

SALES ROUTES TO MARKET

The background is a solid teal color with several distinct patterns. On the left, there is a repeating geometric pattern of interlocking squares. In the center, there is a pattern of vertical, teardrop-shaped motifs. On the right, there is a pattern of hexagons, each containing a small white icon related to sports or fitness. At the bottom, there are patterns of horizontal lines with floral motifs and a repeating geometric pattern of interlocking circles. The text 'SALES ROUTES TO MARKET' is centered in a large, white, sans-serif font.

SUB-AGENTS

Sub-Agent appointments;

- ✓ Sub-agents able to sell direct to market
- ✓ 2 Sub-agent appointments permitted per OTA in defined territories
- ✓ Sub-agents have access to limited marketing assets

REFERRAL AGENT

Referral Agents

- ✗ Not able to sell direct to market
- ✗ Not able to associate themselves directly with RWC. It must always be clear that it is the OTA/ASA who has the RWC association and that it is the OTA/ASA product that is for sale.
- ✓ Can push OTA/ASA adverts to market through their channels
- ✓ Not able to contract with end user, OTA/ASA must contract with the customer

REFERRAL AGENT

Example marketing material

- ✓ OTA/ASA logo (Gullivers) shown alongside RWC logo
- ✓ Clearly shows this is a Gullivers Travel product
- ✓ OTA/ASA contact details must be included
- ✓ Referral agent contact details should not be included
- ✓ Referral agent will pass any enquiries direct to OTA/ASA
- ✓ OTA/ASA will contract direct with customer
- ✓ OTA/ASA will pay a 'referral fee' to agent
- ✓ All material must be fully approved on the Services Site before publication

RUGBY WORLD CUP JAPAN 2019
OFFICIAL TRAVEL AGENT

Gullivers Sport Travel
RUGBY WORLD CUP OFFICIAL TRAVEL AGENT
1992, 1994, 1995, 1999, 2010, 2012, 2015, 2019

RUGBY WORLD CUP 2019
TOUR PACKAGES

TOUR 1A 27 SEPT – 15 OCT
POOL MATCHES | 6 GAMES
16 NIGHTS | 3 STAR HOTELS

FROM \$9,980* pp twin including:

- Australia v Wales | Tokyo Stadium
- Australia v America 2 | Oita Stadium
- France v Tonga | Kumamoto Stadium
- Australia v Georgia | Shizuoka Stadium Ecopa
- England v France | International Stadium Yokohama
- Japan v Scotland | International Stadium Yokohama

ITINERARY HIGHLIGHTS
Tokyo | Shizuoka | Kyoto | Osaka | Oita
Hiroshima | Fukuoka | Kumamoto

TOUR 1A 27 SEPT – 15 OCT
POOL MATCHES | 6 GAMES
16 NIGHTS | 3 STAR HOTELS

FROM \$9,980* pp twin including:

- Australia v Wales | Tokyo Stadium
- Australia v America 2 | Oita Stadium
- France v Tonga | Kumamoto Stadium
- Australia v Georgia | Shizuoka Stadium Ecopa
- England v France | International Stadium Yokohama
- Japan v Scotland | International Stadium Yokohama

ITINERARY HIGHLIGHTS
Tokyo | Shizuoka | Kyoto | Osaka | Oita
Hiroshima | Fukuoka | Kumamoto

TOUR 1A 27 SEPT – 15 OCT
POOL MATCHES | 6 GAMES
16 NIGHTS | 3 STAR HOTELS

FROM \$9,980* pp twin including:

- Australia v Wales | Tokyo Stadium
- Australia v America 2 | Oita Stadium
- France v Tonga | Kumamoto Stadium
- Australia v Georgia | Shizuoka Stadium Ecopa
- England v France | International Stadium Yokohama
- Japan v Scotland | International Stadium Yokohama

ITINERARY HIGHLIGHTS
Tokyo | Shizuoka | Kyoto | Osaka | Oita
Hiroshima | Fukuoka | Kumamoto

For enquiries and reservations please contact:
JAPAN HOLIDAYS

PO Box 1175
Kingscliff, NSW 2487
Call: 02 6674 4188
Email: info@japanholidays.com.au

Gullivers Sport Travel - ABN 30 001 439 683 - Lic No 27A 001 03
TM © Rugby World Cup Limited 2015. All rights reserved.