

CIRCA



TOURS

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Dom Luis Bridge - Porto

Photo by Circa Tours

## *Portugal Trip*

## SAMPLE ROPOSAL

**Name:** Mary Traveler  
**Email Address:** mtraveler@loa.com  
**Telephone:** 931-567-1234

**Number:** 110802A  
**Date:** May 15, 2010

We propose the following program for your trip to Portugal in September 2010.

### HIGHLIGHTS (16 days - 14 nights)

DAY	ACTIVITIES <sup>1</sup>	SEP		NIGHT
1	Leave the U.S.	Mon	12	
2	Arrive in <b>Lisbon</b> . Airport transfer. Explore the city at your leisure	Tue	13	Lisbon
3	Half-day city tour (Jeronimos monastery, Tower of Belem...). At leisure	Wed	14	Lisbon
4	Day tour to Cascais, Ericeira, Mafra convent and Queluz palace (Thu & Sat only)	Thu	15	Lisbon
5	At leisure	Fri	16	Lisbon
6	Day wine tour to Evora and Azeitao (Tue & Sat only)	Sat	17	Lisbon
7	Day tour to Obidos, Batalha, Alcobaca, Nazare and Fatima	Sun	18	Lisbon
8	Day tour to Sintra (Pena Palace), Colares, Cabo da Roca, Guincho, Estoril	Mon	19	Lisbon
9	Train to <b>Coimbra</b> . Afternoon at leisure OR guided walking tour	Tue	20	Coimbra
10	Train to <b>Porto</b> . At leisure	Wed	21	Porto
11	Half-day city tour (Bairro da Se neighborhood and port wine tasting). At leisure	Thu	22	Porto
12	Day tour to <b>Santiago de Compostela</b> (Spain)	Fri	23	Porto
13	Day tour to the Minho region (Guimaraes, Braga, Barcelos)	Sat	24	Porto
14	Day tour to Amarante, Lamego, Pinhao	Sun	25	Porto
15	Train to <b>Lisbon</b> . At leisure	Mon	26	Lisbon
16	Airport transfer. Return to the U.S.	Tue	27	

<sup>1</sup> For details on destinations, see the article we wrote on northern Portugal on our website:  
<http://www.circatours.com/News-Specials-Tours-Cruises/Northern-Portugal.htm>

**All tours are with English-speaking guides.** Unless specified as “private”, all other tours are by motor coach, with different groups of travelers each trip.

**Our program includes** hotel rooms, train tickets, guided tours, and airport transfers (we do not sell airline tickets - local or international). Please note... to provide a formal quotation, we require a certain amount of guided tours (either private or shared with a group) to be included in the hotel and ground transportation package.

**Our trip plans are offered as complete packages.** We can offer options, but we do not itemize the cost of each component of the program (just like buying a car: you can request a sun roof as an option but you don't pay for wheels, brakes and doors separately).

**We do not charge a planning fee** (our expert travel consultations, preliminary planning and the sample itineraries on our website are free). However, we reserve the right to ask for a good-faith deposit before preparing a proposal.



**This is how the booking and payment process works.** Once you have decided to have us book your tour, you pay us for the complete package. Then, we do all the bookings, make all the on-the-ground arrangements and pay each individual provider on your behalf. In other words, you go and have fun and we take care of the details for you.

For additional information on the custom tour process, please refer to the "[Frequent Questions](#)" on our website.

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## ITINERARY

**Day 3: Classic Lisbon.** This half-day classic tour starts with a scenic view of Lisbon and its hills in the distance. Next is a visit to the Belém quarter, with beautiful historical monuments dating back to the 15th century. Brief stop at the famous Belém Tower, a World Heritage site and the point of departure for many Portuguese maritime explorations. View the Monument to the Discoveries (Padrão dos Descobrimentos), built to celebrate the 500th anniversary of the death of Prince Henry the Navigator.

