

Questions and Answers

At the International Conference in Florida last October, questions were asked in one of the Workshops about the pricing of Exchanges. I reprint here one of the questions and the answer by David Luria, Chief Operating Officer of FFI.

Q: Why is it that FFI Induction Fees are frequently higher than airfare-hotel packages available in the travel marketplace?

A: The reason for this is that The Friendship Force is not a travel program. It is an exchange program. Airfare bargains advertised in the local press are available to individuals, but generally not to groups of 20-40 people traveling on different itineraries and returning home on different dates.

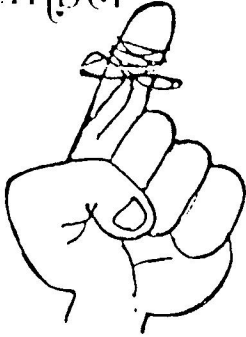
The Friendship Force generally tries to price its exchanges at a range of \$150 - \$250 over the cost of applicable excursion fares to cover such costs as hosting, exchange placement and coordination, a very reasonable price considering the extraordinary educational and cultural benefit of the program to the participant.

Ambassadors who wish to make price comparisons should compare the cost of participating in The Friendship Force with that of other international exchange organizations, not travel programs. No travel package offers the unique experience of The Friendship Force. There is no package program that arranges for the ambassador to be met at the airport, taken into the arms of a host family for one week, given the opportunity to see the country from the inside out, discussing a wide range of personal and day-to-day issues over the breakfast table with local inhabitants, meeting friends and colleagues of the hosts, being given personalized sight-seeing tours of the community, establishing a lifelong friendship, and being returned to the airport, hugged, kissed, and cried over upon departure. That kind of unique, personal experience is available only through a professionally managed international exchange program like The Friendship Force, and that is why it costs a little more.

GLOBAL CEDAR RAPIDS! CONFERENCE

The 1992 Conference was held at Kirkwood Community College on Friday March 6 and Saturday March 7. A Banquet, Friday night was followed on Saturday with a series of town meeting type discussions. Award presentations were made to "Citizens Making a Difference in World Affairs." The IC/CR Friendship Force had an information table "manned" by Rita Maher, Sue Girsch, Dolores Kaiden, Madeline Sullivan, Mary and Frank Stull. Thanks to you folks for representing our club.

Remember



IF YOU HAVE NOT SENT IN YOUR MEMBERSHIP DUES FOR 1992, PLEASE TAKE TIME NOW. A MEMBERSHIP RENEWAL FORM AT BOTTOM OF PAGE. DUES ARE \$15.00 FOR INDIVIDUALS AND \$20.00 FOR A FAMILY. OUR DUES RUN FROM JANUARY TO DECEMBER. AS A NON-PROFIT ORGANIZATION, YOUR DUES ARE TAX DEDUCTABLE.

MAGAZINE SUBSCRIPTIONS ARE \$5.00/year
Name Badges are \$6.00 each.

Our records show there are still about 40 good members who haven't paid the 1992 dues. If you are one of these, please mail your dues payment to the address listed below. Better yet, come to the meeting and pay the Treasurer while you enjoy the FRIENDSHIP of Friendship Force.

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