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## **TOUR EXAMPLE: INCENTIVE IN DUBROVNIK**

**Number of participants: 120 (55/2 + 10/1)**

**Tour dates 26<sup>th</sup> – 29<sup>th</sup> of March 2020**

### **INTRODUCTION**

Dubrovnik is Croatia's southernmost city. The strategic position at the entrance of the navigation canals made of 1200 islands, was decisive for the development of the city. A state-of-the-art diplomacy granted the Republic of Dubrovnik a major role on the Adriatic Sea trade route, a crossroads between the West and the East. Trade was the basis of an exceptional level of wealth and development. The Republic never engaged in armed conflicts so today is one of the best-preserved medieval cities in the world! Each stone is at its place and has a story to tell. The nobles living in the old town had to refrain from displaying their wealth on the facades of their homes in order not to provoke social unrest. This resulted in the uniformity of facades which is still preserved. Slavery was abolished in the 15th century... The unique history and beauty earned Dubrovnik the status of a UNESCO World heritage site and a flagship tourist destination on the Mediterranean.



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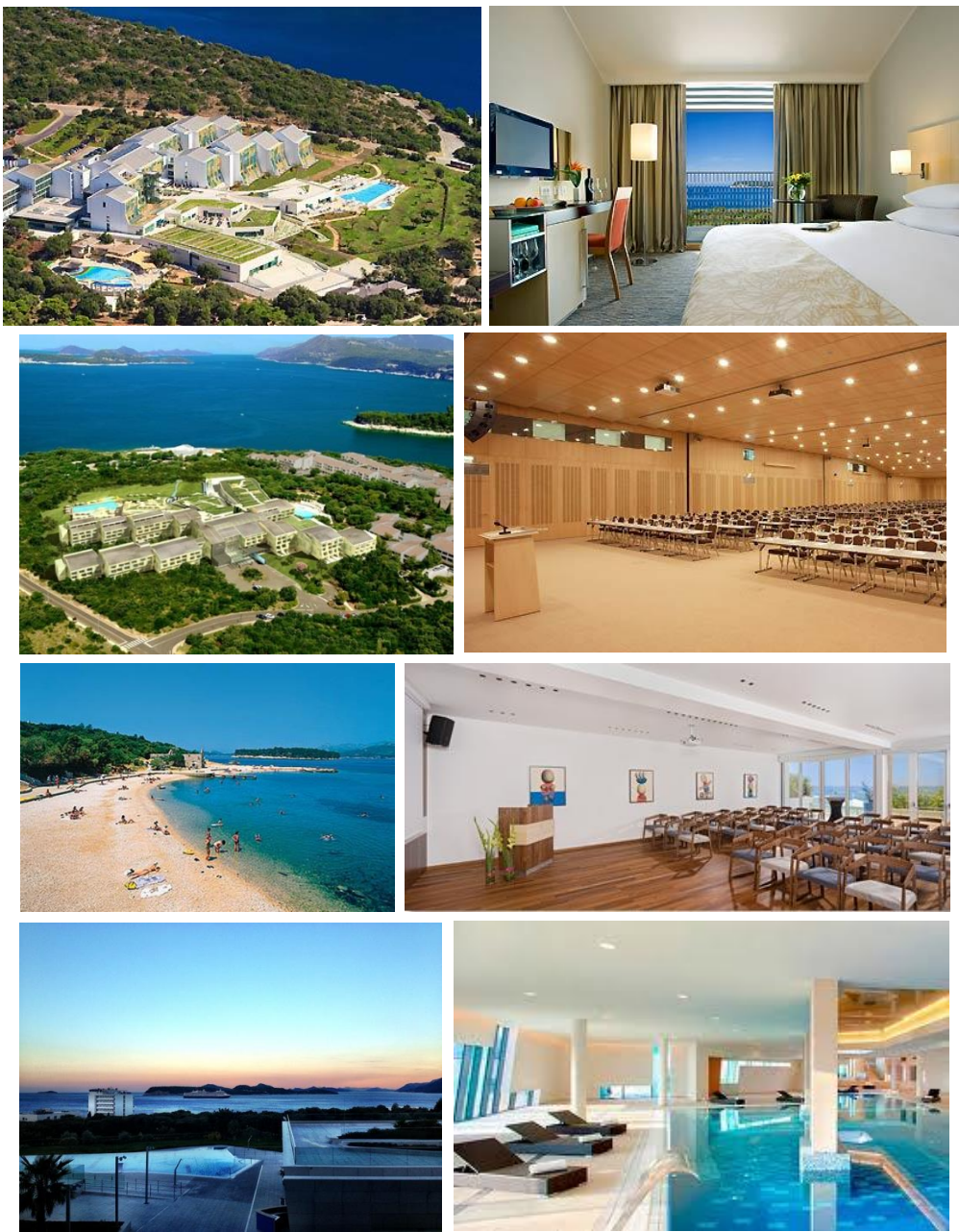
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## **HOTEL DESCRIPTIONS**