On to visit the church at the **St. Jerome Monastery** (Mosteiro dos Jerónimos), another World Heritage site and a masterpiece of the amazingly ornate "Manueline" style. Then, visit the Coach Museum (Museu dos Coches) displaying one of the biggest collections of carriages in the world. (On Mondays, the monastery and the museum are closed, so these two visits are replaced by a tour of the Ajuda Palace or the "Fundação Medeiros e Almeida"). Following the river you'll arrive at the historic **Alfama District** where you can enjoy a leisurely walk along the ancient narrow streets and a tasting of Port wine. Next, head towards the downtown area (Baixa) to admire the famous squares of Lisbon: Trade Square (Praça do Comércio), the Rossio Square - the heart of the city - and the Restauradores Square. Then, on down the Liberdade Avenue, the "Champs Elysees" of Lisbon, to finish the tour at Pombal Square. Entrance fee to Coach Museum and wine tasting are included.

**Day 4: Cascais, Ericeira, Mafra and Queluz.** On your way north from Lisbon this morning, you'll visit cosmopolitan Cascais and the typical village and beautiful beaches of Ericeira. The high point of this tour is the town of Mafra with its beautiful Baroque convent. The tour ends with a visit of one of the most representative monuments of Portuguese architecture: the Queluz Palace, a lavishly decorated 18<sup>th</sup>-century palace in the Rococo style. Entrances to the Mafra convent, the Queluz Palace, guided tours and lunch in Ericeira are included.

**Day 6: Evora and Azeitao wine tour.** Relax on this easy drive through the rolling hills of Alentejo while enjoying the sight of olive and cork tree groves and lush vineyards along the way. After a 1 ½-hour ride, arrive in the charming and historic town of Evora, a World Heritage site. Evora, located at the heart of Portugal, offers a quaint provincial atmosphere complete with whitewashed houses, a beautiful cathedral, a chapel of bones and even the well-preserved ruins of a Roman temple. End the day with a wine tasting at a wine cellar in Azeitao. Guided visits, lunch in Evora's historical center, and wine tasting are included.

**Day 7: Obidos, Alcobaca, Nazare, Batalha, and Fatima.** Today you will visit some of Portugal's best-known landmarks. You will lose track of time in Obidos, a picture-perfect fortified medieval village with whitewashed houses and narrow streets. You will admire amazing Gothic churches in Alcobaca and Batalha which is famous for the Monastery of Santa Maria da Vitoria. This building, a 14<sup>th</sup>-century masterpiece in the late Gothic and Manueline styles, is considered Portugal's finest architectural achievement. And you will have lunch in Nazare, a typical Portuguese fishing village with a beautiful beach and a delightfully quiet, laid-back atmosphere. The last stop of the tour will be in Fatima, the world-renowned Marian pilgrimage site and sanctuary. Guided visits and lunch are included.

**Day 8: Sintra, Colares, Cabo da Roca, Guincho Beach, Boca Inferno, Cascais and Estoril.** Visit the imposing and sumptuous 19<sup>th</sup>-century Pena Palace and enjoy its flamboyant beauty. Located on top of a craggy hilltop, surrounded by lush green valleys cooled by Atlantic Ocean breezes, this fantasy castle is an amazingly eclectic combination of Gothic, Manueline, Moorish and Renaissance architectural styles - a stunningly colorful and exuberant Romanticist creation. Next, take a leisurely stroll around charming Sintra, where you will have lunch. Leave for Colares (by

tramway when available or by bus) and take in the scenic view from Europe's westernmost point at Cabo da Roca. On the way back to Lisbon, discover the panoramic coast, going by Cascais with its fishing village atmosphere and Estoril with its famous casino and gardens. Entrance fee to and a guided visit of the Pena Palace and lunch are included.

**Day 9:** As the country's third largest city and its former capital, **Coimbra** is home to Portugal's oldest and most prestigious university, dating back to the 13<sup>th</sup> century. The pleasant city center, with its maze of narrow streets overlooking the Mondego River, gives Coimbra a particular charm. Enjoy a visit to an extraordinary masterpiece of the 18th century: the library of Coimbra's University. Also make sure you visit the church of Santa Cruz with its beautiful façade and, on the inside, the Manueline cloister and the tomb of Afonso Henriques, the first king of Portugal.

**Day 11:** Half-day tour of **Porto**. This beautiful city, one of the oldest in Europe, is replete with historical and cultural memories. Enjoy a unique and unforgettable tour through the "Bairro da Sé", the heart of ancient Porto, where you can appreciate the medieval roots and old-world charm of the city. Then visit a wine cellar across the river in Vila Nova de Gaia. Hotel pick-up, guided visits and wine tasting are included.

