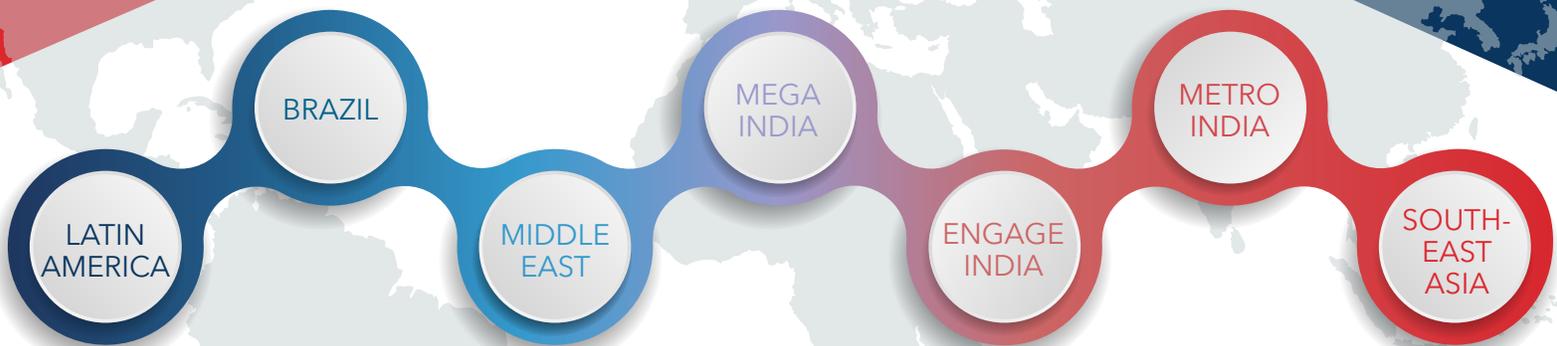


KICUnivAssist®

Advancing Global Engagement

2020 Fall  
**RECRUITMENT  
PROGRAMS**



# JOIN US THIS FALL

## 2019 FALL TOUR HIGHLIGHTS



**80**  
DAYS TRAVELED



**39**  
CITIES VISITED



**54**  
UNIVERSITY PARTNERS



**173+**  
SCHOOLS VISITED



**19,800+**  
STUDENTS IMPACTED

Dear colleagues,

This year, KIC UnivAssist is celebrating 10 years of collaborating with 200+ university partners! We invite you to join our anniversary fall student recruitment tours in India, Southeast Asia, Latin America, and the Middle East and experience the WOW!

In addition to our trademark full-length tours, we are also offering "Hop-On" city-selection options that allow you to join us for school visits in the cities and dates that work best for you, plus the 5th Annual IC3 Conference in Delhi.

With our expanding network of national and international schools and excellent relationships with career and college counselors, these programs will visit dynamic high schools and meet students who are committed to finding the right-fit institution.

Built around effective workshops and dedicated counseling forums to guide students, our recruitment programs are weighted in value-added components for universities, counselors and students. Known for unparalleled rigor and our distinctive, counseling-focused format, UnivAssist is a movement to equip students - in 35+ countries around the world - to choose the absolute best fit for them in global higher education.

Sincerely,

SWARAJ NANDAN  
Director

+1 (609) 553-7673  
+1 (646) 623-7790

*Any tour with KIC UnivAssist is going to be top-notch. These tours are busy, but they always runs like clockwork, and the schools and students are excellent.*

*– University of Tennessee, Knoxville*

*KIC does a great job of pre-visit ground work, so counselors and student are prepared for our visits and the interactions are always well-timed.*