### **HOTEL LACROMA 4\* SUPERIOR IN DUBROVNIK**

The Lacroma is a 4-star superior hotel, among the most renowned on the Croatian coast. It could claim a 5-star category but chose to remain "underrated" in order to achieve better value for money and have a more flexible policy. It is located in the city of Dubrovnik at the end of the Lapad peninsula, in a lush vegetation arranged as a pretty park with beautiful walking paths thus blending green and urban scenery. Hidden coves with beaches are within walking distance from the hotel, as well as outdoor and indoor pools. The hotel features an indoor and outdoor pool, a large fitness and spa / wellness area, massages, beauty, thalassotherapy and physiotherapy services... A regular bus line connects the hotel to the medieval city of Dubrovnik in only 15 minutes. The view of the sunset over the Elaphiti archipelago is unforgettable...



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### **HOTEL PALACE 5\* IN DUBROVNIK**

The Palace is a 5-star hotel with eclectic architecture offering a splendid view on the Elaphiti archipelago. The hotel is set by the sea, on the cape of the Lapad bay renowned for the famous beach and its lively promenade. The hotel overlooks an artificial beach with very nice access to the sea. The Palace hotel is near the town but in a natural setting at the foot of Petka Hill, a protected park. All the rooms have a sea view and balcony, the perfect place to enjoy unforgettable sunsets. The regular bus line to the old town (10 minutes' drive) stops right in front of the hotel.



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### **HOTEL RIXOS 5\* IN DUBROVNIK**

Rixos is a 5 star with a capacity of 254 rooms, located on the seafront in the Miramare bay. The hotel features a beach, outdoor and indoor swimming pools, a large wellness, sauna, spa and fitness area which are free of charge. Dubrovnik old town is a 20-minute walk from the hotel, and the Vojnović street with many cafés and restaurants is also in walking distance. Rixos hotel is an excellent choice for travellers who wish to explore Dubrovnik's nightlife.

The Rixos is the only hotel in the Dubrovnik area to have a Kosher and Halal food certificates. It also has the only casino in Dubrovnik. Its multimodal conference spaces can accommodate up to 950 people.



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## PROGRAM

### **Day 1: Arrival at Dubrovnik airport – village party in the evening**

Arrival at Dubrovnik airport.

Meeting with 3 local English-speaking guides.

Transfer to the hotel in Dubrovnik. Travel time: 30min

### MORNING WELCOME DRINK - refreshment

#### **Option 1: Panoramic tour and welcome drink on the terrace of the Panorama restaurant on mount Srd**

Road to Dubrovnik with one photo stop on a spot overlooking the old town and the second near the large cable-stayed bridge overlooking the harbour Gruž. Proceed to the old town by the Gruž harbour and stop near the cable car station.

Travel time from the airport: approximately 1h

The drop off point from the bus is the cable car station, on the northern part of the old town. The drive in the cable car offers the “picture-postcard view” of Croatia with Dubrovnik and the archipelago.

Welcome drink on the restaurant terrace with high bar tables, drinks will be served by waiters.



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**Model 1:**

1 drink per person: 1 glass of wine 0.15 l or a local nut liqueur 0.03l or a local herb brandy 0.03l

**Model 2:**

1 glass per person: 1 glass of sparkling wine 0.15l or glass of juice 0.15l or 1 glass of prošek (sweet wine of late harvest) with salty biscuits, almonds and dried figs

Descent by cable car then continue on foot to the old town.

