

*Dear Director of Sales,*

As agents for Starwood Hotels & Resorts, our agency is pleased to offer you an opportunity to "extend" your client's stay at your hotel by participating in our Charleston, S. C. - Charleston Savvy Tour© program.

We will pick up and deliver the clients from your hotel, year round-Monday through Sunday. Minimum number of clients required to operate the tour: 15

Details of the tour program can be obtained by going to [www.charlestonsavvytours.com](http://www.charlestonsavvytours.com). Please feel free to contact us at 843-532-4499 e-mail:- [gem39@bellsouth.net](mailto:gem39@bellsouth.net) for reservation services.

We cordially invite you, your sales staff, and concierge service to join us on any one of our departures to experience a true Charleston Tour.

*Best regards,*

*Gerald E. Mitchell, President  
The GEM Group, Est. 1976  
Charleston Savvy Tours*





## Dear Travel Planner

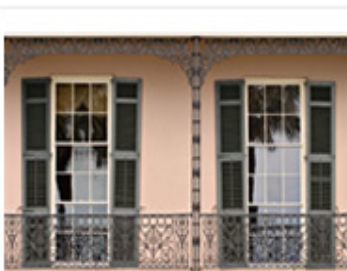
Reward your clients with exciting undiscovered tours of Charleston, South Carolina. Come and explore the culture, spectacular scenery, outstanding wildlife and the exhilarating rhythm of life in Charleston"

**Charleston, Sc**, is often called a "living museum" -- nowhere is this more clearly reflected than in the lovingly preserved houses and commercial buildings still in use today.



**Charleston is like one continuous garden.** Many historic homes are situated with gardens on the side, offering lush glimpses the passerby

**This is a land of history**, the home of Revolutionary statesmen. This is a city of gallantry, glory, folly, and history -- where democracy was nurtured and secession proclaimed.



**The passions** and turbulent economies that made Charleston such a fascinating place 200 years ago are still very much with us today. Only now the canvas is larger, the paintbrush wider. And Charleston's colorful story just gets bolder as the years go by.



## Charleston-Awards & Honors



**Travel+Leisure** ranked Charleston the 8th "Top City in the United States & Canada"

"Charleston, SC named top 10 Art Destination in the USA" -**American Style Magazine**

"Charleston is still an uncrowned, where church steeples remain the highest points. -**Conde Nast Traveler**



"The soul of horse drawn carriages." Mansions dressed up and looking almost bejeweled with their wrought iron terraces and gates. Secret alleys lit by flickering lamps. Charleston may well be the most romantic of cities."-**National Geographic**

Hop aboard the Carolina Belle and cruise by the Civil War's historic Fort Sumter, Sail aboard the Schooner Pride a classic 84' tall ship or enjoy a Classic Carriage Tour through the Old Market Pace and historic Charleston.

Undiscovered  
five star tours

Please call us at 843 532-4499  
e-mail:  
gerry@gem39bellsouth.net

[www.charlestonsavvytours.com](http://www.charlestonsavvytours.com)

CHARLESTON  
SAVVY TOURS ©

### YOUR PERSONALIZED FULL DAY TOUR ITINERARY:

**7:00 am-Good morning!**-Departure schedule at 7:00 am from your hotel. Please meet in the lobby. Coffee and refreshments will be available on your private coach. Your trip to Charleston, SC will take around four hours with a rest stop scheduled en-route.

**11:00 am-Arrival Charleston-** After a brief introduction to the Charleston waterfront, we'll continue on to board our boat for Ft. Sumter- "Box lunch included".



### TRAVEL PLANNER CHOICE OF 3 MEMORABLE CRUISING EXPERIENCES:

#### *Experience # 1*

##### **A Cruise to Fort Sumter,**

We'll depart from Liberty Square in downtown Charleston, after boarding, you will experience a relaxing 30 minute cruise through Charleston's historic harbor out to Fort Sumter.



#### *Experience # 2*

##### **A Historic Boat Tour and Picnic Lunch,**

Why not hop aboard the Carolina Belle and cruise by the Civil War's historic Fort Sumter, Patriot's Point, the Battery, and Saint Michael's Episcopal Church Steeple.



#### *Experience# 3*

**The Schooner Pride,** a 3 mast Sailing Ship with picnic lunch while exploring Charleston Harbor and experience the best in Charleston sailing, sightseeing and attractions on The Schooner Pride, a classic 84' tall ship.