*– San Diego State University*

# 2020 FALL PROGRAMS

## BRAZIL

13-22 September

Belo Horizonte, Brasília,  
Porto Alegre, Rio de Janeiro,  
São Paulo

## MEGA INDIA

16-28 August

Ahmedabad, Chandigarh,  
Delhi, Indore, Mumbai,  
Shimla, Vadodara

## METRO INDIA

23 August - 04 September

Bengaluru, Chennai, Delhi,  
Hyderabad, Mumbai

PAGE  
06

PAGE  
04

PAGE  
04

PAGE  
06

PAGE  
08

PAGE  
04

PAGE  
07

## LATIN AMERICA

02-11 September

Bogotá, Cali, Quito,  
San José, San Salvador

## MIDDLE EAST

03-12 October

Amman, Dubai,  
Abu Dhabi, Kuwait City,  
Muscat

## ENGAGE INDIA

16-28 August

Bhopal, Delhi, Jaipur,  
Kolkata, Lucknow,  
Mumbai

## SOUTHEAST ASIA

14-23 September

Bangkok, Hanoi,  
Ho Chi Minh City,  
Jakarta, Taipei



## TRADEMARK FULL TOURS

Our trademark, full-length tours are known for full-service and detail-oriented planning from start to finish.

With a rigorous schedule, you'll meet school leaders, counselors and students throughout the tour.



## HOP-ON CITIES

Again this year, universities can join us in individual cities on our local high school visits to best suit your particular student recruitment strategy and international travel plans.



## IC3 INCLUDED IN INDIA TOURS

The IC3 Conference and events, worth \$3,600, allows for unprecedented professional development, networking, student fairs and recruitment opportunities in Delhi.

# INDIA

## WHY RECRUIT IN INDIA

Emphasis on high quality education, willingness to spend on tuition and lack of adequate higher educational infrastructure are just a few of the many reasons Indian students study abroad. In fact, Indians spend \$7 billion annually to study abroad.

According to UNESCO, more than 332,000 Indian students choose to study abroad, a number which is rising every year. Overall, the total number of Indian students overseas increased from 66,713 in 2000 to 332,033 in 2017—a robust average annual growth rate of 23% over a span of 17 years.

### 2019 FALL TOUR STATS

- Mega India Tour: met 4,200+ students at 25 schools over 13 days in 5 cities, including 4 days of IC3 events
- Metro India Tour: met 2,900+ students at 19 schools over 12 days in 5 cities, including 4 days of IC3 events
- Untouched India Tour: met 4,600+ students at 20 schools over 13 days in 6 cities, including 4 days of IC3 events

## 2020 FALL TOURS

	Mega India	Engage India	Metro India
About	7 cities, 13 days	6 cities, 13 days	5 cities, 13 days
Tour Dates	16-28 August	16-28 August	23 August - 04 September
School Visits in Cities*	Ahmedabad, Chandigarh, Delhi, Indore, Mumbai, Shimla, Vadodara	Bhopal, Delhi, Jaipur, Kolkata, Lucknow, Mumbai	Bengaluru, Chennai, Delhi, Hyderabad, Mumbai
	<b>IC3 Conference + Events*** included                      24-28 August 2020 • Delhi • Opt-Out Available</b>		
Price**	<b>Full Tour, without hotels:</b> \$12,050 <b>Full Tour, with hotels:</b> \$13,750	<b>Full Tour, without hotels:</b> \$12,250 <b>Full Tour, with hotels:</b> \$13,950	<b>Full Tour, without hotels:</b> \$12,050 <b>Full Tour, with hotels:</b> \$13,750

## 2020 FALL HOP-ONS

City	Date(s)	Price
Hop-On Details Coming Soon!		

\*Order of cities as indicated here does not reflect the order on the tour schedule.

\*\*Signing up for full tours prior to Early Bird deadline qualifies for Early Bird pricing. Tour discounts cannot be combined and will be applied to the full tour price. Included in the Full Tour price are hotels, air transport within region, local transport, orientation session, marketing material, mobile app and wrap-up report.

\*\*\*IC3 Conference, three days of student fairs and hotel stay worth \$3,600. For details on opting out, please see next page.

# INCLUDED IN ALL INDIA TOURS: INTERNATIONAL CAREER AND COLLEGE COUNSELING (IC3) CONFERENCE

5TH ANNUAL



## International Career & College Counseling Conference

The 5th Annual IC3 Conference and events (24-28 August 2020 in Delhi) are included in all 2020 Fall Tours in India. The Annual IC3 Conference brings together higher education representatives for a collaborative dialogue on issues that drive sustainable and inclusive counseling practices focused on student success. With a view that career and college counseling is as important as teaching Mathematics or English in high schools, IC3

aims to empower high schools with professional development opportunities to ensure that students find the best answers to questions like “what to study,” “where to study,” and “how to make it happen.” Through the Annual IC3 Conference, IC3 Regional Forums and the IC3 Institute, the IC3 movement envisions that every high school in South Asia and the surrounding region will run a robust, well-resourced career and college counseling office.

