



TRUE STORY

A little encouragement, an incredible holiday.

We love working with you to create unforgettable holidays. Here's just one of our stories.



By **JENNY NILSSON**
HOUSE OF TRAVEL
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OF ALL THE THINGS I love about my job, working with long-time clients has to be top of the list. When I can get to know someone's interests and values, it helps me suggest experiences I know they'll love.

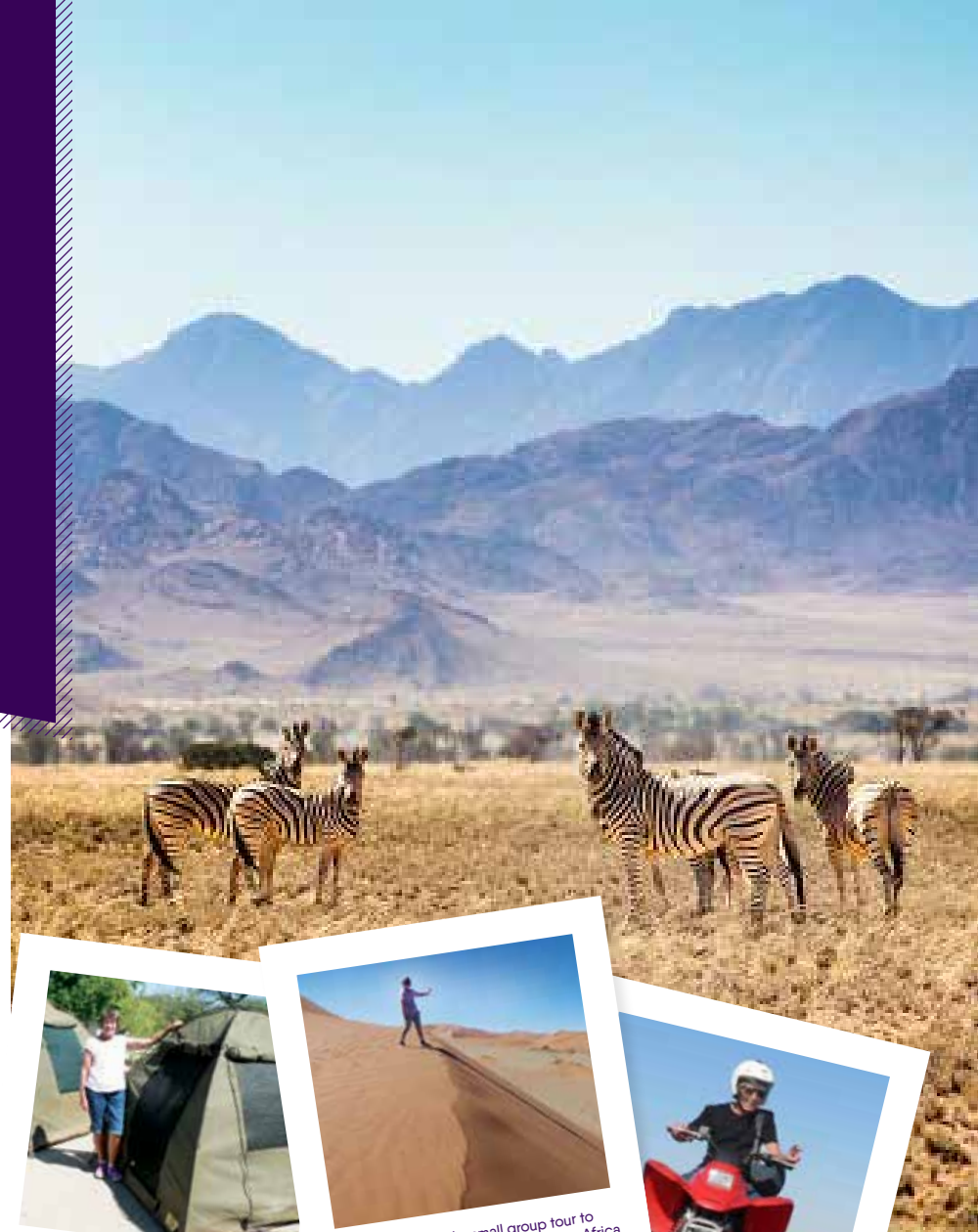
Raewyn Pascoe is a longtime client with me at House of Travel. She's got a passion for life and adventure that I really admire, and being a solo traveler, she typically asks about small group touring.

I remember a particular occasion when Raewyn called in. She was considering a small group trip, possibly to Vietnam.

Knowing Raewyn and her sense of adventure, I instantly felt comfortable encouraging her curiosity. After all, my role is about conversations and trading ideas until we've created perfect holidays. So I suggested something else: *An overland safari in Africa!*

I printed tour information and we talked through the itinerary I was recommending. I knew Raewyn had always been interested in travelling to Africa, but that she never imagined she'd make it happen – especially not on a safari truck! But I thought: Why not? As you'd expect, she wanted to think it over.

Raewyn took the information home to run the idea past her family, who were more than a little surprised their mum was considering such an adventurous trip. "Such an unknown



Raewyn joined a small group tour to experience the highlights of southern Africa.

"Thanks to Jenny's recommendation, I was most definitely bitten by the African bug. Best holiday ever! Had the time of my life with great people and a fantastic tour guide."

destination – and on a truck! – you must be crazy!" they told her.

Always up for a challenge, Raewyn returned determined. I booked her on a 21-night Southern Explorer Safari and arranged flights into Livingstone, where she met a small group of like-minded travellers to begin the holiday of a lifetime.

I was delighted to hear when she got back just how much she'd loved her holiday. She saw the Big Five, explored some of the continent's incredible national parks and made a few enduring friendships. The best part? She recently returned to Africa – This time for trekking and gorilla spotting in Uganda. ■