



Basic Travel is a travel agency founded in 1990, with its main establishment situated in the Netherlands. Our regular customers know that the houses rented by us are the basis for a successful holiday. We have published a full color catalogue for many years and have launched our website in 1998, which was an immediate success. The site operates in five languages, thus enabling us to reach a large clientele. If you decide to work together with us, you will join an ambitious customer-friendly company with a growing number of customers (particularly through the international character of the site) and punctual means of payment.

#### **OUR STRONG POINTS ARE:**

- A fully operational website in five languages (Dutch, German, English, French and Italian) with more space for photos of both the interior and exterior of your house. We continually improve our website so that we can keep offering our clients the very best in the fields of technology, description, presentation and lay out as well as in the field of canvassing for customers (visibility in popular search engines for a number of countries). We will continue to invest both time and money in the ongoing improvement of our website.
- Advertisements in newspapers and magazines, both domestic and foreign, as well as links on many other websites.
- collaboration with domestic and foreign fellow-providers.
- an exceptionally customer friendly service both on the phone and via email; our employees are all proficient in several languages (English, French, German, Italian, Spanish and Dutch).
- a functioning administrative department for the handling of reservations and the receiving and making of payments.

#### **BOOKING SYSTEM**

Basic travel makes use of an online booking system. Visitors search for houses via a map and/or filling out criteria on the website. The system immediately shows the available accommodations.

#### **PAYMENT**

Basic Travel works on a commission basis, i.e. the net price per week is determined by the owner, in consultation with Basic Travel. In general a seasonal division is made: high season: July and August (in mountain areas Christmas/New Year and the breaks in February as well); midseason: June and September; pre-season: the rest of the year. In consultation with Basic Travel, other seasonal divisions can also be determined upon.

If applicable, additional costs (electricity, heating, and cleaning costs, etc.) are also taken into account in the assessment of the house.

After agreement on the price is reached, Basic Travel estimates a percentage to determine the rent that will eventually appear on the website.

**When a period has been reserved, the owner receives the down payment of 25% within one week. The rest of the payment will be made 4 weeks ahead of the client's arrival. This exceptionally punctual method of payment makes us a very trustworthy partner.**

We make it a rule not to accept houses that we consider too expensive and that will most likely not be rented often.

#### **EXCLUSIVITY**

We offer our associates a flexible collaboration. In general, Basic travel requires exclusivity of your house for the rental periods for part of the year. The expiration date of the exclusivity can be set early in the season however. Exclusivity implies that up to the expiration date, your house can be reserved directly through Basic travel, without contacting you for every application. Little changes after expiration of the exclusivity; basic travel starts from the principle free = free. This implies that you, as the owner, are free to accept reservations yourself. Basic travel provides you with a unique password, which enables you to enter the rented period directly on the website. We consider it essential that the visitors of the Basic Travel website always see the latest planning. Our customers are apt to know directly whether the house of choice is available, allowing them to reserve immediately. Only in special cases (area's that are not overly touristy, very large houses, houses that we consider too expensive, but wish to offer nonetheless) Basic Travel does not require exclusivity and the free=free procedure is adopted from the start.

We require exclusivity primarily for these reasons:

- Basis Travel's reach via advertisements and website is a great deal larger than what private renters could ever attain.
- Basic Travel aims to be accessible 24/7 via the website, whereas most owners have limited accessibility.
- Basic Travel wants to be certain that it can rent a number of weeks on end. If an owner rents out his house too often himself, Basic Travel sells hot air.
- The client nowadays expects a quick reply to his application, or otherwise he will move on to a house that is easier to reserve, either from our collection, or from that of our competitors.
- If the client is interested in two houses, one with exclusivity and one without it, we usually rent the former for him.

Other considerable advantages for you, the owner, are: no hassle over payment with a private renter (when a private renter cancels, it is likely that you will lose a large part of the stipulated rent); if troubles arise, Basic Travel steps in to consult for you; you do not have to wait by the phone for reservations yourself; payment in advance by Basic Travel. Basic Travel advertises for you, sends all the documentation, including itinerary, to the client and arranges for travel and cancellation insurances.



The contract is valid for one year and is or is not renewed after mutual agreement. Naturally you can reserve several weeks for yourself, friends and family; these will be blocked in our planning. However, if you reserve many weeks for yourself, or if you reserve a lot of weeks during mid- and high season, the house becomes less advantageous for Basic Travel.

Procedure when you decide to collaborate with Basic Travel. You inform us about the type of house you plan to rent out and send us, if possible, a description of the house, photo's, and an indication of the price. If rental seems advantageous to both parties, an appointment is made to view your accommodation. As a rule, every house in the Basic Travel database is visited by one of our employees, thus enabling us to give our clients a faithful description of the house and its surroundings. Also, we want to be aware of matters that can be truly objectionable to our clients, such as odor or noise pollution, or a view on disturbing objects like roads and factories. Naturally, the price of a house is determined to a large extent by its surroundings, taking into account the average real estate price, tourist attractions in the area, the convenience of the house, the size of the property (house and grounds), the presence or absence of a swimming pool or tennis court. We reserve the right to deny rental through Basic Travel on grounds motivated by us after viewing the house.

After agreement on the prices and other related matters has been reached, a contract is drawn up in duplicate, stating the prices, additional costs, cancellation costs, additional terms, rental periods, and the expiration date of the exclusivity. Under certain circumstances, it is possible to place your accommodation on our website before it has been viewed by one of our employees. However, this is only feasible if you are in possession of a great number of photo's of both the interior and exterior of the house. The appointment for viewing your house will be in the month of may, or before the first clients arrive.

#### **WHAT DOES IT COST?**

In general, Basic Travel does not ask the owner for a contribution towards the costs, but works on commission basis only. All costs for your house concerning printing, promotion and publicity are taken care of by Basic Travel. We describe the arrangement and location of your house on our website with care, adding a description of the tourist towns and attractions in the vicinity of the house. The most attractive pictures are shown next to the description (please take into account that you may have to be responsible for providing those pictures in case of bad weather or maintenance work on the day of the viewing).

#### **WHY ARE WE SEARCHING FOR NEW HOUSES?**

Basic Travel is continuously searching for new houses. This is firstly because we want to enable our clients to choose from a large quantity of quality houses. Secondly, there is always a turnover due to the sale of houses through illness, aging, moving, divorcing and death of owners. Furthermore, no two houses are alike and therefore competition between the houses is rare.

#### **Cancellation**

In case of cancellation by the renter, Basic Travel compensates the following percentages of the rent:  
Up to 28 days ahead of arrival: 25%  
Less that 28 days ahead of arrival: 100%

#### **NEWSLETTERS AND MAILINGS**

Basic Travel tries to keep the partners up to date on a regular basis on the developments by means of a newsletter (per post or email).

#### **AGENTS ABROAD**

Basic Travel has joined forces with several agents in the countries where the houses are on offer. These people view the prospective houses. When they view your house they make a list of all the vital points, take pictures, provide advise on adjustments or improvements if necessary, and draw up the contract. In some cases, acting on their advise will result in the reevaluation of your house in a higher comfort category. Our agent will review your house every odd year to evaluate the state of the building or to check whether promised adjustments have been made.

Basic Travel is currently searching for new agents. If you aspire to this job and have the right credentials (good communication skills; expert in the language of the country where you will view the houses and preferably multilingual; good photography skills; the liberty to be on the road often in some parts of the year; etc), please contact us via [info@basic-travel.com](mailto:info@basic-travel.com). This job can be performed very well in combination with other activities on your side.