### INCLUDED EVENTS

- Six IC3 Fair & Symposium events (high school student fairs) on 24, 25 & 28 August (worth \$2,200\*)
- IC3 Conference on 26 & 27 August (worth \$700\*\*)
- Five nights at conference hotel (worth \$700)

### OPT-OUT OPTION

While the Annual IC3 Conference and events allow for unprecedented professional development, networking and recruitment opportunities in Delhi, we do offer the option to OPT-OUT of these events. This option includes opting out of all IC3 Conference events and hotels for five nights (23-28 August).

- Opt-Out on **Full-Tour** Pricing: **-\$3,600**
- Opt-Out on **Full Tour, Without Hotels** Pricing: **-\$2,900**

\*Reflects discounted pricing for three-day package.

\*\*Reflects early bird pricing.



**FOR MORE INFO, VISIT: [WWW.IC3CONFERENCE.COM](http://WWW.IC3CONFERENCE.COM)**

# LATIN AMERICA

## WHY RECRUIT IN LATIN AMERICA

Participation in higher education has increased dramatically and projections show the region becoming the third largest in higher education enrollments by 2035. Several challenges plague the region's education system, such as low quality, making studying abroad an attractive option.

Overall, the number of outbound mobile students from the region has increased an average of 3.89% annually since 2012, according to data from UNESCO.

### 2019 FALL TOUR STATS

- Brazil Tour: met 2,000+ students at 22 schools over 10 days in 5 cities, + 2 special events
- Latin America Tour: met 1,600+ students at 22+ schools over 10 days in 7 cities, + 2 special events

*I've worked in higher ed for 10+ years and KIC is by far the most organized tour I've been a part of. Everyone was extremely professional and the schools visited were top notch.*  
 – New York Film Academy

## 2020 FALL TOURS

	Latin America	Brazil
About	5 cities, 10 days	5 cities, 10 days
Tour Dates	02-11 September	13-22 September
School Visits in Cities*	Bogotá, Cali, Quito, San José, San Salvador	Belo Horizonte, Brasília, Porto Alegre, Rio de Janeiro, São Paulo
Countries	Colombia, Ecuador, Costa Rica, El Salvador	Brazil
Price**	<b>Full Tour, without hotels:</b> \$10,150 <b>Full Tour, with hotels:</b> \$11,950	<b>Full Tour, without hotels:</b> \$9,450 <b>Full Tour, with hotels:</b> \$11,750

## 2020 FALL HOP-ONS

City	Date(s)	Price
Hop-On Details Coming Soon!		

\*Order of cities as indicated here does not reflect the order on the tour schedule.

\*\*Signing up for full tours prior to Early Bird deadline qualifies for Early Bird pricing. Tour discounts cannot be combined and will be applied to the full tour price. Included in the Full Tour price are hotels, air transport within region, local transport, orientation session, marketing material, mobile app and wrap-up report.

# SOUTHEAST ASIA

## WHY RECRUIT IN SOUTHEAST ASIA

Emphasis on high quality education, increase in disposable income and lack of higher educational infrastructure are just a few of the many reasons Southeast Asian students choose to study abroad.

According to UNESCO, more than 304,569 students from Southeast Asia chose to study abroad in 2017. The overall outbound student mobility from the region has increased 31.62% since 2012.

### 2019 FALL TOUR STATS

- Met 2,500+ students at 35 schools over 11 days in 5 cities, + 1 special event

*“This was my first ever recruiting tour (and my first time in Asia, in fact), so I didn’t know what to expect. However, I quickly became comfortable since UnivAssist did a great job of really taking care of our small, intimate tour group, and we even ended up feeling like a family and had a lot of fun together.”*

– University of California, Riverside

## 2020 FALL TOURS

	Southeast Asia
About	5 cities, 10 days
Tour Dates	14-23 September
School Visits in Cities*	Bangkok, Hanoi, Ho Chi Minh City, Jakarta, Taipei
Countries	Thailand, Vietnam, Taiwan, Indonesia
Price**	Full Tour, without hotels: \$9,850 Full Tour, with hotels: \$11,650

## 2020 FALL HOP-ONS

City	Date(s)	Price
Hop-On Details Coming Soon!		

