



**FC Dynamo Roc**  
Michael Fridman  
1306 Fairway 7  
Macedon, NY 14502

November 27, 2019

Dear Michael,

We are excited about the opportunity to work with you and your group!

Our goal is to provide your group with a premier soccer travel experience that exceeds your expectations and creates memories for your participants that will last a lifetime!

Please find enclosed your International Tour proposal.

**Table Contents**

About Premier International Tours .....	2
International Soccer Tour 2020 Itinerary – Portugal – IberCup Estoril.....	3
Tournament Information IberCup Estoril.....	6
How to book and payment conditions:.....	7
Testimonials .....	8
Contact Us – (800) 724-6076.....	9

Should you have questions regarding any part of the enclosed information, call Mike Stebbins or myself at (800) 724-6076. We can arrange a group conference or Skype call with your group to discuss the tour and this proposal.

Yours in Soccer,

Loek van Zijl  
President Premier International Tours

## About Premier International Tours

- A+ rating with the Better Business Bureau (BBB).
- BBB Torch Award recipient. The Torch Award is the most prestigious award the BBB can present to a business. Being a recipient indicates that the business not only believes in the high standards promoted by the BBB, but also consistently acts on them and continuously integrates them into daily practices.
- Preferred International Travel Partner of US Youth Soccer.
- International Tour Partner of US Club Soccer and organizer of the US Club Soccer id2 National Selection international tours.
- Official Partner of United Soccer Coaches.
- NIKE partner since 1994.
- Our staff has 60+ years of experience in organizing international tours for groups.

## Benefits your group will receive traveling with Premier International Tours

- Free NIKE Soccer T-Shirts for every person who travels with your group.
- We will assist in managing all payments. We accept credit card payments as well as checks. Before your group books, we will discuss a payment schedule with you.
- A (bi) monthly payment plan can be arranged so people can spread out the payments.
- We have a special [tour preparation](#) and [fundraising guide](#) available on our website.
- We have a tour operator liability insurance coverage which also protects your participants and their payments.
- Supplemental travel and trip cancellation insurance offered for all travelers.
- We offer help rescheduling flights for people who might want to extend their stay.



## **International Soccer Tour 2020 Itinerary**

### **FC Dynamo Roc**

### **Portugal – IberCup Estoril**

#### **Travel dates:**

June 28 – July 6, 2020.

#### **Itinerary:**

June 28	Departure from Toronto airport on a direct flight to Lisbon.
June 29	Arrival Lisbon airport. Transfer to your accommodation.
June 30	IberCup and evening opening ceremony.
July 1	IberCup continued.
July 2	IberCup continued.
July 3	IberCup playoff games and evening coaches game.
July 4	IberCup semi-finals and IberCup party at the Tamariz Beach.
July 5	IberCup finals, awards ceremony.
July 6	Transfer to Lisbon airport and return flight to Toronto on a direct flight from Lisbon.



#### **Participant price for team delegation based on the free accommodation package – this price is valid for a group of maximum 20 people (16-17 players and 2-3 coaches/chaperones):**

\$ 1,089.00 per person including the flights (as per group) and accommodation in a school classroom at a school in Estoril.

#### **Participant price for parents/family/supporters**

\$ 1,997.00 per person including the flights (as per group) and accommodation at a 3-star hotel in Estoril, in rooms for 2-3 people.

#### **Price inclusions:**

- Round trip airfare, including airport taxes and fuel surcharges. Prices are subject to availability of flights and fares at time of booking.
- Accommodations and meals as specified in this proposal – see below. Accommodations are subject to availability at time of tour booking.
- Ground transportation – see below.
- Tournament entry fee.
- Services of a local tournament assistant – see below.

**Sport program included:**

**IberCup Estoril:** Participation at the IberCup.

**Accommodation and meals included for team delegation (20 people maximum):**

School accommodation in schools in Estoril (area). Daily breakfast, lunch and dinner included. First meal is evening dinner June 30 and last meal breakfast July 5. Breakfasts will be served in the school and lunches and dinners at the tournament meal center in Estoril. Each team will receive one classroom for its own use. The IberCup will arrange air mattresses for all participants. Participants need to bring their own pillow and sleeping bag. Schools have shared facilities and bathrooms by gender.



