



Pandemic Era Program Planning:

Maximizing & Protecting
Your Investments & Resources



Session Presenters



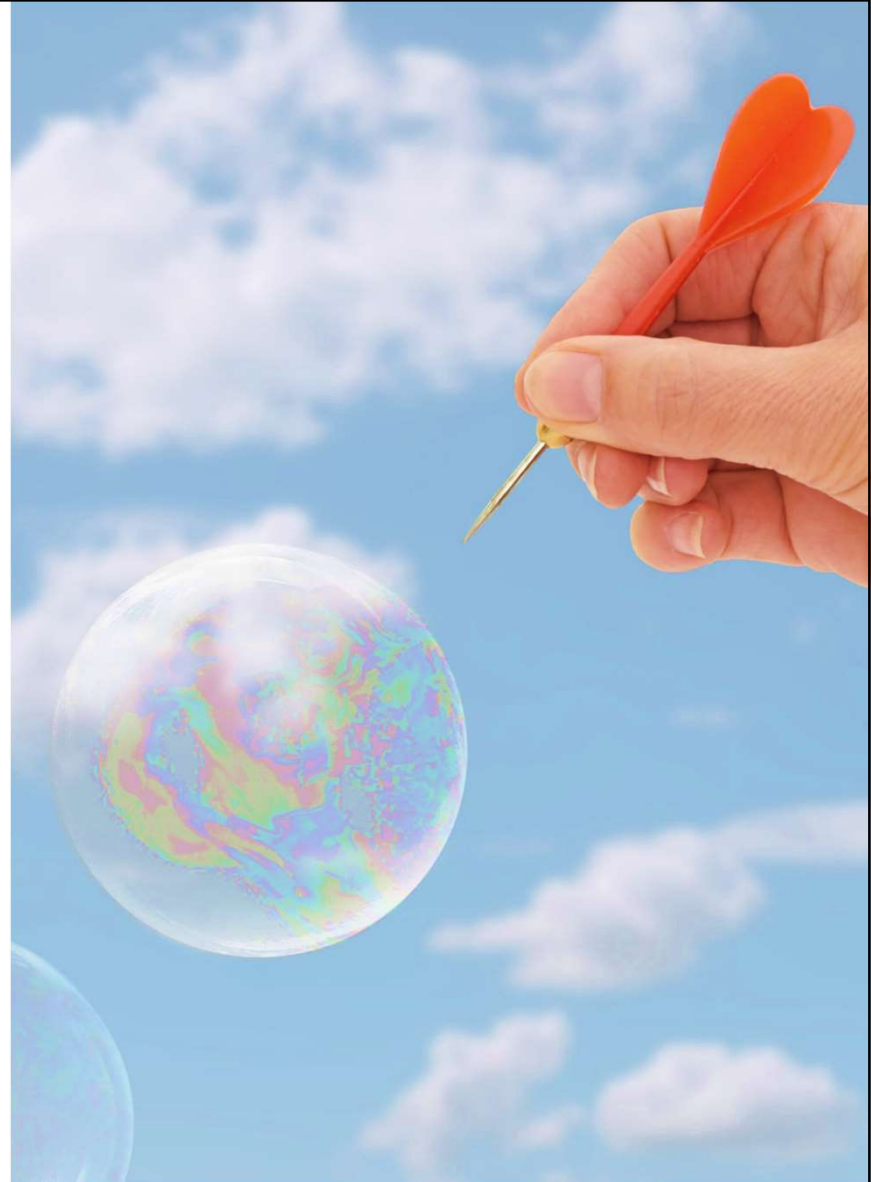
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Overview

- Pandemic Era Planning Trends
- Maximizing Investments
- Destination Snapshot
- Financial Transparency



Pandemic Era Planning Trends

The Landscape

- Supply chain disruption
- Backlog of programs
- Pent-up travel demand
- Hotel capacity constraints
- Limited air options

Negative Impact

- Cost increases (e.g. inflation)
- Significant delays in quoting
- Time-consuming negotiations
 - Fees & penalties
 - Cancellation terms
 - Force Majeure

Maximizing Investments

Consulting With Our Team

- Efficient program development
 - Learn what's most important
 - Address concerns
 - Review and advise budget
 - Discuss recruiting timeline
- Program design enhancements
- Confirm & manage expectations