\*Order of cities as indicated here does not reflect the order on the tour schedule.

\*\*Signing up for full tours prior to Early Bird deadline qualifies for Early Bird pricing. Tour discounts cannot be combined and will be applied to the full tour price. Included in the Full Tour price are hotels, air transport within region, local transport, orientation session, marketing material, mobile app and wrap-up report.

# MIDDLE EAST

## WHY RECRUIT IN THE MIDDLE EAST

Students from the region who choose to study abroad are often seeking higher quality education than what can be found at home, as well as the opportunity to improve career prospects at home. Language and finances are the two biggest challenges for recruiters in this region.

Since 2012, the number of outbound mobile students from the region has increased an average of 6.77% annually, according to data from UNESCO.

### 2019 FALL TOUR STATS

- Met 2,000+ students at 30 schools over 11 days in 5 cities

*“KIC constantly delivers above average results during their tours. They are great for new recruiters, as well as seasoned ones. I always feel successful after my tour with them, and they genuinely care about their participants! If you want to have a meaningful recruiting tour, choose KIC.*

*– Embry-Riddle Aeronautical University*

## 2020 FALL TOURS

	Middle East
About	5 cities, 10 days
Tour Dates	03-12 October
School Visits in Cities*	Amman, Dubai, Abu Dhabi, Kuwait City, Muscat
Countries	U.A.E., Jordan, Kuwait, Oman
Price**	Full Tour, without hotels: \$9,450 Full Tour, with hotels: \$11,750

## 2020 FALL HOP-ONS

City	Date(s)	Price
Hop-On Details Coming Soon!		

\*Order of cities as indicated here does not reflect the order on the tour schedule.

\*\*Signing up for full tours prior to Early Bird deadline qualifies for Early Bird pricing. Tour discounts cannot be combined and will be applied to the full tour price. Included in the Full Tour price are hotels, air transport within region, local transport, orientation session, marketing material, mobile app and wrap-up report.

# PROGRAM DETAILS

## TOUR DISCOUNTS AND SPECIAL OFFERS\*

- Super Early Bird: \$750 off each tour (apply by 31 March)
- Early Bird: \$400 off each tour (apply by 30 May)
- Multi-Tour: \$500 off each tour
- Returning University: \$250 off each tour

## DEPOSIT

- \$2,500 per tour
- \$500 per Hop-On City

\* Signing up for tours prior to Early Bird deadline as noted above qualifies for Early Bird pricing as indicated. Tour discounts cannot be combined and will be applied to the full tour price.

	FULL TOURS	FULL TOURS, WITHOUT HOTELS	HOP-ONS
<b>HOTEL ACCOMMODATIONS</b> Single occupancy hotel accommodations with basic internet service at leading hotels. Our priority is to provide you with a safe, hassle-free and comfortable experience.	✓ Included	☒ Not included	☒ Not included
<b>AIR TRAVEL WITHIN REGION</b> Inter-city air travel within tour countries during the tour. Flights are economy class. Most airlines allow carry-ons up to 7kgs (~15lbs) and checked bags up to 15kgs (~33 lbs).	✓ Included	✓ Included	☒ Not included
<b>LOCAL TRANSPORTATION</b> Local transportation to visit schools to and from the tour hotel. <b>Full Tour Only:</b> Group airport transfers, plus airport pick-up (up to 48 hours prior) and airport drop-off.	✓ Included: between schools & airports	✓ Included: between schools & airports	✓ Included: between schools
<b>ORIENTATION SESSION</b> A presentation held in the city where the tour begins, to brief the travelers about regional macroeconomic trends, education systems, recruiting practices, etc.	✓ Included	✓ Included	☒ Not included
<b>MARKETING MATERIAL*</b> Schools visited notified in advance and provided with material to advertise visiting institutions, plus students receive a booklet with information about visiting institutions.	✓ Included	✓ Included	✓ Included**
<b>PARTICIPANT MOBILE APP</b> Mobile app for tour participants including itinerary, school profiles, feedback forms, FAQs, tourism information, and more.	✓ Included	✓ Included	☒ Not included
<b>WRAP-UP REPORT / STUDENT DATA</b> Post-tour wrap-up report includes details regarding schools visited, counselor contacts, etc and an Excel sheet with student data such as name, email, school, city, etc.	✓ Included	✓ Included	Student Data ONLY
<b>MEALS</b> Please budget \$50-60 per day for meals per person. <b>Full Tour Only:</b> included is a welcome dinner and breakfast at the hotels.	Breakfasts at hotels ONLY	☒ Not included	☒ Not included
<b>PERSONAL EXPENSES</b> Airfare to and from the traveler's home country and tour country, passport /visa(s), travel insurance, airport taxes, overweight baggage, shipping materials, personal expenses, etc.	☒ Not included	☒ Not included	☒ Not included
<b>ELIGIBLE FOR TOUR DISCOUNTS</b>	✓ Included	✓ Included	☒ Not included

