



Akorn  
Akorn DESTINATION MANAGEMENT



Sales & Marketing Tool Box  
EAST AND SOUTHERN AFRICA



# Selling East and Southern Africa with Akorn 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.

## [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 Akorn](#)

Introduction | Preparation & Training | Camping Specifications | Routes

## [Rwanda vs Uganda Gorilla Trekking](#)

Information | Permits | Cost | Duration | Access

## [Country Information & facts](#)

[Kenya](#)

[Botswana](#)

[Mauritius](#)

[Mozambique](#)

[Rwanda](#)

[Namibia](#)

[Seychelles](#)

[South Africa](#)

[Tanzania](#)

[Zambia](#)

[Uganda](#)

[Zimbabwe](#)



# SELLING TOOLS

## [Akorn Idea Book](#)

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 Akorn Sales Director for your rate sheet.

## [Extensions - 2025](#)

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

## [Akorn Insider Access & Day Tours](#)

Our favourite exclusive experiences and day tours per country.

[Kenya](#)

[Botswana](#)

[South Africa](#)

[Rwanda](#)

[Madagascar](#)

[Zambia](#)

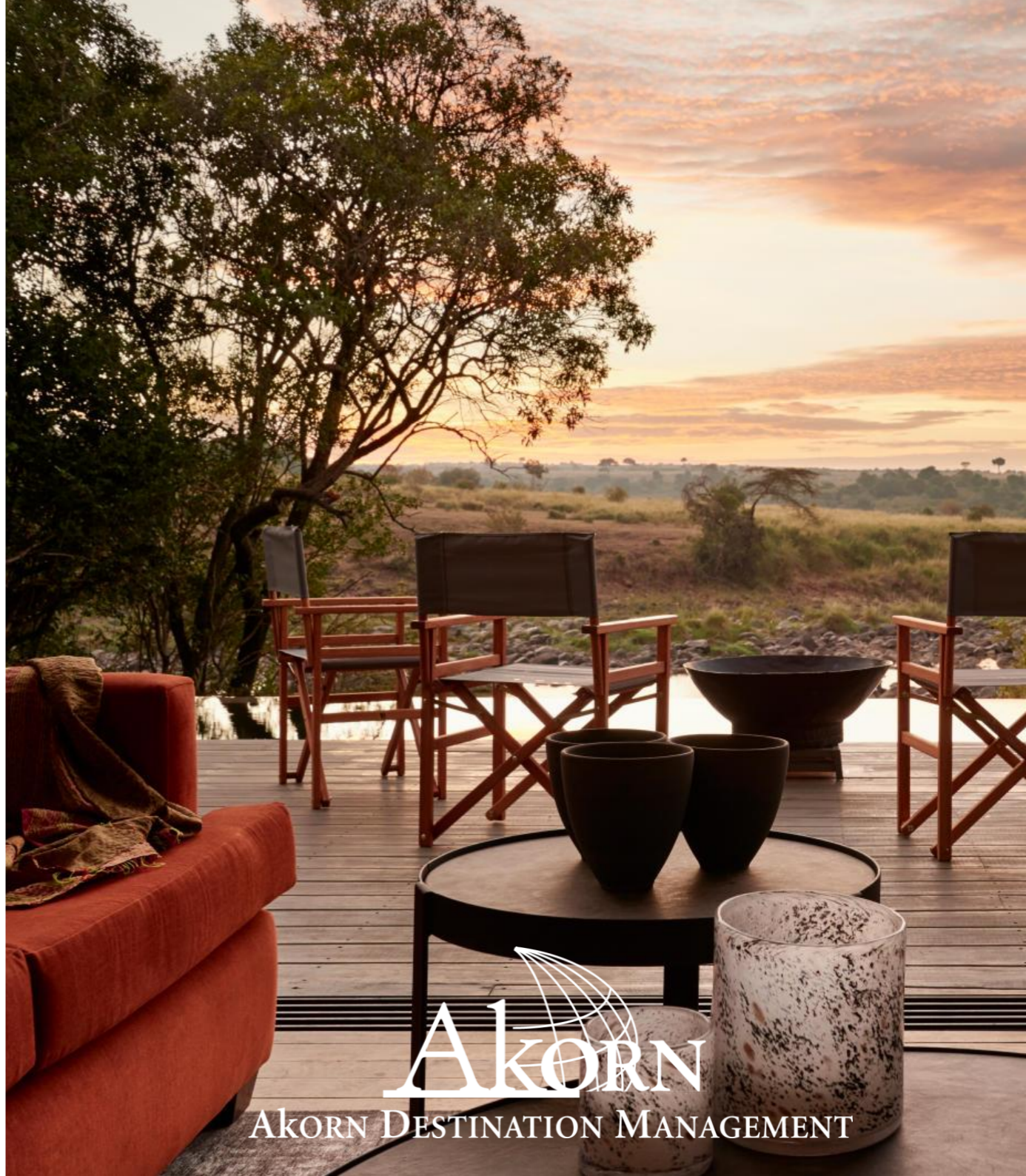
[Tanzania](#)

