

PASSENGER PROTECTION PLAN QUESTIONNAIRE

Submitted by: _____ Date Submitted: _____
Company: _____ Date Quote Required by: _____

1. Company Name: _____
Name of Contact Person: _____
Title: _____
Address: _____
Phone Number: _____ Fax: _____
2. ARC/IATA Number: _____
3. In Business in the U.S. since: _____
4. Holding Company, if any: _____
Address: _____
5. Does the operator own a Retail Travel Agency? YES NO
Name: _____
Address: _____
6. Profile of Travel Business Sold Annually:
A) Total Gross Receipts per Year _____ %
B) Average Number of Travelers per Reservation _____
C) Average Number of Reservations per Year _____
D) Average Cost of Trip: _____
E) Leisure Travel: _____ % Business Travel: _____ %
F) Wholesale: _____ %
 Direct to Passenger: _____ %
 Thru Retail Travel Agencies: _____ %
G) Travel Destination: Foreign: _____ % Domestic: _____ %
H) Packaged Tours: _____ % FIT: _____ % Escorted Tours: _____ %
7. Please include the following information in addition to this questionnaire:
A) A full set of all current and valid Tour brochures
B) If cancellation penalties differ from penalties published in the brochures, please state below:

8. Package Tour Composition:
A) Land Cost: _____ % Air Cost: _____ % Other (ski tickets) _____ %
B) Maximum Land: \$ _____ Maximum Air Cost: \$ _____
C) Average ADD ON AIR: \$ _____
D) Tour/Cruise Duration:
One week _____ %
Two week _____ %
Three weeks _____ %
Four weeks _____ %
9. Preferred Suppliers (Top 5 most often used)
Airlines: _____
Motor Coaches: _____
Others: _____

10. Passenger Data:

AGE: Over 60 _____% Singles: _____% Citizens of:
Under 18 _____% Couples: _____% U.S.: _____%
Families: _____% Other: _____%

11. Passenger Totals:

Total for Prior Year: _____
Estimated Total for this Year: _____
Estimated Next Year: _____

12. Passenger Distribution per Quarter:

1st _____% 2nd _____% 3rd _____% 4th _____%

13. A) Passengers aboard same flight same day (concentration):

Maximum Number of Passengers per flight? _____

Average Number of Passengers per flight? _____

B) Percent of all trips that use Charter flights or that have a concentration of Passengers on any one flight? _____%

C) Name of Charter Company most often used: _____

14. In order to effectively quote this product, please review the booking and cancellation schedules in the Tour brochures.

A) What percentage of passengers book the trip within the schedule below (days prior to departure)

0-7	8-15	16-22	23-30	31-45	46-60	61-90
_____%	_____%	_____%	_____%	_____%	_____%	_____%

B) Using the cancellation penalty schedule printed in the Tour Brochure – of the passengers who cancel, outline the percentage that cancel within each penalty band, (for example, if there are three cancellation penalty bands; 30-15 days, 14-4 days and 3-0 days prior to departures, of the 8% of the total passengers who cancel – 30% cancel 30-15 days, 60% cancel 14-4 days and 10% cancel 30-0 days prior to departure):

15. Current Travel Insurance Product (if Applicable)

Current Carrier: _____ Since when? _____

How is the current plan sold? _____

- Mandatory for all passengers: _____

- Automatic invoicing on all invoices? _____

- Voluntary plan with individual enrollment forms? _____

- How does account remit premium – collections

Signature: _____ Remit to: MDM Group Associates

12129 Forest St.

Print Name: _____

Thornton, Colorado 80241

Or Fax to: 303.252.1313

Date: _____