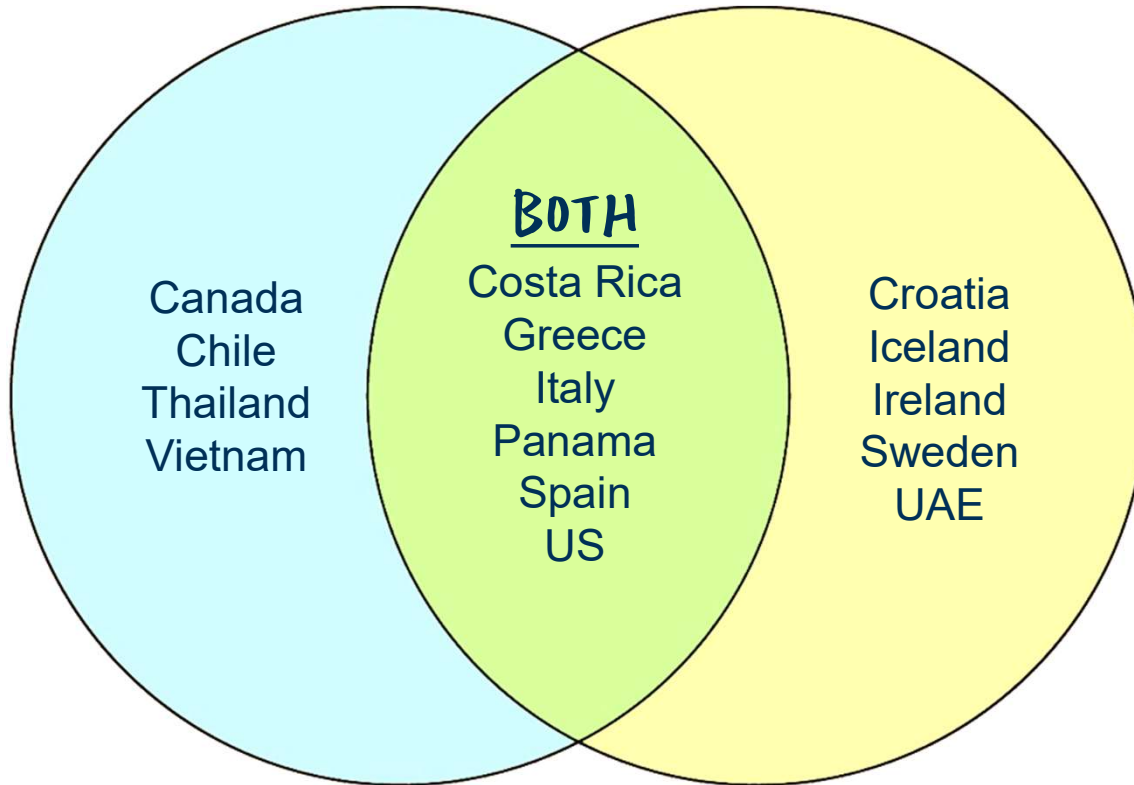
Finding the Win-Win

- Season or date shift
- Alternate destinations
- Program duration vs inclusions
- Hybrid approach

Destination Snapshot



**BUDGET-
FRIENDLY**



**GROUND-
FRIENDLY**

Destination Snapshot

Harsher Cancellation Policies

- France
- Germany
- Denmark
- Sweden
- Portugal
- Canada

Limiting Financial Exposure

- Require Travel Protection Plan
- Opt for hotels over hostels
- Wait to purchase intra-program transportation
- Delay ticketing in group long-haul airfare
- Avoiding non-refundable reservations

Financial Transparency

Financial Liability: Program Timeline

- 100 - 75 days: recruitment pacing updates and program confirmations
- **90 days: 15% cancellation penalty***
- 75 – 60 days: initial deposits (if applicable)
- **60 – 31 days: contracting, supplier payments, 50% cancellation penalty***
- 45 days: 100% payment due
- **<30 days: 100% cancellation penalty**

**excluding university-approved non-refundable expenses*

Open Lines of Communication

- Non-refundable charges: how much and when
- Approval prior to committing university
- Time balancing act: potential consequences to itinerary, substitutions
- Avoid reservations or components with stricter cancellation terms than WorldStrides
- Market volatility (changing constantly)
- Case-by-case: country to country, city to city

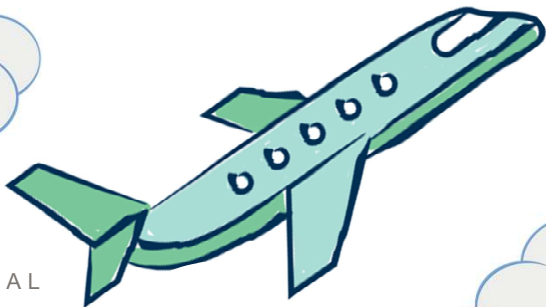
Our Commitment to Restarting Education Abroad

Earn \$1,000 with 'Wheels Up'

- Submit final participant list by roster deadline
- Must be full-service, international program
- Program must depart between Dec. 26, 2021 – July 31, 2022

Other ways to fund your program

- Earn up to \$2,000 with Passport to Travel
 - Recruit students
 - Commit to your program
- \$3,000 scholarships available to students
 - Higher Ed Traveler
 - Diversity & Inclusion
 - Natalie Shea Memorial





Key Takeaways

- Cause & Effect of Current Landscape
 - Longer runway to program planning
 - Reimagining planning process
 - Collaborative and flexible approach
- Protecting Your Investments & Resources
 - Present lower-risk options (single country)
 - Open communication on timeline
 - Understanding financial exposure key dates
 - Try to add-on higher cost components/ reservations closer to departure