Walking time: 10min

Lunch in the restaurant Orhan, one of the most renowned for fish specialties. The restaurant is located by the sea in the Kalarinja bay between the ramparts and the Saint John fort, a memorable setting.

*Menu*

*Starter: shrimps cooked buzara style*

*Main dish: grilled squid and vegetables*

*Dessert: homemade cake*

*Option: Beverage package (1/4l of wine + 1/2l of water + coffee or tea)*



**Option 2: Welcome drink and lunch in hotel restaurant**

Transfer to the hotel. Travel time: 30min

Check in.

Welcome drink

1 glass per person: 1 glass of sparkling wine or 1 juice + salted cookies

Lunch in hotel restaurant.

Meeting with the local guide at hotel reception.

Transfer to the old town. Travel time: 15min

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## DUBROVNIK VISIT

### **Option 1: Visit Dubrovnik with a local guide**

### **Option 2: Discovery of Dubrovnik through the image hunt**

Dividing the group in teams and briefing.

This activity is designed to introduce Dubrovnik in an original and fun way.

Participants are divided in 6 groups. Each group receives a file listing the steps to be accomplished in a precise order. Each step is a riddle that has to be resolved in order to find out what the next step is. Each team has to have a photographer who documents the various stages. The stages correspond to the main monuments of the old town and thus reveal the history of the "pearl of the Adriatic".

Optional: Three local guides disguised in ancient costumes are placed in front of a monument at each of the three stages. Each guide speaks of a monument (the Rector's palace, the Franciscan monastery and the Jesuit church). The information given by the guides is necessary for solving the riddles.

Optional: An archer in medieval costume presents an archery stage during the game.

The time of the game is limited. The fastest team in completing all the missions or the team that managed to resolve most of the riddles will win the game. The photos taken during the game and written answers are decisive in evaluating the completion of the stages and riddles.

Group gathering at the meeting point in the medieval city.

The image hunt can also be themed with the Game of Thrones. The groups represent different families with all associated particularities. After all, Dubrovnik was the setting for the King's Landing and number of other locations for the Game of Thrones series!

Time at leisure. We recommend exploring the magnificent city walls.



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**Option 1: Dinner in hotel restaurant**

**Option 2: Gourmet rural dinner**

Transfer with 3 buses and 3 local guides to the traditional restaurant Dubrava on mount Srđ and discover local “under the bell” dishes. The restaurant reminds of the typical rural architecture with wood panelling and dressed stone walls. Option: Two couples of dancers in traditional costumes with a trio of Dalmatian musicians will demonstrate dances of Dubrovnik region.

Aperitif: Choice of local drinks such as brandy with herbs, cherry liqueur, walnut brandy...

Dalmatian dinner cooked on the coals under the bell. Local musicians (guitar, accordion and double bass) will perform between courses.

The meal reveals the typical „under the bell“ cuisine: veal, lamb and potatoes are put on a metal platter, on a bed of embers and covered with a metal bell-shaped lid. The meal is cooked for 3 hours in the stew. Food becomes crisp on the surface but melts on the inside.

Accompanied by good local wine, this experience is a genuine gastronomical pleasure!

Menu

*Starter: cold cuts and selection of Dalmatian cheeses*

*Main dish: suckling pig, veal and lamb cooked with potatoes under the bell + salad*

*Dessert: homemade cake*

*Drinks package (1/2l of wine or beer or juice + 1/2l of water + coffee or tea)*

Return to the hotel.





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## **Day 2: Meetings and dinner in Dubrovnik**

Breakfast.

08:00-12:00 a.m.: Plenary meeting in a large meeting room with projector, screen and 2 microphones

10:00 a.m.: Coffee break (coffee or tea + water + juice + cupcakes)

12:00 p.m.: Buffet lunch at the hotel

02:00-06:00 p.m.: Subcommittee meetings with 3 meeting rooms for 40 people with screen and projector

04:00 p.m.: Coffee break (coffee or tea + water + juice + cupcakes)

08:00 p.m.: Transfer with 3 buses to the old town of Dubrovnik. Travel time: 15min

### **Option 3: Dinner in the Saint Claire's convent in Dubrovnik**

Dinner in the Klarisa restaurant, located in the former Saint Claire's convent. An exceptional setting! Live music during dinner.