**Day 12: Santiago Compostela.** This trip takes you into Spain to tour one of the most visited pilgrimage sites in all of Christendom. The famous cathedral was built between the 11th and 13th centuries. The more recent façade, dating back to only 1750, is the highest expression of the Baroque style in Spain. Inside, the main altar displays a statue of St. James and is open to pilgrims who wish to follow the age-old tradition of touching or hugging the statue of the saint. After the visit, you will have time to explore the old town at your leisure. On the way back, you'll stop in Viana do Castelo for a visit of the cathedral and the unique city center. Hotel pick-up and guided visits are included.

**Day 13: The Minho region (Guimaraes, Braga and Barcelos).** Today, there is a lot of history to discover on a unique journey to the Celtic, Roman and medieval Minho region. First Guimaraes, often referred to as the "birthplace of Portugal," is a quaint medieval town with a 12<sup>th</sup>-century castle. Next is Braga with the Bom Jesus pilgrimage site and sanctuary. And, finally, this tour takes you to Barcelos, whose claim to fame is the legendary "Galo de Barcelos," a rooster who miraculously saved the life of a wrongly accused pilgrim (more details on this story when you get to Barcelos). Hotel pick-up, guided visits and lunch are included.

**Day 14:** Day tour to the **stunningly scenic Douro Valley** - the birthplace of port wine - (**Amarante, Lamego and Pinhao**). "Spectacular" hardly seems an adequate description of the scenery along the Douro River. Olive groves and vineyards seem to hang from the steep hillsides, often held in place by stone terraces built centuries ago. In Amarante, by the river, discover the monastery of St. Goncalo. In Lamego you'll visit the shrine of Our Lady of Remedios. Lunch is served while you enjoy the magnificent panorama over the Douro River. Next is a tasting of port wine. On the way back to Porto this afternoon, stop off to visit of the sleepy small town of Pinhao. Hotel pick-up, guided visits, lunch and a wine tasting are included.

**PRICE** (subject to change until final payment, due to exchange rate fluctuations)

\$4,200 per person, double occupancy.

We offer travel insurance through Travel Safe. We highly recommend purchasing insurance to cover your non-refundable trip costs. We also recommend including airfare or other items purchased separately from this program.

## REGISTRATION

Registration documents can be found on our website at the following link:

<http://www.circatours.com/General-Information/Contact-Us.htm>. Or you can go to our home page: [www.circatours.com](http://www.circatours.com), then click on the gray "Contact Us" button in the left column. These documents are:

- Registration form<sup>1</sup>

- Terms and Conditions<sup>1</sup>
- Credit Card Authorization<sup>1</sup>
- Travel Insurance Form<sup>1</sup>
- TravelSafe Insurance Certificate

<sup>1</sup>Print, fill out and sign the 4 documents above. Then fax OR scan/email OR post mail them to us (signature pages only). Do not email credit card information. Instead, fill out the form leaving the credit card number blank. Then call us with the number.

**Please note:** We highly recommend that you purchase travel insurance, but we do not require that you buy it from Circa Tours. If your decision is NOT to take the insurance we offer, please fill out the form showing that you have declined it. The reason for this procedure is to have a record that shows we made you aware of the option.

#### INCLUDED

- 14 nights in upscale/4-star hotels (see list below)
- Tours, visits, excursions and transfers as listed above
- Meals as specified
- Entrance fees as specified
- 2nd class train tickets. Please note: The prices for those tickets are estimated because the train company does not publish their prices more than 60 days out. Adjustments, if needed, will be made at time of booking
- Restaurant suggestions, including a complete list of Michelin-rated establishments
- Rick Steves' travel book on Portugal
- Document shipping (ground delivery; express delivery is available at an additional charge)

#### NOT INCLUDED

- Air transportation (international and local)
- Meals when not specified
- Entrance fees when not specified
- Travel insurance
- Personal expenses (laundry, telephone, etc.)
- Gratuities for driver, tour escort, local guides, etc.
- Any other items not specifically stated above

#### GENERAL CONDITIONS

- No reservations of any kind have been made at this time.
- All items listed in this proposal are subject to availability at time of booking.
- Price is based on the dates shown in the itinerary.