**Hotel option team delegation (20 people maximum):**

If these 20 people prefer to stay at a hotel, we can offer a 3-star hotel in Estoril, rooms for 3 and 4 people, at a supplement of \$400.00 per person and stay.

**Hotel accommodation included for parents/families/supporters:**

3-star hotel accommodation in the Estoril or Lisbon area. Daily breakfast included.

- Hotel located close to the tournament fields, approx. 15-20 miles from Lisbon and not far from the beach.
- All rooms have private bathroom, phone, TV and Wi-Fi access.
- Facilities of the hotel include restaurant/cafeteria and lounge area.

**Ground transportation included:**

We have included airport transfers June 29 and July 6. During your stay all your participants will receive a public transportation pass to arrange transfers via public transportation from your accommodation to the fields and back.

**Transportation option:**

We offer the service as well to have a private bus available throughout your stay. The additional costs are \$750.00 per day \* 7 days (June 29-July 5) = \$5,250.00. If you have 30 people traveling, the additional costs per person will be \$5,259.00: 30 = \$175.00 per person total.

**Local guide services included:**

A local tour assistant will be assigned to be exclusively with your group full time each day during your stay in each destination to provide you with any assistance when necessary, and help plan or amend your daily schedule as needed.

**Other options available (not included in prices)**

**Sport program options:**

Visit and tour of a pro team stadium – approx. \$30.00 per person.

**Travel insurance option:**

Accident, illness and trip cancellation/interruption insurance – more information will be sent to you after booking. Approx. costs for trip insurance is \$67.00 - \$195.00+ depending on the age of the participant and the trip price.

**Not included in prices:**

- Beverages (soda) with meals.
- Gratuities for representatives and bus drivers.
- Admission fees to attractions.
- Single rooms in hotels. Single rooms are available at a supplement of \$40.00 per person per night on top of the double room supplements outlined in the accommodation description.

## Tournament Information

### IBER CUP ESTORIL – ESTORIL-LISBON/PORTUGAL

The IberCup is currently one of the most important World Youth Soccer Tournaments in the Planet. Played in many soccer fields and located 15 minutes from Lisbon center and just a couple of minutes from the beach. Some of the IberCup facts: 300+ international youth soccer teams; 7000 participants; 50 different countries.



#### IberCup facts:

- 300+ international youth soccer teams from 50 different countries
- All the playing fields are grass or artificial turf. The fields are located at the following complexes: Oeiras - Tires - Carcavelos - Salesianos do Estoril - Estoril-Praia Stadium - Fontainhas Cascais - Dramatico & Torre - Estadio Universitario
- Famous international soccer clubs like Benfica (Portugal), Porto (Portugal), Sporting (Portugal), Sevilla (Spain), Valencia (Spain), Ferencvaros (Hungary), Liverpool (England), Paris St. Germain (France) and Vasco de Gama (Brazil) Zenit (Russia) have competed.

#### Touristic information:

- Close to Lisbon – visit Lisbon and famous sights like Belém Tower, Jerónimos Monastery, São Jorge Castle and Monument to the Discoveries.
- Visit Sintra, a picturesque Portuguese town that is set amidst the pine covered hills of the Serra de Sintra famous for the medieval Sintra National Palace and several 19th century estates. Sintra and its surrounding mountains (Serra de Sintra) are classified as a UNESCO World Heritage Site.
- Enjoy the beaches along the coast of Lisbon
- Tour the stadiums of pro clubs Benfica and Sporting Lisbon



For more information about the tournament including age groups, rules and regulations and touristic/sightseeing information please visit the tournament website: <http://www.ibercup.com/en/>

### **How to book and payment conditions:**

1. Contact us with any questions, concerns, or changes to the itinerary/tour proposal.
2. Share and discuss the tour proposal with your group and set a date to get commitments for the tour.
3. Set a date to collect deposits to commit to the tour. We require a non-refundable US\$ 200.00 deposit per person to book the tour – see below for more information about payments.
4. Once you have deposits and are ready to book the tour, fill out the Booking Form (document sent in the same e-mail as this proposal) and send it back to us along with the group's deposit (see below for more information about payments and this information is also included on your group's website page).
5. We will have a page on our website specifically for your group with your group's tour information, our General Conditions, payment information, fundraising, deadlines, a tour preparation guide and more. This website link has been e-mailed to your coach/team manager to share with the group.

