



December 2017 Newsletter

Best Wishes for the Holidays

I wish all of you best wishes for the holidays and a happy and prosperous New Year from the staff at Periastron Vacations.

Companion Selection Process

Our new companion selection process requires that a guest select their companion in advance from our companion gallery. My guaranty is that the guest will know in advance which companion he will be meeting upon arrival. We may have to adjust the list; however, I will ensure that the guest understands which companion(s) he has selected.

Companions, designated secondary, are subject to assignment as a primary companion. If the primary companion becomes unavailable, I will substitute the next companion in order of the original selection.

Guests seeking information about our companions are encouraged to speak with our server (camarera) who understands the recruiting process very well.

Payments and Payment System

For the convenience of our guests, we offer payments that include use of 3rd party funds transfer providers. In addition, Periastron has engaged a service corporation to collect funds on our behalf from International and US customers. There is a fee for this service. However, we pay the fee in its entirety. In the US, this service includes ACH Funds transfer.

Payment Methods (The bank of our payment service company is also Wells Fargo Bank N.A.)

- Wells Fargo account holders can send funds to an account number or email address.
- International and US guests can send a wire, that is, bank-to-bank, funds transfer. If you use this method, use an unambiguous 11 Character SWIFT code. SWIFT is **always** 11 characters.
- Guests who plan their vacation, may send us a cashiers check / Bank Draft drawn a US bank.

I am negotiating with our 3rd party payments company for guests who wish to be sent an invoice for the booking deposit. As I understand it, the invoice will simply refer to the Vacation folio ID number.

For example, **Services provided by detailed invoice XA123** **\$700 USD**

The invoice will include an ACH payment option.

Hotel Maintenance and Additions

In addition to the development of our Bar and Grill, we have recently upgraded the poolside lounge area. We constantly maintain and upgrade our destination hotel.

Hotel Food Service

Our hotel is equipped with a fully staffed functional kitchen. Our cooks prepare meals to order when instructed by the wait staff. Personally, I prefer to eat Dominican that is merely my preference. Guests may order from the menu provided or discuss their preference with hotel staff.

Professional (Medical) Services

During my last trip to the hotel, a dental issue flared up. It is very fortunate that I had a local dentist. Prior to travelling, I had already decided that I would investigate the local dental implant facilities that are part of the growing Dominican Medical Tourism effort. When I arrived at my dentist's office an attractive young woman met me. The young woman was in the fact the daughter of my dentist who was also a licensed dentist. I explained my tactical and strategic dental issues. We decided on a course of action that included a 3-tooth bridge. The standard Dominican price for the procedure was less than 40% of the accepted price in Canada. In addition, the price was less than a two-tooth dental implant to do essentially the same job. If you are interested please discuss it with me during our pre-trip discussions and I will arrange an introductory appointment. I can attest to the excellence of the dental care. As can my Canadian dentist(s).

Vacation No Tipping Policy

When my partner and I originated this vacation, we tried to overcome the traditionally bad practises of the service providers of any country. That is the expectation of a tip as well as the stated tariff. They seemed to ignore the fact that the guest paid a very high price. Hence the No Tipping Policy

The problem is that the general **no tipping policy** means that the staff of the hotel are under paid. The remuneration system in the hospitality industry in any Caribbean country assumes that hotel workers will receive a "Propina" (Gratuity) from guests. Our no tipping policy applies to the companion service only.

We encourage guests to leave what they consider as an adequate gratuity when the hotel staff has provided good service. When I stay at the hotel for business reasons, I tip the house cleaner for laundry service.

Carlos