

The logo for KIC UnivAssist, featuring the text 'KIC' in blue and 'UnivAssist' in red, with a registered trademark symbol. A thin horizontal line is positioned below the text.

KICUnivAssist®

Advancing Global Engagement

2020 Spring

**RECRUITMENT
PROGRAMS**

JOIN US THIS SPRING



175+
university partners

2019 SPRING TOUR HIGHLIGHTS



4
countries traveled



54+
high schools visited



5,000+
students impacted

Dear colleagues,

We invite universities from around the world to join UnivAssist this spring in India, Latin America and Southeast Asia! 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 IC3 Regional Forums.

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,

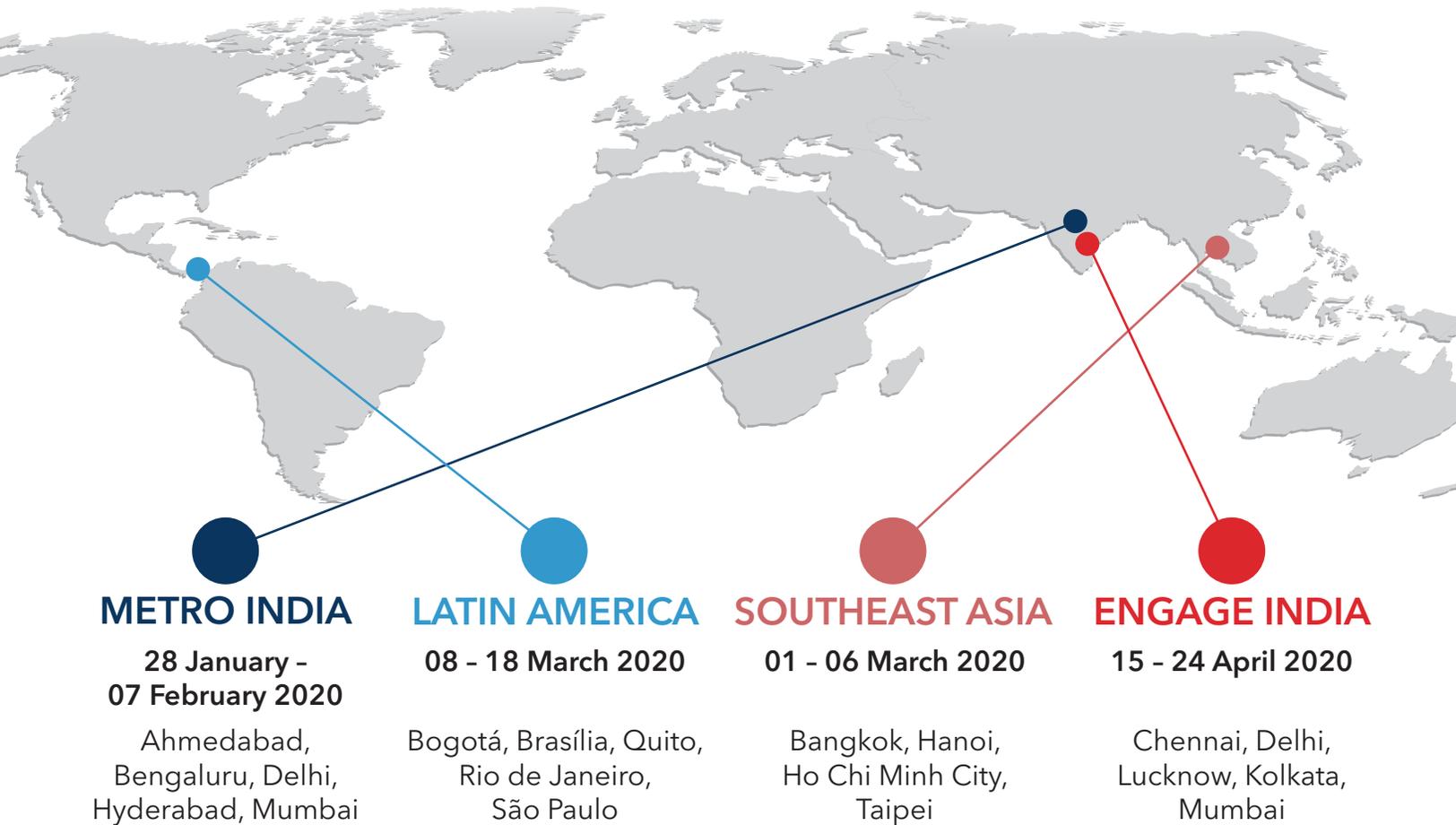
SWARAJ NANDAN
Director

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KIC UnivAssist is a reliable partner offering a great variety of recruitment destinations at competitive prices. I especially appreciate their flexibility; few other organizations allow you to hop on and off tours, rather than attending a whole tour as designed. Friendliness, professionalism, prompt and clear communication, in-depth knowledge of the regions visited are just a few of the attributes that make KIC UnivAssist one of my top choices for recruitment travel.

– DePaul University

2020 SPRING PROGRAMS



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 REGIONAL FORUMS

The IC3 Regional Forums are a series of one-day events included in some tours that allow university representatives to network with local counselors, and learn more about the area, students and schools.