\*Deadline for inclusion in the student booklet is 45 days prior to the start of each tour.

\*\*To be included, universities must participate in a minimum of two Hop-On cities totaling three days, within one tour region.

# APPLICATION PROCEDURE

Please complete the attached application form and email it to [info@univassist.com](mailto:info@univassist.com). Upon receipt of application, you will receive an invoice and the deposit is due within 15 days. Payment of the balance of the program cost is due 60 days prior to the commencement of the program. If program fees are not received 60 days before commencement of the program, the institution may be dropped from the program and cancellation fees will apply. If for any reason KIC UnivAssist cannot accommodate an institution on the program, their fees including deposits will be fully refunded.

## PROGRAM REFUND AND CANCELLATION POLICY

> 60 DAYS PRIOR to program commencement	46 - 60 DAYS PRIOR to program commencement	31 - 45 DAYS PRIOR to program commencement	30 DAYS OR LESS to program commencement
100% of the refundable charges	50% of the refundable charges	25% of the refundable charges	No refund

NOTE: Deposits are not refundable.

## TERMS AND CONDITIONS FOR PARTICIPATION

- An educational institution may choose to send multiple travelers on a program. Additional travelers will pay 75% of the program price.
- During the programs, alumni and/or any additional non-program participants/representatives are considered additional travelers, and are subject to the multiple traveler fee indicated above. Any additional representatives (beyond the single tour traveler) are not permitted to stand at an institution's table without prior permission and fee agreement.
- Participating institutions must be accredited two-year, four-year and/or graduate degree-granting institutions.
- The individual(s) traveling must have knowledge of their institution's admissions policies and procedures.
- The institution will be liable for the entire program cost even if the traveler(s) only attends a partial program.
- KIC UnivAssist reserves the right to make changes to the program if, in its judgment, the change will be in the best interest of the participants. This may include itinerary changes to cities, order of cities, school visits in a particular city, accommodations, venue, etc.
- Participant/traveler acknowledges and agrees that KIC UnivAssist shall not be liable for any loss, injury, delay or damage from any cause beyond its control.
- KIC UnivAssist is not responsible for personal or travel and health insurance and recommends that travelers purchase appropriate insurance and plan for contingencies.
- All prices mentioned here are based on exchange rates as of September 2019 and are subject to change.
- Deposits are non-refundable.
- Institutions are liable for program fees as indicated in the program refund and cancellation policy.
- Educational institutions and their travelers must support and adhere to NAFSA's Statement of Ethical Principles.
- In case a university changes the individual(s) traveling, cancellation and re-booking charges will be billed to the participating university.

# UNIVASSIST 2020 FALL PROGRAM APPLICATION

Please send the completed and signed application form to [info@univassist.com](mailto:info@univassist.com). UnivAssist accepts payments via check or wire transfer (contact us for wire transfer instructions). Transactions must be in U.S. dollars. Checks must be drawn on a bank with a U.S. branch in the name of "UnivAssist Inc." UnivAssist Inc.'s tax EIN number is 81-1757277.

