember when comparing quotes? Are you comparing like-for-like?

Be wary of operators offering very cheap deals as they may be offering a very basic package. This could mean you either get stung with significant additional costs after you've booked or you could be stuck with a tour that doesn't live up to your expectations.

Finally, don't forget, Halsbury will match any like-for-like quote!