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, nearly 306,000 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 301,406 in 2016—a robust average annual growth rate of 22% in a span of 16 years.

I've done many India recruitment tours over the years and the small group tours with UnivAssist gave me by far more exposure than I've ever before experienced. KIC's strong relationships open doors in many schools for the diverse universities on these tours, providing access to entire assemblies of grade 10 and 11 students. I was very impressed with UnivAssist's approach and I highly recommend that my college and university colleagues who want to build quality undergraduate Indian enrollment give UnivAssist Tours a try!
 – Foothill + DeAnza Colleges

2020 SPRING TOURS

	Metro India	Engage India
About	5 cities, 11 days	5 cities, 10 days
Tour Dates	28 January - 07 February 2020	15-24 April 2020
School Visits in Cities*	Ahmedabad, Bengaluru, Delhi, Hyderabad, Mumbai	Chennai, Delhi, Lucknow, Kolkata, Mumbai
IC3 Regional Forums	Included: Ahmedabad & Delhi Suggested Add-Ons: Bengaluru & Pune	Included: Chennai Suggested Add-Ons: Kolkata
Price**	Full Tour: \$12,450 Full Tour, without travel: \$9,850	Full Tour: \$12,250 Full Tour, without travel: \$9,750

2020 SPRING HOP-ONS

City	Date(s)	Price
Mumbai	29 Jan.	\$1,450
Ahmedabad***	30-31 Jan.	\$1,750
Delhi***	01, 03-04 Feb.	\$2,950
Hyderabad	05-06 Feb.	\$2,650
Bengaluru	07 Feb.	\$1,450
Mumbai	16 Apr.	\$1,450
Chennai***	17-18 Apr.	\$1,750
Delhi	20-21 Apr.	\$2,650
Lucknow	22 Apr.	\$1,450
Kolkata	23-24 Apr.	\$2,650

*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 this price are hotels, air transport within region, local transport, orientation session, marketing material, mobile app and wrap-up report.

***Includes IC3 Regional Forum.

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.

Extremely well-planned and executed tour. KIC UnivAssist put a lot of thought into the schools to visit. They had great knowledge of all the high schools and we were very welcomed and received at each high school. The managers also showed interest in learning about each university and in helping with a long-term strategy. The tour kept us on our toes the entire time, but it was well worth it. I liked the presentation format of the tour, as it enabled students to get details of all universities present to find a best match for them.

– The University of Tampa

2020 SPRING TOURS

Latin America	
About	5 cities, 11 days
Tour Dates	08-18 March 2020
School Visits in Cities*	Bogotá, Brasília, Quito, Rio de Janeiro, São Paulo
Price**	Full Tour: \$12,450 Full Tour, without travel: \$9,450

2020 SPRING HOP-ONS

City	Date(s)	Price
Brasília	9-10 March	\$2,350
Rio de Janeiro	11-12 March	\$2,350
São Paulo	13-14 March	\$1,750
Bogotá	16 March	\$1,450
Quito	17-18 March	\$1,950

*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 this 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 287,500 students from Southeast Asia chose to study abroad in 2017. The overall outbound student mobility from the region has increased 22.69% since 2012.

KIC UnivAssist runs a well-oiled machine that provides maximum bang for your buck. Their professional connections to school leaders, principals and counselors provide access to a large number of diverse, local schools with qualified students, and their philosophy of providing educational opportunities for the students enhances the experience of both the students and the schools. Be prepared for a non-stop itinerary, but one that provides excellent outcomes.

– Ohio University

2020 SPRING TOURS

2020 SPRING HOP-ONS

	Southeast Asia
About	4 cities, 6 days
Tour Dates	01-06 March 2020
School Visits in Cities*	Bangkok, Hanoi, Ho Chi Minh City, Taipei
Price**	Full Tour: \$8,950 Full Tour, without travel: \$7,200

City	Date(s)	Price
Hanoi	02 March	\$1,550
Ho Chi Minh City	03-04 March	\$2,550
Taipei	05 March	\$1,550
Bangkok	06 March	\$1,550

*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 this 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*

- Early Bird: \$400 off each tour (apply by 31 October)
- Multi-Tour: \$500 off each tour
- Returning University: \$250 off each tour

TOUR DEPOSIT

- \$2,500 per tour

* 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 TRAVEL	HOP-ONS
HOTEL ACCOMMODATIONS 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
AIR TRAVEL WITHIN REGION 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	✗ Not included	✗ Not included
LOCAL TRANSPORTATION Local transportation to visit schools to and from the tour hotel. Full Tour Only: Group airport transfers, plus airport pick-up (up to 48 hours prior) and airport drop-off.	✓ Included: between schools & airports	✓ Included: between schools	✓ Included: between schools
ORIENTATION SESSION 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
MARKETING MATERIAL* 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**
PARTICIPANT MOBILE APP Mobile app for tour participants including itinerary, school profiles, feedback forms, FAQs, tourism information, and more.	✓ Included	✓ Included	✗ Not included
WRAP-UP REPORT / STUDENT DATA 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
MEALS Please budget \$50-60 per day for meals per person. Full Tour Only: included is a welcome dinner and breakfast at the hotels.	Breakfasts at hotels ONLY	✗ Not included	✗ Not included
PERSONAL EXPENSES 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
ELIGIBLE FOR TOUR DISCOUNTS	✓ 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.