**Cruise to Fort Sumter,** The tour is fully narrated and explains many points of interest and historic significance. You will learn about the major events which led to the outbreak of America's civil war. At Fort Sumter National Park, historians will provide detailed information about Fort Sumter and its pivotal role in the War between the States. There is a museum with fascinating exhibits and a small gift shop for your enjoyment. After one hour at the Fort, you will cruise back to port, enjoying panoramic views of the Atlantic Ocean and Charleston's bustling harbor.

**Special Note: Limited handicap access at the Liberty Square boarding facility only.**



**Historic Boat Tour ,** Fort Sumter, Patriot's Point, the Battery, and Saint Michael's Episcopal Church Steeple. Cruise under the Ravenel Bridge. Locals and guests agree our guided, fully narrated boat tours and harbor cruises are among the best things to do in Charleston, SC.



**The Schooner Pride** a classic 84' tall ship. Join us for our exhilarating daily sails or romantic sunset sails to escape the crowded streets and sweltering heat of downtown Charleston, SC. As we lift our sails the cool breeze will whisk you away to a time care forgot. Relax and sip wine or another cool beverage as we sail from the Aquarium Wharf and continue sailing past the historic Battery, towards Ft. Johnston and Ft. Sumter, where the first shots of the Civil War were fired in 1861.

Our sailing tour takes you past the USS Yorktown, the storied WWII air craft carrier docked at Patriot's Point, and on past Castle Pinckney, Charleston's old waterfront trading area where the walled city first developed.

### YOUR PERSONALIZED FULL DAY TOUR ITINERARY continued:

**The Schooner Pride continued - The Pride** is an 84 foot Tall Ship that sails in Charleston's historic harbor. Each of our sails is its own adventure.

**The Pride** is a three-mast schooner modeled after the old trading schooners that sailed up and down the coast during the great days of sail. With the engine off and the sails full, she quietly glides along as guests enjoy the natural sounds of dolphins, gulls, wind and water, an experience that is both relaxing and romantic.



### Charleston Aquarium Afternoon Visit -

**2:30PM-3:30 PM**, Charleston's most visited attraction features thousands of amazing aquatic animals from river otters and sharks to loggerhead turtles in over 60 exhibits, representing the rich biodiversity of South Carolina from the mountains to the sea.

### Step aboard your private carriage



**3:30 PM - 4:30 PM**, Your private narrated 1 hour Classic Carriage Tour through the Old Market Pace and historic Charleston. When visitors arrive in Charles they will find history and tradition. While aboard your private carriage you'll be able to view stunning architecture and brilliant colors. Cobblestone streets house the history of Charleston. Hear about our family roots dating back to the 1600's as your Charleston carriage tour guides you along the narrow streets of our historic downtown district slowly revealing her mysteries and charms.

**4:30 PM** Join up with your group at Fleet Landing-5 minute walk through the Historic Charleston Market Place.

### Evening Farewell Dinner:

**5:00-6:30 PM**, Fleet Landing Waterfront Restaurant—"The restaurant's "maritime chic interior" recently caught the eye of Food & Wine Magazine which featured Fleet Landing in their trend spotting "Where to Go Next" column." Charleston has a new "come as you are" casual seafood restaurant with a waterfront view that is a distinctive destination unto itself built in 1942 by the US Navy as a debarkation point for sailors.

**6:30 pm-Departure**, Time to bid farewell to Charleston as we travel back to Charlotte. Traveling time to Charlotte: Approximately 4 hours allowing for a brief rest stop.

#### Sample Fleet Landing Menu highlights:

- Pan fried South Carolina lump crab cakes
- Warm baby spinach and fried oyster salad
- Fried green tomato stack with blue crab salad
  - Pimento cheese encrusted ribeye
- Fried oysters with Southern Comfort BBQ sauce

**We look forward to working with you.**

Please call us at 843 532-4499, e-mail: [gerry@gem39bellsouth.net](mailto:gerry@gem39bellsouth.net), [www.charlestonsavvytours.com](http://www.charlestonsavvytours.com)

Tour designed by:

*g.e Mitchell*  
Author, Tour Designer & Lecturer

**YOUR CHARLESTON SAVVY TOUR© PROGRAM INCLUDES:**

**Tour operated** Monday-Saturday year round  
 Deluxe coach limit to: from 15 (min.) to 44 (max.)  
 Not included: Alcoholic beverages and tips to driver and local guides

Payment and names due 45 days prior to tour departure

**The GEM Group-843-53-4499 9 (fax) 843-722-8866**  
**[www.charlestonsavvytours.com](http://www.charlestonsavvytours.com)**

**Complimentary tour services:** The GEM Group provides 1 FREE (complimentary) tour per coach of 25 or more full paying clients.

