

# 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
What board basis is the quote based on?	<p>Remember to check what board basis you have been quoted on.</p> <p>A quote may seem cheaper because they've quoted on B&amp;B only.</p>	<p>We usually quote on a half-board basis, but as we tailor the quote to meet your requirements, if you want a different board basis, you just need to let us know!</p> <p>Think about whether you want the convenience of having pre-arranged meals or if you'd prefer some flexibility.</p>
What visits/ activities have been included?	<p>Don't make the mistake of assuming all the activities mentioned in the itinerary are included in the price.</p>	<p>Your Tour Adviser won't usually include all activities at this stage apart from key visits, such as Auschwitz or Disney.</p> <p>This is because plans tend to change later in the trip planning process. However, we do normally indicate the cost of the other activities mentioned in the sample itinerary in the destination guide which will be linked to from your quote.</p> <p>When advertising the trip in school, we advise that you add on £10+ to the price to allow for activities to be confirmed at a later date.</p>
Are UK coach transfers included?	<p>If you require UK transfers to and from the airport, have these been included?</p>	<p>UK transfers aren't included as standard on flight tours as most groups 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.</p>
Do they offer inspection visits?	<p>Not all companies offer inspection visits and may add this on as an extra charge after you've booked.</p>	<p>All Halsbury group leaders booking a trip of 2 nights+ for 20+ paying passengers are offered 2 nights B&amp;B accommodation in a twin room in the destination they are travelling to.</p> <p>This will allow you to conduct any necessary risk assessments.</p>

<p><b>Are they fully accredited?</b></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><b>Are they specialists in school travel?</b></p>	<p>Some 'mainstream' travel companies will arrange a school 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 hotels, transport options and activities to help you achieve your learning objectives.</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><b>Do they operate a loyalty scheme?</b></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!**