IC3 REGIONAL FORUMS

INTERNATIONAL CAREER AND COLLEGE COUNSELING (IC3) REGIONAL FORUMS



Hosted at local high schools, the IC3 Regional Forums are a series of one-day events that provide an opportunity for learning and new knowledge creation, along with networking. Counselors, teachers and principals from the local area interact with universities from across the globe.

REGIONAL FORUMS

Each IC3 Regional Forum program includes opening/closing addresses, breakout sessions and networking opportunities. Some IC3 Regional Forums may have optional student interaction opportunities such as pre-/post-conference local high school visits and/or student fairs.

Leading high schools are placing an increasing emphasis on systems to best support students and families understand their multiple options at colleges and universities at home and around the globe, with the goal of finding the one which best suits their own aspirations and interests. The IC3 Regional Forums enable access for hundreds of schools that have limited resources for travel and training of their principals, teachers and counselors. Other key objectives of the IC3 Regional Forums are bringing inclusiveness, diversity and quality.

2020 IC3 REGIONAL FORUMS SCHEDULE

View the complete schedule of all 2020 IC3 Regional Forums at www.ic3regionalforums.com

Date	City	Details	Add-On Price
31 January	Ahmedabad	Included on Metro India Tour	\$250* per IC3 Regional Forum
01 February	Delhi	Included on Metro India Tour	
08 February	Bengaluru	Suggested Add-On to Metro India Tour	
10 February	Pune	Suggested Add-On to Metro India Tour	
25 April	Kolkata	Suggested Add-On to Engage India Tour	

*Cost includes registration fee and does NOT include transportation or hotel(s).

REGISTER AT WWW.IC3REGIONALFORUMS.COM

APPLICATION PROCEDURE

Please complete the attached application form and email it to 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 full tour travelers will pay 75% of the full program price. Additional Hop-On travelers will pay 50% of the Hop-On 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 SPRING PROGRAM APPLICATION

Please send the completed and signed application form to 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.

Institution Name	
Institution Address	
Applicant Name (specify name on passport)	Email
Applicant Title	Office Phone
	Mobile Phone
Please Select Program(s):	

<input type="checkbox"/>	FULL TOURS <small>(Includes hotels, regional flights, ground transportation)</small>	PRICE	TRAVELER NAME (as in passport)
<input type="checkbox"/>	Metro India Tour	\$12,450	
<input type="checkbox"/>	Engage India Tour	\$12,250	
<input type="checkbox"/>	Latin America Tour	\$12,450	
<input type="checkbox"/>	Southeast Asia Tour	\$8,950	

<input type="checkbox"/>	FULL TOURS, WITHOUT TRAVEL	PRICE	TRAVELER NAME (as in passport)
<input type="checkbox"/>	Metro India, without travel	\$9,850	
<input type="checkbox"/>	Engage India, without travel	\$9,750	
<input type="checkbox"/>	Latin America, without travel	\$9,450	
<input type="checkbox"/>	Southeast Asia, without travel	\$7,200	

<input type="checkbox"/>	HOP-ON CITIES	PRICE	TRAVELER NAME (as in passport)
<input type="checkbox"/>	Metro India: Mumbai	\$1,450	
<input type="checkbox"/>	Metro India: Ahmedabad	\$1,750	
<input type="checkbox"/>	Metro India: Delhi	\$2,950	
<input type="checkbox"/>	Metro India: Hyderabad	\$2,650	
<input type="checkbox"/>	Metro India: Bengaluru	\$1,450	
<input type="checkbox"/>	Engage India: Mumbai	\$1,450	
<input type="checkbox"/>	Engage India: Chennai	\$1,750	
<input type="checkbox"/>	Engage India: Delhi	\$2,650	
<input type="checkbox"/>	Engage India: Lucknow	\$1,450	
<input type="checkbox"/>	Engage India: Kolkata	\$2,650	

NOTE: Latin America and Southeast Asia Hop-On cities on following page →

UNIVASSIST 2020 SPRING PROGRAM APPLICATION

<input type="checkbox"/>	Latin America: Brasília	\$2,350	
<input type="checkbox"/>	Latin America: Rio de Janeiro	\$2,350	
<input type="checkbox"/>	Latin America: São Paulo	\$1,750	
<input type="checkbox"/>	Latin America: Bogotá	\$1,450	
<input type="checkbox"/>	Latin America: Quito	\$1,950	
<input type="checkbox"/>	Southeast Asia: Hanoi	\$1,550	
<input type="checkbox"/>	Southeast Asia: Ho Chi Minh City	\$2,550	
<input type="checkbox"/>	Southeast Asia: Taipei	\$1,550	
<input type="checkbox"/>	Southeast Asia: Bangkok	\$1,550	

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.