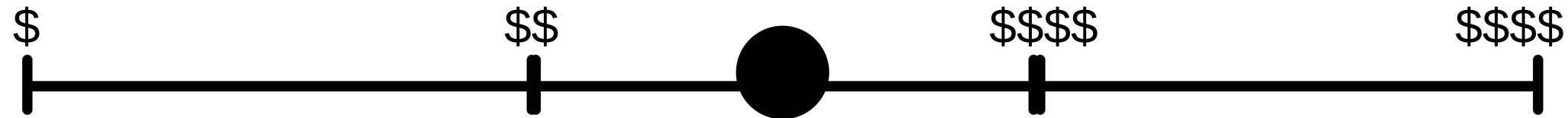


PRICING CONSIDERATIONS FOR TRAVEL PROGRAMS

© PHILANTHROPY WITHOUT BORDERS

PHILANTHROPIC TRAVEL INDUSTRY RATES

WHERE DOES YOUR TRIP FALL IN THE FIELD OF PHILANTHROPIC TRAVEL?



How much does your donor know about donor travel?

Have they been on trips like this before?

COUNTRY-SPECIFIC INDUSTRY RATES

HOW DOES YOUR TRIP COMPARE TO OTHER TRAVEL PACKAGES IN THAT COUNTRY?



What is the donor's travel style?
When they think of the destination, what comes to mind?

DONOR'S PERCEPTION OF VALUE

BASED ON WHAT YOU'VE CHARGED IN THE PAST, OR ON OTHER OFFERINGS PRESENTED TO THE DONOR, HOW WILL THEY VIEW YOUR TRIP PRICE?



What is the appeal of the destination?
Is it easy or hard to access?
What are you offering that travelers can't find on their own?