

THE SKY HIGH SPORTS GUIDE TO BOOKING FLIGHTS.

Booking Flights for your team is often the make or break of choosing that destination as the location for your tour. As a result, we have created a 'How-To' guide to ensure that you are fully prepped and up to speed on how to approach booking flights for your tour.

WHEN ARE FLIGHTS AVAILABLE?

Flight prices are released a maximum of 11 months in advance of departure. Anyone stating otherwise is taking a gamble on the prices. As far as we're aware, only Air Transat, who operate between Canada & Europe, offer prices up to 24 months in advance of departure. The airlines selling tickets 11 months in advance will often be the Major Carriers such as British Airways, Air France, KLM & Virgin.

The budget airlines, like Easyjet, Jet2 and Ryanair are slightly slower in releasing their prices, sometimes waiting until 6-7 months ahead of departure – this is often the case with people looking to book a Spring Tour during the late Summer.

HOW ARE GROUP FLIGHTS BOOKED?

The way you can book a group ticket varies. Major Carriers are very easy to work with. Pick your dates, choose how many seats you want and pay a nominal deposit of around £25 - £50 per person. The balance and names are then due 4-6 weeks before departure – a fantastic method when you're juggling new players, players leaving, injuries and so on. They're often more expensive & subject to slight tax changes, but the ease of use is a great counter weight. Read on for more info on taxes.

Budget airlines are all different.

Ryanair & Easyjet have recently improved their group offering significantly. When applying for a group rate via their website, the price they send will be valid for up to 48-72 Hours. At the time of booking, both require 100% of the payment in full. They no longer require names at the time of booking & offer as much flexibility as the 'big-boys' with name submission.

Airlines like Jet2.com & Aer Lingus are almost a hybrid of the two. All offer the option to pay a deposit, with names and the balance payment not needed until a specified time prior to departure.

For domestic flights within Europe, we'd always recommend Easyjet. Their prices are often outstanding & the ability to monitor group prices (up to 40 passengers) ahead of booking is a facility not available elsewhere.

For Long-Haul flights, we have retail flight partners in the United Kingdom & the United States of America, who enable us to provide cost effective & logistically suitable flights for our clients. For clients departing from the United Kingdom, we are able to book flights as part of your tour package and protect it under the ATOL Scheme. Our ATOL Licence is 11291.

Typically, long haul flights are secured with a deposit of between 10%-25% of the total airfare. The Names & the balance payments are due way down the line as well which gives you great flexibility. Also, up until a certain date before departure, 10% of the seats can be cancelled free of charge should your group fall in numbers.

Long haul flights & flights with major carriers will incur taxes. Taxes on flights can comprise airport tax, departure tax

and government taxes as well as fuel surcharges. Our prices will **always** include taxes but these can fluctuate dependent on a number of factors including rates of exchange and the cost of oil. The final cost of taxes and surcharges will only be guaranteed once full payment has been received and tickets issued.

When names are required after booking, they are always required by a specific date. We will let you know that date well in advance, so that tickets can be issued. Unfortunately, unless we have the names of all passengers travelling the airline will not issue tickets. Please remember that all names should exactly match Passport details. No exceptions apply and boarding will be denied at check-in if tickets and passports do not match.

HOW MUCH DO GROUP FLIGHTS COST?

The price of a group ticket is often vastly different to that of a single ticket. So often, we have tricky conversations with clients who have checked Easyjet for the price of 1 person & when they receive a higher-priced group quote from us, it doesn't sit well without explanation.

Let's say there are 10 rows in a Plane. Row 1 is priced at £1 and Row 10 at £10. When selling their seats, the airlines theoretically fill up from the front. This is one reason which is why tickets are cheaper when bought in advance. In this instance, your group takes up the first four rows, meaning there are only six rows left. It is therefore likely that your group will be charged somewhere between the £1 and £4. The exact price will depend on the demand of the remaining six rows.

Economies of scale work everywhere else in Travel, but not flights.

HOW SHOULD WE APPROACH BOOKING FLIGHTS?

Without sounding like a Scout-Leader, the best way to approach any flight tour is to Be Prepared. If your team's ambition is to fly to Italy, the South of France or Spain, then this decision really should be made at the end of the season previous to the tour.

Then, during the Summer, you can kick your fundraising into gear & be in a position to book and pay for the flights as soon as they are available, or once your season is back in full swing.

Until that point, we'd then say keep your options open. We have excellent Rugby Tour options across Europe, so it may be that flights to your #1 location blows your budget, but a location a little further north or along the coast is bang-on, we can look at that.

This is the same for a date. While it is important to choose a tour-date early on, it often benefits to have a back-up weekend for flexibility.

CAN SKY HIGH SPORTS PROVIDE FLIGHTS?

Yes. The legal wording is below, but in short, we can arrange flights as part of your tour package securely & legally.

Should you wish, we can offer you a ground package only & allow you to shop around to match or beat the flight price we've obtained via our suppliers. If you do decide to book flights independently, we advise you to ensure there is a third-party Holiday Insurance package taken out which includes a supplier-failure clause. This will protect your money in the event of an airline going bust, much like the Monarch collapse in 2017.

Sky High Sports are fully licenced with the Civil Aviation Authority under ATOL 11291. All of the flights and flight-inclusive tours shown on our website or within our Tour Information Packs are financially protected by the ATOL scheme. When you buy an ATOL protected flight or flight inclusive tour from Sky High Sports Limited (ATOL 11291), you will receive an ATOL Certificate. This lists what is financially protected, where you can get information on what this means for you and who to contact if things go wrong.

All the flights and flight-inclusive holidays in our brochures & information packs & on our website are financially protected by the ATOL scheme. When you pay you will be supplied with an ATOL Certificate. Please ask for it and check to ensure that everything you booked (flights, hotels and other services) is listed on it.

WHAT ABOUT OUR BAGGAGE ALLOWANCE?

This varies from airline to airline. When booking with Major Carriers, hold-luggage is always included in the tour package price. When booking with budget airlines, we will always offer you a price with and without hold luggage. It may be that you're away for just 2-3 days & can manage with a few t-shirts and a change of socks. For team kit, we are able to add extra luggage to the booking to ensure the team shirts get to destination without costing excess luggage.

This guide is exactly that. It has been put together from our experience in dealing with flights. We also aim to take out the jargon and complicated regulations from the process.