



Dear Travel Partners,

Greetings from Vietnam!

I am Dent – Founder of Footsteps Indochina Travel. I am delighted to extend my warm greetings from Vietnam. I am writing to personally invite you to come and explore our breathtaking country.

As a leading Tour Operator, Footsteps Indochina Travel has over 10 years of experience in catering to the needs of numerous tourists from various countries.

During Vietnam familiarisation trip, you will witness stunning landscapes and have the opportunity to interact with our friendly locals. Moreover, you will create memories that will last a lifetime by indulging in our local cuisine that is renowned for pleasing all of your senses.

Thank you for considering our services, and we look forward to welcoming you!

Best regards,

**Dent Tran**



## 10 DAYS VERY VIETNAM FAM TRIP

### Travel Dates:

- 19th – 28th September, 2023
- 19th – 28th October, 2023
- 19th – 28th November, 2023
- 19th – 28th December, 2023

### TRIP OVERVIEW

DAYS	ITINERARY	MEALS
Day 1	HANOI ARRIVAL	
Day 2	HANOI CITY TOUR	B
Day 3	DISCOVER NINH BINH: HOA LU - TAM COC	B
Day 4	HANOI - HALONG BAY	B, L, D
Day 5	HALONG BAY - HANOI, FLY TO HOI AN	B, BR

Day 6	TRA QUE VILLAGE & HOI AN WALK-IN TOUR	B, L
Day 7	HOIAN, FLY TO SAIGON & CU CHI TUNNELS	B
Day 8	SAIGON CITY & FOOD TOUR	B, D
Day 9	MEKONG DELTA BEN TRE FULL-DAY TOUR	B, L
Day 10	SAIGON DEPARTURE	B

## DETAILS OF ITINERARY

DAYS	ITINERARY
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**Day 1 HANOI ARRIVAL**

Arrive in Hanoi and transfer to your hotel. The rest of the day is at your leisure. Overnight in Hanoi.



**Day 2 HANOI CITY TOUR (B)**

Begin the morning with a visit to the **Ho Chi Minh Complex** to hear about the man who led Vietnam's campaign for independence from French colonial rule. After dedicating his life to the liberation of his country from foreign rule, Ho Chi Minh died in 1969 and his body was preserved for posterity. Continue to visit the **Temple of Literature**, which was built in homage to the Chinese scholar Confucius. Stop at the University of Vietnam built in 1076 and then the **Hanoi Hilton** prison. After lunch (by own) Enjoy a cyclo ride through the bustling Old Quarter, visit the Lake of the Returned Sword and Ngoc Son Temple. Overnight in Hanoi.



**Day 3 DISCOVER NINH BINH: HOA LU - TAM COC (B)**

Breakfast at hotel. **At 8:00 am.** Guide pick up at the hotel for trip to Hoa Lu, Ninh Binh. Visit the historic capital of Vietnam and the famous ancient **Temples of Le and The Dinh Dynasties**. Then we will transfer to Tam Coc for lunch around at 12:30 pm. After lunch, boat trip to visit **Tam Coc** to see the beauty of the karst formations as you pass along their base and row into one of the many caves carved through the limestone in Tam Coc. Take **1-hr biking** on quiet roads through villages, rice fields, rivers and rocky outcrops in Tam Coc - Bich Dong (around 5 km). Visit **Mua Cave**, the cave brings you one of the best panoramic view of one of the nicest sceneries in Ninh Binh. Drive back to Hanoi and drop off at your hotel around at **18:00**. Overnight in Hanoi.



**Day 4 HANOI - HALONG BAY (B, L, D)**

After breakfast at hotel, transfer to Ha Long Bay, which is about 160 km or 3.5-hour drive away. On the way, you will stop for refreshments, and upon arriving in Halong City, you will take a tender transfer to your junk and set sail through the bay while lunch is served. As you cruise the magical bay, you will notice thousands of sculpted limestone islands rising from the waves like dragons' teeth. Later in the afternoon, you'll visit a fishing village with the opportunity to interact with fishermen who have been

living in the bay for almost three generations. Back on board, you'll enjoy cocktails or a cooking class while watching the sunset, and later you can unwind at a restaurant with a lavish dinner. To end the day, you can enjoy some evening activities such as movie night, board games, or a beauty treatment, before an overnight stay on the cruise in Halong Bay.



