**FIRST CONSULTATION EMAIL:**

Hi XXX

Good day and thank you very much for your enquiry received.  My name is XXX and I would love to assist you with your request.  I’ve travelled regularly XXX during the course of the last XXX years and look forward to using my personal experiences and knowledge to provide you with expert advice.

I note you are 2 adults interested in East African travel between dates 09 & 23 October 2011?  **October** is still a great time to travel to East Africa.  The bulk of the famous wildebeest migration reside in the Masai Mara during August - October, with some of the herds spending time in the Northern Serengeti during these months. I will gladly suggest the best lodge options for October travel once I have a better understanding of your travel requirements.

 I can create the perfect tailor-made package for you if preferred but I need you to answer a couple of questions for me first and I need to give you some information to get the ball rolling:

 ·         I see that you have travelled to Africa before - do tell me more please.

·         Are there any specific areas/lodges you would like to visit/include during your travels?

·         Do you prefer to fly between the various national parks or drive - the difference being between a 30 minute flight and a 3-4 hours drive.  A road-based East Africa safari with driver-guide is suitable as long as one can endure the odd long transfer from one location to another including meal stops and toilet breaks.  Flying between areas are far less stressful and physically demanding & you'll save huge amounts of time. On the other hand, remember that some people are usually not used to the bumpy, sometimes cramped flights characteristic of small aircraft.

·         What accommodation options are you accustomed to/do you prefer when travelling - i.e. entry level, midrange or luxury/smaller/exclusive/personalized options?

·         Do you have a specific travel budget in mind (excluding international air costs) that you would like me to work with? Please note that we cater for medium-luxury plus properties in East Africa. The properties we feature range from US$ 350 – US$1,000.00+ per person per night (for the more luxurious and exclusive options)  sharing on a fully inclusive basis. Fully inclusive denotes that accommodation, all meals, game drives, park fees, driver-guide and vehicle are included in the nightly rate. Only extras are flights, drinks, telephone calls and personal purchase

·         Do you require assistance with booking your international flights?

Please let me know if you would prefer to discuss your travel arrangements over the phone?  I can gladly phone you at a convenient time if preferred?

 I look forward to your earliest reply.