#### PAYMENTS AND CANCELLATION

**Option A:** A 40% non-refundable deposit is due with acceptance of this proposal. Final payment is due no later than 75 days prior to departure and is non-refundable. **Please note...** price is subject to change until final payment is made, due to exchange rate fluctuations

**Option B:** To avoid a price increase caused by exchange rate fluctuations at time of final payment, you may pay the full amount with your acceptance of this proposal.

You may pay by Visa, MasterCard, Discover or American Express. For the tour package, you may also pay by check/ACH (Automated Clearing House)/wire transfer and take a 3% discount. (Contact us for wire instructions.) Payment for travel insurance must be by credit card.

HOTELS (availability is not guaranteed at this time - final selection may vary)

- **Lisbon** - Marques de Pombal \*\*\*\*  
<http://www.hotel-marquesdepombal.pt/>
- **Coimbra** - Quinta das Lagrimas \*\*\*\*  
<http://www.quintadaslagrimas.pt/>
- **Porto** - Pestana Porto \*\*\*\*  
<http://www.pestana.com/hotels/en/hotels/europe/OportoHotels/Porto/Home/>

**Important!** The above hotels showed availability on the date of the original proposal. However, no rooms are being held and no reservations have been made at this time. Similar properties may be substituted if necessary.

**Very important!** Your acceptance of this proposal will indicate that you have reviewed the properties offered above and agree to their selection. Also, please refer to the **Hotel Policy** on our website (click on the gray button "**Frequent Questions**"). Then click on question #13).

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Hello, my name is **Pierre Mainguéné**. I personally handcrafted this itinerary.



I am the co-founder and president of Circa Tours. I was born and raised in Brittany, France so, as a native European, I love everything about the "old country" especially France, Spain and Portugal: the history (and there is lots of it), the arts (same thing), the lifestyle, the cuisine (especially in France, Catalonia and the Basque Country), the wine (everywhere) and the endless diversity of local cultures.

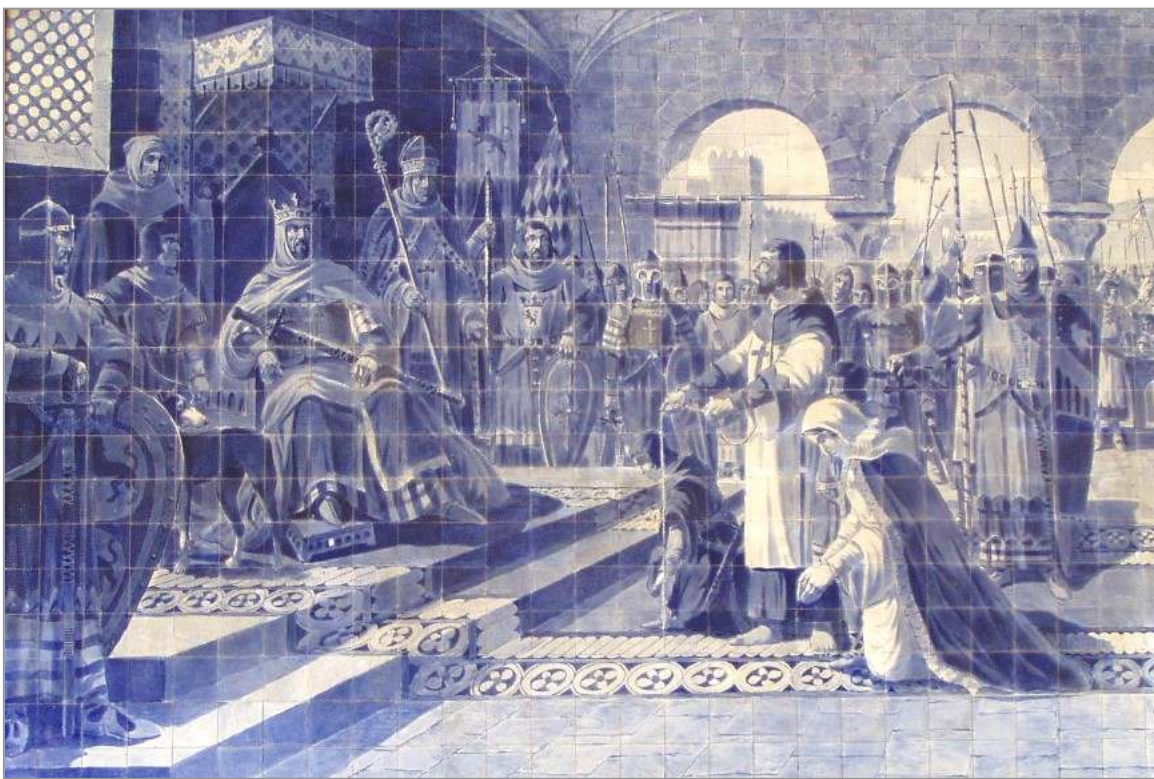
In dozens of trips I have taken to Europe, I have traveled to nearly every corner of those three countries, and I continue my journey of discovery every year. I am a Travel-Institute certified France and Spain Specialist, and I am also recognized by the Tourist Office of Portugal as a certified Portugal Specialist.