**Day 5 HALONG BAY - HANOI, FLY TO HOI AN (B, BR)**

In the morning, refresh your body and mind with a Tai Chi exercise on the sundeck at the break of dawn. Have tea and coffee onboard and continue exploring Ha Long Bay sailing across its 2000 islets and visiting some of its major highlights. Normally, check out at 10:30, have brunch while cruising back to shore. Disembark at 12:00 AM to transfer to Hanoi airport for the flight to Danang. Upon arrival, pick up by guide and transfer to hotel. Overnight in Hoi An.



**Day 6 TRA QUE VILLAGE & HOI AN WALK-IN TOUR (B, L)**

Breakfast at hotel. Then we will take a bike trip to Tra Que Vegetable Village. Here, you will enjoy glasses of herbal tea and take a short tour around the vegetable gardens to see many different kinds of vegetables planted in the gardens. Back inside the local house for 15 minutes foot massage. Continue riding bicycle along village path to see daily activities of local farmers, capture natural view of country

side, riding Buffalo. Cooking class will be taught by professional chef how to make 2 dishes Banh Xeo and Tra Que Spring Rolls. Enjoy Vietnamese Lunch at the vegetable village.

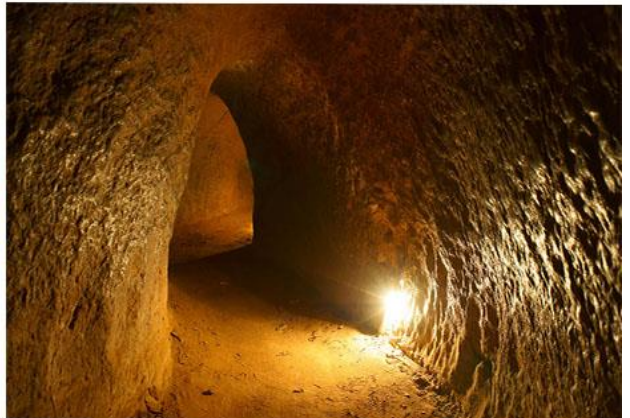
Then back to Hoi An Town for walk-in tour, explore the ancient city of Hoi An which former name's Faifo where there were a lot of Chinese living together with the Japanese and Vietnamese, the highlights will be Japanese Covered Bridge, Phung Hung Ancient Trading House, Phuoc Kien Temple, the Cantonese congregation, silk street in Hoi an, the temples and pagodas of Chinese appearance. Overnight in Hoi An.



**Day 7**

**HOIAN, FLY TO SAIGON & CU CHI TUNNELS (B)**

9:15 guide pick up and transfer to Danang airport for flight to Saigon. 11:55, guide pick up in Saigon, have lunch at local restaurant. Then drive to Cu Chi Tunnels. We then spend time exploring the maze of tunnels including innumerable trap doors, storage facilities, weapons factories, field hospitals, command centers and kitchens. These tunnels consisted of many 'moving parts' making them a livable structure for long periods of time. 16:00 We then drive back to Saigon and end the Cu Chi Tunnels tour. Check in hotel, free time for rest. Overnight in Saigon.



**Day 8 SAIGON CITY & FOOD TOUR (B, D)**

Breakfast at hotel. 8:30 am, we start this day tour by a visit to **The Reunification Palace**. This is one of the most important buildings in the city. Continue to **The Post Office Center** for the best examples of classical French colonial architecture in Saigon, **Notre Dame Cathedral** and War Remnants Museum, which formerly known as the Museum of American War Crimes. Lunch at local restaurant (by own). In the afternoon, we will go to **Thien Hau Pagoda**, and Binh Tay Market. Come back to your hotel around 5:00 pm. 17:30 PM Tour guide from **Food Tour** will pick up you at hotel for explore Saigon by night on bike. End at 22:00. Overnight in Saigon.



**Day 9 MEKONG DELTA BEN TRE FULL-DAY TOUR (B, L)**

**At 8:00 AM.** Tour guide pick up at hotel. Then travel to Ben Tre town get on boat to cruise along the Ben Tre river. Visit a **brick workshop** where bricks are still painstakingly made by hand. Then we go through the **zigzag canals** to visit local a coconut processing workshop where you can try fresh coconut candy and see how every single part of this versatile nut is turned into food and other products.