#### *Menu*

*Starter: seafood salad*

*Main dish: gilt-poll fillet with grilled vegetables and potatoes, vegetable risotto*

*Dessert: fruit cake*

*Option: drinks package (1/2 bottle of wine + 1/2 bottle of water + coffee or tea)*



## **Day 3: Optional activities: Cruise in the Elaphiti archipelago or Oldtimers rally in Konavle - Gala evening**

Breakfast.

Bus transfer to Dubrovnik. Travel time: 15min

**Option 1: Boarding on a typical wooden boat Trabakul with two decks**



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## Option 2: Boarding on a wooden ship Karaka

Built exactly according to the original plans, the karaka or carrack was a typical 15<sup>th</sup> to 17<sup>th</sup> century ship that vastly contributed to Dubrovnik's wealth. This type of ship was among the largest sailing ships in history!

On board: optional drinks package consisting of 2 drinks during the sail to the islands and 2 drinks for the return (beer / glass of wine / juice / soda / water / coffee / tea)



Sail to the Lopud island, a former residence of many shipowners, renowned for its old palaces, the Franciscan monastery and sandy beaches.

Travel time: 30min

20-minute walk (approximately) to get to the famous Šunj beach.

Barbecue lunch on Šunj, one of the most beautiful beaches in Croatia.

Dalmatian ham and cheese

Grilled vegetables

Oven-roasted potatoes

Barbecue meat mix: skewers, čevapi (typical meat rolls with herbs), chicken

Fruits

Coffee

Drinks package:

0.375l quality red / white wine + 0.5l sparkling / still water  
or

4 soft drinks / 4 beers



**Game options:**

- Picigin: several players in a circle batting around a small ball with their hands; the objective is to keep the ball in the air and out of the water for as long as possible. Players don't catch the ball, they bounce it around with the palm of the hand.
- Combat archery: elimination game where two teams shoot at each other with foam arrows. Obstacles are put on the playground for more fun.
- Beach volleyball
- Rental of 12 sea kayaks for 2 people each and race
- Rental of 6 jet skis

Return by boat to Dubrovnik.

Travel time: 45min

Transfer to the hotel. Travel time: 10-15 min



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## GALA DINNER

Bus transfer to the old town with a guide.

### **Option 1: Gala dinner in Banje beach bar with a discotheque**

Departure for Banje beach set opposite to the old town of Dubrovnik. Travel time: 15min

Evening at the Banje beach club, featuring a quality restaurant and a discotheque - lounge club at the floor below. The Banje Beach is located opposite the old town and in front of the Lokrum island, renowned for many celebrity visitors. The main advantage of Banje is the opportunity of dining and partying at the same spot. Those who prefer a calm atmosphere can stay in the restaurant while a more lively atmosphere and the open bar are just one floor under, by the sea!



Aperitif served on bar tables on the restaurant terrace: Kir Royal with snacks

#### Menu

*Starter: risotto with zucchini and cherry tomatoes*

*Main dish: veal medallions with Croatian truffles and grilled polenta*

*Dessert: panacotta with cherry sauce*

*Option: drinks package (1/2 bottle of wine or 2 beers or 2 juices + 1/2l of water)*

Party in the lounge area and dance hall located just below the restaurant on the beach, with an open bar. Each traveller will receive a bracelet used for drinks at the bar (please find the drinks list in the attached file) to a maximum cost of 50 kuna and until the lump sum is reached. A Sveta Ana agency employee will monitor the bill and keep the group manager informed of the total amount.



Note: the amount of drinks per unit and the total package can be modified in advance according to customer's wishes.

Travelers can stay as long as they wish, the beach is a public area.

Transfer by bus to the hotel. We can organize multiple transfers at different times, e.g. 1 a.m. (1 bus), 2 a.m. (1bus), 3 a.m. (2 buses).

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## **Option 2: Gala dinner in Revelin fortress with the restaurant – Club Revelin**

We can privatize the 16<sup>th</sup> century Revelin fortress in the medieval city of Dubrovnik. The word “revelin” stands for fortresses built in moats and connected by bridges. The fortress Revelin offers splendid views on the old town and the harbour. The ground floor of the fortress is a restaurant and the upper floor is a club – discotheque. The upper terrace can be rented for private events and gala dinners with round tables for 4, 8 or 12 people. Lighting and audio system, DJs, security and cleaning personnel are available. In case of rain, dinner will be held on the upper floor before the music starts in the discotheque. An exclusive and unique moment.