[Mozambique](#)

[Zimbabwe](#)

[Uganda](#)

[Namibia](#)



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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 AKORN

Once you are ready to confirm your booking we will reconfirm services we are holding and send you an invoice. Akorn 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 is issued 3 to 4 weeks prior to travel.



# RESERVATIONS

## KENYA

Tel: +254 20 6950 001  
[eastafrica@akorndmc.com](mailto:eastafrica@akorndmc.com)

## RWANDA

Tel: +250 788 310 261/2  
[rwanda@akorndmc.com](mailto:rwanda@akorndmc.com)

## SOUTHERN AFRICA

Tel: +27 11 438 4600  
[southafrica@akorndmc.com](mailto:southafrica@akorndmc.com)

## TANZANIA

Tel: +255 739 50 6190  
[tanzania@akorndmc.com](mailto:tanzania@akorndmc.com)

## UGANDA

Tel: +256 776 852 090  
[uganda@akorndmc.com](mailto:uganda@akorndmc.com)



## CONTACT US

### **EAST AFRICA**

#### **KENYA & SEYCHELLES**

Office Email: FIT & Group Bookings - [eastafrika@akorndmc.com](mailto:eastafrika@akorndmc.com)

Emergency Email: [eastafrika@akorndmc.com](mailto:eastafrika@akorndmc.com)

Office & 24 Hour Emergency Tel: +254 (0)20 6950001 | +254 (0)20 3539127

#### **TANZANIA & ZANZIBAR**

Office Email: FIT & Group Bookings - [tanzania@akorndmc.com](mailto:tanzania@akorndmc.com)

Emergency Email: [clientservicestz@akorndmc.com](mailto:clientservicestz@akorndmc.com)

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

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

#### **UGANDA**

Office Email: FIT & Group Bookings - [akuganda@akorndmc.com](mailto:akuganda@akorndmc.com)

Emergency Email: [eastafrika@akorndmc.com](mailto:eastafrika@akorndmc.com)

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

#### **RWANDA**

Office Email: FIT & Group Bookings - [rwanda@akorndmc.com](mailto:rwanda@akorndmc.com)

Emergency Email: [eastafrika@akorndmc.com](mailto:eastafrika@akorndmc.com)

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 - [southafrica@akorndmc.com](mailto:southafrica@akorndmc.com)

Office Email: Group Bookings - [groupssa@akorndmc.com](mailto:groupssa@akorndmc.com)

Emergency Email: [clientservicessa@akorndmc.com](mailto:clientservicessa@akorndmc.com)

Office Tel: +27 11 438 4600

24 Hour Emergency Tel: +27 82 900 3503

## SALES

### **JOHN ROUND-TURNER**

#### **Regional Sales & Marketing Director**

Based in Nairobi

Email: [JRTurner@akorndmc.com](mailto:JRTurner@akorndmc.com)

Tel: + 254 20 6950 001

### **AKASH BAIJNATH**

#### **Regional Sales & Marketing Director**

Based in Johannesburg

Email: [abajjnath@akorndmc.com](mailto:abajjnath@akorndmc.com)

**Sales Support:** Thapelo Mashego

Email: [tmashego@akorndmc.com](mailto:tmashego@akorndmc.com)

Tel: +27 11 438 4600