My goal is to create the best possible trip for you. I am always ready to listen to your wishes (however creative) and feedback, and I will always enjoy sharing my experiences with you.

That's me, by the way, in front of Maimonides in Cordoba. And, the following are some comments made by a few of our clients:

- "Very well organized and thorough. Excellent customer service both here in the United States during the planning and reservation phase, and on the ground in France. The whole thing was outstanding. I think our guided tours of the Louvre and the Musee d'Orsay were the best two tours." A.B., North Carolina
- "Our trip was one of the most memorable trips I've had. All of the tour guides were absolutely brilliant. They were all very well informed and were able to answer all the different types of questions we had. We've never used tour guides before so this was definitely something new for us. We learned so much more than we would have if we just grabbed a pamphlet and walked around on our own." J.L., New York
- "We enjoyed considerable back and forth in perfecting this itinerary [...]. Circa Tours in the persons of Pierre and Carolyn Mainguéné epitomizes the expert but non insistent, flexible and ever good natured, efficient and focused on delivering, friendly and collegial [...]. For example, instead of declining to recommend restaurants or off-handedly dropping some names with all kinds of caveats, they gave us a red Michelin guide of Spain! Never a hesitation about specific requests. Every query answered fully and immediately. A pleasure! Merci mille fois, Circa Tours!" J.O., Maine

- "The trip was wonderful. Our tour guide was excellent and we had a great day touring around Madrid. [...] The Transcantabrico tour was very nice. [...]. The food was amazing, but TOO much!! The restaurants were top notch and the food delicious, but I gained 5 pounds!! [...] Thank you and Carolyn so much for your help with this trip. My family and I enjoyed it immensely and we will have many fond memories for many years!" E.S., Florida
- "It was not a good trip - it was a GREAT trip! Truly everything was fabulous, ran smoothly, and worked well. The guides were excellent, the itinerary perfect. We enjoyed Spain very much and will ask you for assistance on our next journey to southern Europe!" J.K., California
- "Circa Tours did a good job. They worked very closely with us in putting the program together. We were very pleased with how efficient everything ran. The information we received from Circa Tours was done up very well, which allowed us to just pull the appropriate paperwork and be on our way. The tours were very well done. The guides we had with the local travel providers did a very good job of explaining the areas we toured. Pierre at Circa Tours made sure we saw a bit of everything." D.T. Florida
- "We are all home, safe and sound - very tired, but in a hazy daze of love for France. Thank you and Carolyn SO much for arranging such an amazing trip for all of us. Throughout the trip, my sisters, mom and myself could be heard saying such things as, "THANK YOU, PIERRE" ...or, "thank goodness for Pierre!!!". Thank you and Carolyn for all of you expertise and care in helping us and doing all of the hard work for us! Thank you! Thank you!!!" K.B., Iowa
- More on our website: [www.circatours.com](http://www.circatours.com). Click on the gray button "Client Comments."



Azulejos (ceramic tiles) in a train station - Portugal

Photo by Circa Tours