The boat will then stop at a quiet village where you can visit a mat weaving house, where straw mats are woven using a hand loom – you can even have a go at weaving by yourself! Enjoy some tropical fresh fruits and **have a cycling tour** to experience real Mekong Delta village life. Have lunch at a riverside restaurant for a delicious and filling lunch, featuring such local specialties as elephant-ear fish, freshwater prawns, etc. After lunch. Go down the water way on such a boat and enjoy a mesmerizing time. Get back to your vehicle to travel back to Saigon at around **17:00**



**Day 10 SAIGON DEPARTURE (B)**

Breakfast at hotel. Free time till guide pick up at hotel for flight back home.

**FAM TRIP RATES (In USD per person)**

**Tour Price NETT (US Dollars)** – based on **twin sharing** and excluding international flights  
(Minimum 4 Pax, Maximum 10 Pax)

Selected Travel Industry (Twin Share)	Non-Travel Industry (Twin Share)
<b>799 USD</b> per person	<b>1,250 USD</b> per person
<b>Extra:</b> 401 USD per pesron in Single Room	<b>Extra:</b> 750 USD per pesron in Single Room

**DOMESTIC FLIGHTS**

Flights	Airfare
Vietnam Airlines HAN DAD	98 USD/ticket
Vietnam Airlines DAD SGN	98 USD/ticket



## ACCOMMODATION

City	Accommodation
Ha Noi	<a href="#"><u>ACOUSTIC HANOI HOTEL &amp; SPA</u></a> Deluxe Balcony
Ha Long	<a href="#"><u>LA REGINA LEGEND</u></a> Princess Suite
Hoi An	<a href="#"><u>ANN RETREAT HOI AN</u></a> Deluxe
Ho Chi Minh	<a href="#"><u>HAPPY LIFE GRAND HOTEL SAIGON</u></a> Lessini Premier

## PACKAGES INCLUSIONS

### Services included

- 8 nights accommodation with daily breakfast (B=Breakfast)
- Entrance fees for all visits as mentioned in the itinerary
- 1 overnight cruise on boat in Halong Bay
- Mineral water & tissue on day tours
- Experienced English-speaking guide during all tours and transfers
- Lunch, dinner as specified in the itinerary (L=Lunch, D=Dinner)
- Private air-conditioned vehicle with driver during all tours and transfers.

### Services NOT Included

- Travel insurance
- Tipping for guides, drivers.
- Meals, if not specified in the itinerary
- International airfare to and from Vietnam. Domestic ticket
- Personal expenses, such as laundry, telephone, drinks, etc.
- All other services not specified in the itinerary
- Vietnam visa

## TERMS AND CONDITIONS

### 1. Free of Charge Policy

We offer **free of charge** for **1 person per company** by refunding our FAM trip cost if agent/company meets the following conditions:

- Send a successful booking with total value from 7,000 USD
- Or total values of successful bookings within one year reach 7,000 USD

**2. Deposit** of US\$ 300 to confirm your space (in which US\$ 50 is non-refundable for administrative fee). Final balance due 30 days prior to departure date.

### 3. Cancellation policy

- More than 20 days: We will refund the deposit after deducting administrative fee
- From 15 days to 20 days before departure date: charge 50% booking value.
- From 7 days to 15 days before departure date: charge 70% booking value.
- Less than 7 days before departure date or No-show: charge 100% booking value.

**4. Payment:** We accept payment via bank transfer, Western Union, Money Gram, or Credit card via online payment gateway, and only recognize the amount received in our account.

### Notes:

- A minimum of 4 participants are required for this FAM trip; otherwise, Footsteps Indochina Travel reserves the right to cancel and will refund the deposit in full. Please do not purchase air ticket until we confirm that we have reached the minimum number of participants.
- In case the number of participants is less than 4, you can still require to book the tour if agree to pay surcharge for smaller group size.
- Hotel selection, flights and itinerary is subject to change.
- We usually depart in the morning around 7:30 to 8:00 and come back to hotel around 17:00 to 18:00. Beside our stay hotels, we also have some hotel inspections. It helps you know more about different grade of accommodation for travelers in Vietnam.
- Our purpose is to provide you an overview of Vietnam tourism with firsthand experience. 10-day is quite short for a trip to go along our country thus the trip is very busy. We will try our best to give you as much information as possible so you can use for your business later.