### **Additional information about payments:**

Your group can make (bi) monthly payment installments to pay for the tour. The payment installments will be discussed between Premier International Tours and the group leader to ensure that the installments will work for all participants and overseas partners involved in the tour.

The deposit and installments can be made by credit card or by check. We will make a customized credit card authorization form for your group (will be sent to the coach/team manager) which would then need to be filled out by your group participants and sent back to us. We will keep this form on file for each installment. If participants decide that they will make payments by check, the checks will need to be sent in the mail a week before the installment is due to ensure that the payment is made on time. Include participant name(s) and group name on check. More information about payments can be found on your group's tour website page on our website.

Complete the Booking Form and  
send it in  
via mail, fax, or email.

Make the deposit of \$200.00  
per person

Confirm list of participants

## Testimonials

"Our recent European trips with Premier International Tours were first class from start to finish. The quality of opponents, accommodations and overall organization was professional and handled with great care. The staff completely understood the level of play and the scheduling required to meet the demands of the competition."

Gerry McKeown - Director and Coach - US Club Soccer National id2 program



"International competition is one of the great soccer experiences for any team. Using the services of Premier International Tours ensures both you and your players will have a memorable and problem-free journey."

Lynn Berling-Manuel – Chief Executive Officer of the United Soccer Coaches (Formerly NSCAA)



"I have been working with Premier International Tours since the mid 90's. Together we have organized tournaments, camps as well as international soccer travel for our teams and coaches to countries such as Spain, Italy, Sweden, Aruba, the Netherlands and Denmark. When I think about Premier International Tours the following words come to my mind: very organized, reliable and trustworthy."

*Hassan Nazari, President – Dallas Texans*



"In 1984 our Club took the first team on an international tour. Ever since 1984 we have been taking teams abroad. All these tours were organized by Loek van Zijl/Premier International Tours. I don't think there will be many partnerships in Sport that last more than 30+ years. Every year our tour is organized in a professional way and all our travelers always come back with Soccer and Cultural memories that last a lifetime. We can sincerely recommend Premier International Tours ."

*David Richardson, President/Technical Director – Sockers FC Chicago*



Check our **"Testimonials" page** on our website for testimonials and references from other groups that have traveled, and check our **Facebook page** and **website news section** to see reports of many of the groups that have traveled with us.



## Contact Us – (800) 724-6076

**Loek van Zijl** - President/Founder

[Loek@premierinternationaltours.com](mailto:Loek@premierinternationaltours.com)



Loek is the CEO and President of Premier International Tours USA and works in the main office in Colorado. In his 35+ years with Premier International Tours, formerly known as Euro-Sporting, Loek has provided invaluable help to countless American clubs and teams as they travelled overseas. Loek is also a former soccer player, with 20 years' experience as a goalkeeper, and an ardent fan of the European game as well as American Football. In his time off he loves hiking, fishing and is a huge Denver Broncos fan.

**Mike Stebbins** - Sales and Marketing

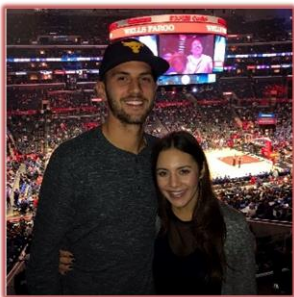
[Mike@premierinternationaltours.com](mailto:Mike@premierinternationaltours.com)



Mike has been with Premier International Tours for over the last 20 years and his experience has given him deep insight into the needs and goals of teams planning to travel overseas. When not playing sports, watching sports or traveling for sports, Mike enjoys working out, trying different world delicacies and spending time with friends and family. Mike's favorite international destinations he's visited include Barcelona, Paris, Amsterdam, Venice, Lisbon and Prague.

**Eric Voelz** – Sales and Tour Administration

[Eric@premierinternationaltours.com](mailto:Eric@premierinternationaltours.com)



Eric joined Premier International Tours after previous stops at UCLA, Arizona State, and Eastern Michigan where he had the opportunity to work with prominent names in NCAA Basketball and Soccer. Before he started working in the field of Athletics, he excelled at both Basketball and Soccer at Riverview High School where he was named All-Area and All- State (respectively). From there, he went on to play Basketball at Adrian College.

### Other team members:

- Geoffrey – Media Relations and Web Design
- Joanne – Finance Office
- Meghan – Finance Office