**VIP Services:** The GEM Group will provide VIP request for Birthday's, anniversaries, retirement, and other outstanding achievement awards



<b>PRICE PER PERSON: \$269.00 INCLUDES;</b>	
Round trip private motor coach transportation	<i>included</i>
Charleston escorted carriage tours	<i>included</i>
Cruise boat or sail boat excursions	<i>included</i>
All admissions	<i>included</i>
All tour narrated by professional guides	<i>included</i>
Picnic lunch	<i>included</i>
Farewell dinner	<i>included</i>
Charleston city taxes	<i>included</i>

**The GEM Group Private Charter motor coaches:**



### Biography

**Gerald E. Mitchell**, president of the GEM group, Ltd. provides an unsurpassed insiders view of the modern day travel industry. Gerald integrates his years as an educator, lecturer, tour operator and author to create a travel experience that few can equal. He possesses a special talent for showing visitors the beauty of the natural and cultural heritage of their destination.

Mitchell has over twenty-five years of experience in the travel-tourism industry. He has served as an adjunct professor at four U.S. universities and lectured on sustainable travel-tourism development for the Organization of American States, Canada, Russia, the Bahamas, and at the nation's military academies at West Point and Annapolis. He has served as a special advisor to the U. S. Naval Command, the U.S. Department of Commerce, and the U.S. Agency for International Development. Mitchell provides strategic planning and training for destination management companies, tour guiding services, international tourism offices and other related travel organizations. Gerald has traveled worldwide promoting tourism in emerging countries. Most recently, in conjunction with USAID, Mitchell conducted an intensive workshop designed to promote and support growth of the competitive and dynamic private sector of Croatia.

The Travel Agents Association of Zambia is working with Mitchell to promote tourism in Zambia with a goal of increasing the nations revenue.

The GEM Group was founded over two decades ago. Its ethos, to provide quality experiences for tourists to international and local destinations. Mitchell is as much at home lecturing on his podium as he is integrating with Inuit tribes in the Arctic where he trained them on how to conduct tours for various expeditions. He has a driving force unmatched by others in his field and his greatest ambition over the years has been to show others the joy of travel and bring about a greater understanding among the peoples of different cultures by embracing their ancient wisdom, their physical and moral strengths. Gerald E Mitchell is truly a citizen of the world.

**Executive Director, Lindsay Malanos-A resident of Charleston, born and raised.**

### **Certified Hospitality and Tourism Educators**

- International Monetary Fund (IMF)
- The Organization of American States, Washington, DC (OAS)
- United States Aid and Development (US Aid)
- Registered #099219607 with Dun and Brad Street (D&B)



### TERMS & CONDITIONS

#### **Terms & Conditions-Effective January 2008**

**Tour cost: \$269.00 per person -15-20 hours (1 day) 7:00 am-10:00pm**

**Deposits and Final Payments:** A deposit of \$500.00 per person is required at the time travel arrangements are requested. The GEM Group, Ltd. must receive final payment of the total price of the tour package. No later than 45 days prior to departure.

**Payment:** Payable to the GEM Group (Company checks, Visa, and MasterCard through PayPal)-Bank of America, Charleston, SC

**Acceptance of and Fees for late Reservations:** Provided that The GEM Group, Ltd. has received full payment for all included services, reservations for travel arrangements will be accepted up to seven days before departure. Fees for late reservations for travel arrangements are not assessed; however, extraordinary expenses incurred in processing such late billing will be charged to Purchaser.

**Cancellation by Traveler or Tour Participants:** After the deposit has been received and the reservation is confirmed, cancellation by Purchaser of the entire tour package is subject to a basic cancellation charge of 10% per traveler or tour participant.

Cancellation within forty-five (45) days of the scheduled departure date is subject to a charge of \$175.00 per group.

Any charges levied by any of the providers of travel services as cancellation charges will be added to the cancellation charges made by The GEM Group, Ltd.

