



Abercrombie & Kent

Sales & Marketing Tool Box - 2025

EAST AND SOUTHERN AFRICA

Selling East and Southern Africa
with Abercrombie & Kent has
just become a whole lot easier...

Welcome to your sales and marketing tool
box. Everything you need to sell East and
Southern Africa can be found within these
cover pages. This tool box serves as your
perfect “go to” document that
contains curated sales tools, webinars,
destination experiences and brochures
that have been specifically created to
help and guide you in selling Africa. From
getting the conversation started with
guests, to suggesting ideas and itineraries,
to ultimately making the sale, this tool box
contains the essential information and
guidance you are looking for.



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DESTINATION INFORMATION



[Safari in East or Southern Africa?](#)

The difference between the two regions & the best option for your guest.

[Best time to travel](#)

Where to go and when.

[Visa Information Guide](#)

Know which nationalities require visas and how to apply with links to the relevant websites. Learn more about the National Parks in East & Southern Africa as well as property locations within each country and area.

[Africa Specialist Program](#)

Become an A&K Africa Specialist. Our online course on luxury travel in Africa will provide you with the expertise to become an East and Southern Africa destination expert.

[Map Book](#)

Learn more about the National Parks in East & Southern Africa as well as property locations within each country and area.

[Climbing Kilimanjaro with A&K](#)

Introduction | Preparation & Training | Camping Specifications | Routes

[Rwanda vs Uganda Gorilla Trekking](#)

Information | Permits | Cost | Duration | Access

[Country Information & facts](#)

<u>Kenya</u>	<u>Seychelles</u>	<u>Botswana</u>	<u>South Africa</u>
<u>Mauritius</u>	<u>Tanzania</u>	<u>Mozambique</u>	<u>Zambia</u>
<u>Rwanda</u>	<u>Uganda</u>	<u>Namibia</u>	<u>Zimbabwe</u>

SELLING TOOLS

[A&K Idea Book - 2025](#)

Quoting made easy with our East & Southern Africa tailor-made itineraries featuring hotels, lodges & camps based on the guests budget and suggested extensions. Reach out to your A&K Sales Director for your rate sheet.

[Extensions - 2025](#)

Take a look at our preferred extensions. Rates are available on the Idea Book Rate sheets.

[A&K Insider Access & Day Tours](#)

Our favourite exclusive experiences and day tours per country.

- [Kenya](#)
- [Rwanda](#)
- [Tanzania](#)
- [Uganda](#)
- [Botswana](#)
- [Madagascar](#)
- [Mozambique](#)
- [Namibia](#)
- [South Africa](#)
- [Zambia](#)
- [Zimbabwe](#)



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HOW TO QUOTE

Please assist us in creating the perfect tailor-made itinerary for your guests by providing the following information at enquiry stage:

- Lead Guest Name
- Number of guests
- Age of kids (If any)
- Preferred rooming breakdown
- Days of travel (Excluding international flights)
- Destinations interested in
- Special interests / activities / experiences
- Special celebrations while traveling
- Have they travelled to the region before and where did they go
- Nett or gross budget excluding international flights
- Preferred Accommodation level
- Any other special requests or requirements

BOOK WITH A&K

Once you are ready to confirm your booking we will reconfirm services we are holding and send you an invoice. A&K requires a deposit payment (25% for land and 100% for air services). Balance of payment is required 60 days prior to travel and electronic guest documentation



RESERVATIONS

KENYA

Tel: +254 20 6950 000
info@abercrombiekent.co.ke

RWANDA

Tel: +250 788 310 261/2
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SOUTHERN AFRICA

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TANZANIA

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UGANDA

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CONTACT US

EAST AFRICA

KENYA & SEYCHELLES

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Emergency Email: clientservices@abercrombiekent.co.ke

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TANZANIA & ZANZIBAR

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Emergency Email: clientservices@abercrombiekent.co.tz

Office Tel: +255 739 50 8346 / 7 / 8

24 Hour Emergency Tel: +255 (0)758 306253

UGANDA

Office Email: FIT & Group Bookings - uganda@abercrombiekent.co.ke

Emergency Email: clientservices@abercrombiekent.co.ke

Office & 24 Hour Emergency Tel: +256 (0)776 852090

RWANDA

Office Email: FIT & Group Bookings - info@abercrombiekent.co.rw

Emergency Email: clientservices@abercrombiekent.co.ke

Office & 24 Hour Emergency Tel: +250 (0)788 310261 / 2

SOUTHERN AFRICA

BOTSWANA | NAMIBIA | SOUTH AFRICA | MADAGASCAR |

MAURITIUS | MOZAMBIQUE | ZAMBIA | ZIMBABWE

Office Email: FIT Bookings - salessa@abercrombiekent.co.za

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SALES

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