

Mates Rates Group Discount

**Book 3 on a tour – receive 5% off each entry fee.
A group of 4 or more on a tour – receive 10% off each entry fee.**

That's up to \$400pp on a \$4000 tour.

'Mates' can be nominated upon booking, or at a later date. This means that you can book your ride today and then go looking for mates to reduce your cost by 5-10%. Ring your friends to see if they are planning to book and see if they want to join you on a wonderful cycling adventure (closes 2 months before the ride for Australian Tours and 3 months for International Tours). **Round up an extra one or two people**, ensuring you still get the maximum discount if somebody in your group needs to cancel their entry.

Over 50% of places on our tours are usually taken by past clients which speaks of the **satisfaction levels** of those on our tours. This means that you can **be confident** in bringing along your mates and you can be sure that they will thank you for doing so. Check out our testimonials page for cyclist comments on our tours. <http://alltrails.com.au/testimonials/>

Word-of-mouth referrals are one of the most important parts of our business and we really appreciate our past clients supporting us by 'spreading the word' about AllTrails tours. **The idea of this incentive** is to re-direct some of our marketing money back to our faithful clients who **'spread the word'** for us and invite their friends along.

Be sure to share the 'Mates Rates' idea with your friends and cycling community and book early to ensure availability on your chosen tour and secure your discount.

Conditions:

Validity: Bookings must be made more than 2 months prior to the tour departure for Australian tours, and 3 months before tour departure for International tours.

Rides: Not applicable on all rides. Only applicable to AllTrails tours that have the 'Mates Rates' logo and PDF posted on the webpage.

Mates, now or later: 'Mates' can be nominated upon booking, or at a later date. This means that you can book your ride today and then go looking for mates to reduce your cost by 5-10%.

Advise: 'Mates' names must be sent in writing to AllTrails either on the entry form or by email immediately upon booking of your tour. Cyclists who originally enter *not* as part of a group, cannot band together later with others who have already entered to become a 'group' to obtain a discount. Please respect the spirit of the offer which is based on word of mouth recruitment & referrals.

Group size: There is no limit to group size (pending availability on the ride).

Cancellation: If a mate in your group cancels their tour this may leave your group ineligible for a certain level of discount, however you are able to replace the cancelled cyclist with another if possible (up to 2 months before the ride for Australian Tours and 3 months for International Tours). We suggest making your group bigger than 3 or 4 to cover the possibility of cyclists cancelling their tour.

Conjunction Discounts: 'Mates Rates' **can** be used in conjunction with 'early bird' prices to gain extra discounts so book early and get searching for mates. Mates Rates **cannot** be used in conjunction with other promotions or discounts.

Extras: The discount is calculated on the entry fee only, whether twin share or single supplement package booked. Optional extras such as pre and post accommodation, jerseys, travel transfers and other incidentals are not applicable to the discount.