Welcome drink (glass of sparkling wine and salted cookies)

Choice of three menus (to be defined in advance). There are other formulas including 4 dishes:

### *Meat menu*

*Starter: veal carpaccio with Mediterranean herbs,*

*cheese, truffle cream on a salad and chili coulis*

*Main dish: smoked duck with orange sauce on  
grilled chicory*

*Dessert: semifreddo with coconut and dark  
chocolate*



### *Fish menu*

*Starter: tuna tacos*

*Main dish: grilled mackerel fillet with sautéed spinach, sundried tomatoes and steamed potatoes*

*Dessert: chocolate mousse cake*

### *Vegetarian menu*

*Starter: burrata salad*

*Main dish: traditional pasta from Korčula Island with tomato, served with pesto sauce and goat cheese*

*Dessert: sorbet with apple puff pastry*

*Beverage package (1/2 bottle of wine + 1/2 bottle of water per person)*

Continue the evening in the disco-club with open bar on the upper floor of the Revelin fortress. The nightclub is not privatized, there will be other guests.

We offer several possibilities with or without the VIP area, or coupons for 3 drinks instead of the open bar.

The Standard formula (without the VIP area) with open bar during 3 hours:

Choice of drinks: sodas, waters, coffee, tea, Croatian Karlovačko beer, wines, Corona, Martinis, Bailleurs, Ballantines, Jagermeister, Vodka



Transfer by bus to the hotel. We can organize multiple transfers at different times, e.g. 1 a.m. (1 bus), 2 a.m. (1bus), 3 a.m. (2 buses).

#### **Day 4: Oldtimer Renault 4 rally (optional), lunch on the Ljuta river and Cavtat – departure from Dubrovnik airport**

Breakfast.

##### **Optional: Renault 4 tour:**

09:00 a.m. Meeting at the hotel reception with a guide. Briefing, then drive in line, one car behind the other, instructors will be in the first and the last car. Rally to the panoramic viewpoint on Dubrovnik. Continue to Konavle region and climb the Stražišće mountain offering beautiful views on Dubrovnik. Proceed by country roads on the slopes of the Snježnica mountain overlooking the Konavle fields to a family restaurant for refreshment: natural lemonade, water, dried figs, almonds and candied bitter orange peel and homemade cakes. Continue by the Konavle cliffs to go to the restaurant Konavoski Dvori, the ending point of the rally.

Note: if the program doesn't include the optional "Oldtimer Renault 4 rally", lunch can be organized earlier.



01:00 p.m. Lunch in the renowned restaurant Konavoski Dvori.

Konavoski Dvori stands for "the palaces of Konavle", a large complex of water mills using the Ljuta river (meaning "the furious"). During Yugoslavia, one part of the complex was restored to create one of the most renowned restaurants in southern Croatia. Even if other restaurants in Dubrovnik region claim fine gastronomy, the tradition and the setting of the Konavoski Dvori restaurant remains unmatched. The waitresses are dressed in traditional costumes and the food is entirely organic. The natural setting is magical.



Menu

*Starter: homemade cream soup*

*Main dish: paštica with homemade gnocchi (beef cooked in sauce with vegetables)*

*Dessert: fruit salad*

*Option: Beverage package (1/4l of wine + 1/2l of water + coffee or tea)*

Continue to Cavtat by bus. Travel time: 30min

Time at leisure in Cavtat.

Cavtat is one of the most beautiful villages in Dubrovnik region. The specific natural location sheltered by two capes was decisive for the Romans who chose this enchanting place to found the "Epidaurus" colony.

The Croats stormed ancient Cavtat and forced the inhabitants to leave. The refugees left and founded Dubrovnik, linking closely the history of the two towns. Today Cavtat is a typical fishing village with lush captains' residences. Visit the family Račić mausoleum made by the famous



Croatian sculptor Ivan Meštrović, the house of the impressionist painter Vlaho Bukovac, and the Franciscan monastery. Stroll on the beautiful seaside promenade around the capes.

Transfer to the airport of Dubrovnik. Travel time: 15min

Departure flight.