<b>Institution Name</b>			
<b>Institution Address</b>			
<b>Applicant Name</b> (specify name on passport)		<b>Email</b>	
<b>Applicant Title</b>		<b>Office Phone</b>	
		<b>Mobile Phone</b>	
<b>Please Select Program(s):</b>			
	<b>FULL TOUR, without hotels</b>	<b>FULL TOUR, with hotels</b>	<b>TRAVELER NAME (as in passport)</b>
Mega India Tour	\$12,050	\$13,750	
Mega India Tour, IC3 Opt-Out	\$9,150	\$10,150	
Engage India Tour	\$12,250	\$13,950	
Engage India Tour, IC3 Opt-Out	\$9,350	\$10,350	
Metro India Tour	\$12,050	\$13,750	
Metro India Tour, IC3 Opt-Out	\$9,150	\$10,150	
Latin America Tour	\$10,150	\$11,950	
Brazil Tour	\$9,450	\$11,750	
Southeast Asia Tour	\$9,850	\$11,650	
Middle East Tour	\$9,450	\$11,750	

<b>HOP-ON CITIES</b>	<b>PRICE</b>	<b>TRAVELER NAME (as in passport)</b>
Details coming soon!		

NOTE: Discounting will be reflected in the invoice as applicable.

By submitting the application form and signing below, I acknowledge that I have read the disclaimer and accept and agree to abide by the terms on the following page. This application is considered a contract.

**SIGNATURE OF APPLICANT**

**PARTICIPATING INSTITUTION**

**DATE**

DISCLAIMER: Participant/Applicant agrees and acknowledges that UnivAssist Inc., its affiliates, subsidiaries, members, agents, directors, officers and employees (collectively referred to as "KIC"), shall not be liable for any damages, losses and/or expenses (including costs of litigation and attorney's fees) arising out of or occurring in connection with his, her or its participation in the program which is the subject of this application and including, but not limited to, injury to person (including bodily injury, sickness, disease, emotional injury or death) and loss or damage to property, regardless of whether such injury, damage or loss results from accident, sickness, acts of war or terrorism, quarantine, natural disaster, or any other cause whatsoever, and whether directly or indirectly within or beyond KIC's control. Participant agrees and acknowledges that KIC shall not be liable for the actions or omissions of its independent suppliers, such as airlines and hotels, and KIC makes no representation or warranty concerning the nature or quality of the services provided by these suppliers. In the event KIC is unable to conduct the program due to any cause beyond KIC's control, Applicant/Participant hereby acknowledges and agrees that he, she or it shall not be entitled to a refund but, instead, any or all amounts paid by Applicant/ Participant shall be credited towards a rescheduled or future program. ITINERARY CHANGE: KIC reserves the right to make changes to the program itinerary including dates, cities visited, accommodations, etc. If a pre-departure itinerary change is for any reason(s) beyond KIC's exclusive control, including but not limited to safety, security, weather, natural disaster, strikes, hostilities, terrorism, civil unrest, airport closings, late air, sea, car or motor coach departures or arrivals, U.S. State Department travel warnings/advisories or other applicable U.S. or foreign governmental advisories, Applicant/ Participant will not be provided any compensation, refund or credit. If an itinerary change becomes necessary during the trip for any reason(s) beyond the control of KIC, and notice prior to departure is not feasible, KIC will use reasonable commercial efforts to substitute an alternative destination(s) (the "Altered Program"). KIC shall not be liable to Applicant/Participant for any charges, fees or expenses paid or owed directly to third parties by Applicant/Participant (such as air travel booked by Applicant/Participant directly with an airline) in connection with a cancelled trip or an itinerary change for any reason. Prices are subject to change without notice. KIC will not purchase travel or health insurance on behalf of the participants and strongly recommends that participants purchase such coverage prior to departure. Institutions are liable for program fees as indicated in the program refund and cancellation policy and "Terms and Conditions for Participation" section. Program deposits are non-refundable. Institutions will be liable for the full program cost, even if the participant attends a partial program. In consideration of participation in the program, Applicant/Participant irrevocably grants to KIC and its assigns, licensees, and successors the right to use Applicant/ Participant's image and name in all forms and media including advertising throughout the world and in perpetuity. Applicant/Participant waives the right to inspect or approve versions of such image used for publication or the written copy that may be used in connection with the images. KIC is permitted, although not obligated, to include Applicant/Participant's name as a credit in connection with the image.