**Itinerary:** The itinerary is the written travel schedule prepared by The GEM Group, Ltd., Charleston Savvy Tours (a division of) listing the scheduled daily activities and itemizing the travel services purchased, including, but not limited to, prepaid meals, and prepaid transportation, including vehicles with a driver, sightseeing tours, sightseeing sailing/cruise vehicles, prepaid entertainment. In the event of a difference between the information contained in the brochure and that contained in the itinerary prepared for and delivered to the Purchaser, the language of the itinerary shall control.

**Tour Vouchers:** Coupons delivered to Purchaser with the itinerary as part of the tour package constitute evidence of prepayment by Purchaser for various travel services. These vouchers may be exchanged on arrival for payment vouchers, representing the same services. The GEM Group, Ltd. is bound by only the terms, conditions, and representations, if any, which are contained on the vouchers it delivers to the Purchaser.

**Tour Package Price:** The price of the tour package includes all of the prepaid travel services represented by the vouchers provided to the Purchaser, together with the charges by The GEM Group, Ltd. Until payment in full is received from the Purchaser, the cost represented by the vouchers are subject to change, without advance notice, due to fluctuations in the tariff, exchange rates, and other charges beyond The GEM Group, Ltd. Control and may result in a change of price to the Purchaser. Price does not include charges for liquor. Purchaser's failure to appear at the time of departure without prior written notice will result in a cancellation charge equal to 100% of the tour price.

**Refunds:** In the absence of exceptional circumstances, no refunds are given for any unused prepaid services included the tour package or any changes made in the itinerary while en route, including, without exception, changes in restaurant selection, sightseeing excursions, and transportation services. Charges included for services provided by The GEM Group, LTD or Agents or Travel Suppliers are not subject to refund.

A request for refund must be accompanied by a statement setting forth the claimed exceptional circumstance, the reason for the change in the itinerary, the change made in the itinerary, the reason for the failure to utilize the service provided, the item for which a refund is provided, the item for which a refund is requested, the unused vouchers, and receipts for the alternative services utilized, if any.



The GEM Group-

30 years of \*Experience \*Service\* Passion

TERMS & CONDITIONS CONT..

**Changes In Itinerary By The Gem Group, Ltd.:** A GEM Group Tour reserves the right to make changes in the suppliers of services included on the itinerary, including changing carriers and substituting restaurants, tour services for those designated in the itinerary, where such are made necessary by circumstances beyond the control of The GEM Group, Ltd.

**Custom Tour Packages:** The custom itinerary is to be reviewed by Purchaser upon receipt for compliance with Purchaser's requests and exceptions and to inform The GEM Group of any changes deemed necessary. Purchaser's failure to request changes from The GEM Group, Ltd. in writing, constitutes Purchaser's representation to The GEM Group, Ltd. that the itinerary meets the Purchaser's expectations and requests.

Payment by Purchaser constitutes absolute confirmation that the itinerary meets traveler's requests and expectations.

Changes in the itinerary by Purchaser: After confirmation of reservation to Purchaser or payment in full has been received by The GEM Group, Ltd., will result in a service charge of \$50.00 for each change requested and may result in a change in the tour price.

**Release:** Group organizer, travelers, and tour participants, individually and jointly, release The GEM Group, Ltd. from any and all liability and responsibility, known or unknown, present or future, for any and all loss, injury to person, damage to property, or accident, or which may be the result of any delay or change of itinerary, or irregularity connected with the tour package purchased, which is beyond its control, including but not limited to, acts of God, transportation problems, fire, machinery or equipment malfunction or failure, government actions, wars, civil disturbance, labor disputes, riots, thefts, sickness, or weather, and which includes all expenses or damages, direct or consequential, claimed or sustained by group organizers, tour participants, or travelers, who waive their individual rights and waive all claims against The GEM Group, Ltd. based on any claim of negligence by any of the suppliers of services included in the tour package. This release is binding upon group organizers, tour participants, travelers, their representatives, heirs, and assigns.

**Important Notice:** The GEM Group, Ltd. reserves the right to cancel a tour prior to its start, in which case, its liability shall be limited to the refund of all monies paid by purchaser. Tour operated by Charleston Savvy Tours a division of the GEM Group

**Contact:** Gerald Mitchell. Director

Email: gem39@bellsouth.net – 843-532-4499 (fax) 843-722-8866



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