

DMC TURQUIA LLC

Institutional Wholesaler B2B Destination Operations Guide & Commercial Terms

- **Digital Platform:** www.dmcturquiallc.com
- **B2B Relations & RFPs:** support@dmcturquiallc.com (Replacing legacy personal email addresses for corporate consistency)
- **Global Headquarters (USA):** DMC Turquia LLC, 30 N Gould St # 62449, Sheridan, WY 82801, USA
- **Regional Operations Hub (Turkey):** Maden Mah. Mahmut Nedim Doral Sok. No:1 Daire: 7, Büyükkada/Istanbul, Türkiye
- **24/7 B2B Operations WhatsApp Hotline:** +90 543 252 2110

1. Corporate Structure, Legal Framework & Regulatory Compliance

DMC Turquia LLC is an elite, business-to-business (B2B) Destination Management Company (DMC) legally tescilli in the **State of Wyoming, USA (Filing ID: 2026-001911995)**. Designed to bridge international corporate standards with ground operational mastery, our global contract and financial routing are managed under strict U.S. commercial regulations. Our regional destination logistics headquarters are strategically located in Büyükkada, Istanbul, Republic of Turkey. To maintain absolute market agility, unbiased service selection, and unmatched cost efficiencies, DMC Turquia LLC intentionally operates on an institutional **asset-light procurement framework**. In absolute compliance with Turkish Tourism Law No. 1618, all local execution, field transfers, commercial guiding services, and on-ground hospitality fulfillment within the Republic of Turkey are contractually executed through our vetted, trusted local partner agencies holding active **Group A Licenses issued by TÜRSAB** (Association of Turkish Travel Agencies). This advanced operational synergy provides international travel advisors, consortia members, and corporate planners with a crucial double-layered legal, compliance, and financial protection mechanism when managing high-net-worth (HNW) travel assets in Turkey.

2. Institutional Scope of Premium Inbound Operations

We manage, engineer, and execute end-to-end luxury land arrangements and specialized program curations across Turkey's core destinations (Istanbul, Cappadocia, Bodrum, Ephesus, Pamukkale, and the Turkish Riviera):

- **M.I.C.E. & Corporate Incentives:** Flawless procurement and execution for high-level international meetings, corporate incentive travel rewards, premium product launches, and executive retreats. We provide comprehensive venue sourcing (including historic Bosphorus palaces and cutting-edge convention

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facilities), audio-visual alignment, and zero-fault multi-tier logistics coordination.

- **Destination Weddings & Elite Celebrations:** High-yield, turn-key logistical coordination and venue management for luxury destination weddings and ultra-private milestone celebrations. We manage complex vendor contracts, guest arrival manifests, and historic waterfront estate access.
- **Bespoke FIT & VIP Journeys:** High-context cultural expeditions, private multi-region family vacations, and high-security adventures meticulously tailored to the distinct lifestyle and dietary profiles of Ultra-High-Net-Worth Individuals (UHNWIs).
- **Private Blue Cruises & Luxury Yacht Charters:** Luxury motor yacht and traditional Turkish gulet charters navigating the Aegean and Mediterranean coastlines. Curated programs feature private onboard chefs, high-spec marine stabilization systems, custom marine itineraries, and private dockside shore excursions.
- **Signature Wellness & Yoga Retreats:** Turnkey management of boutique group wellness, mindfulness, and holistic health retreats executed behind your brand in secluded, premium venues along Turkey's southwestern coasts.

3. Advanced Ground Logistics, Fleet Standards & Private Aviation

Turkey's diverse geography demands institutional, minute-by-minute tactical planning. All operational routing incorporates advanced geospatial optimization algorithms to guarantee seamless transit times and protect the guest experience:

- **Terrestrial Fleet Infrastructure:** Field deployment consists exclusively of premium, late-model Mercedes-Benz Sprinter vans and executive sedans. Vehicles are uniquely configured with custom luxury leather seating, secure high-speed onboard Wi-Fi networks, climate control, and personalized premium refreshments. All professional drivers undergo intensive corporate vetting and strictly adhere to national transport laws.
- **Private Aviation & Elite Marine Access:** Full-scale operational handling for private jet arrivals (FBO coordination), VIP helicopter shuttle routing (e.g., direct Istanbul-to-Bodrum airport bypass transfers), and private docking clearances across premium Turkish marinas.

4. Exclusive Insider Access & Destination Attractivity Management

DMC Turquia LLC bypasses generic tourism to deliver absolute, high-context exclusivity. We establish specialized local parameters to secure:

- **Private After-Hours Access:** Exclusive private evening tours of UNESCO World Heritage sites, including the Ephesus Archaeological Site and Hagia Sophia, completely free from public crowds.



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- **Curated Cultural Intimacy:** Private museum openings, elite contemporary art curatorships, and private workshops with master traditional artisans.
- **Real-Time Operational Adaptation:** Dynamic itinerary adjustments managed by our hub to counter seasonal climatic shifts, diplomatic gridlocks, or unexpected architectural restoration closures.

5. Global B2B Service Standards for Registered Advisors

We operate strictly as an invisible, highly defensive white-label regional extension of your agency, protecting your hard-earned client equity:

- **White-Label Documentation Framework:** All custom itineraries, destination route guides, and digital confirmations are delivered entirely unbranded, engineered for immediate integration of your agency's logo, typography, and brand identity.
- **24/7 Dual-Layer Support Dispatch:** Traveling guests receive a dedicated, direct multilingual WhatsApp support line managed by white-collar destination managers. Concurrently, the booking travel advisor maintains direct access to an escalation manager.
- **Rapid Proposal Turnaround:** Comprehensive, granularly costed B2B proposals and white-label itineraries are delivered within **24 to 48 hours** from initial brief submission.

6. Commercial Terms & Conditions for B2B Partners

6.1 Booking Framework & Written Confirmation

- **FIT (Free Independent Traveler) Requests:** All bespoke requests must be routed via our corporate channels or official B2B email. Bookings are contractually confirmed only upon the formal issuance of a written Confirmation Voucher by DMC Turquia LLC.
- **Group Operations (30+ Pax / MICE):** Luxury group proposals are valid for exactly 14 calendar days from issuance. Allotments, hotel blocks, and specialized historical guides are secured exclusively upon the execution of a signed group contract and the settlement of the initial deposit.

6.2 Corporate Payment & Currency Settlement Policy

To provide seamless corporate routing and eliminate regional banking volatility, all financial settlements run through our US entity via **Airwallex Corporate Banking** and **Stripe Secure Payment Infrastructure**:

- **Rates & Currency:** All rates are quoted in **USD or EUR** (unless explicitly specified otherwise) and are strictly wholesale **Net and Non-Commissionable**.
- **FIT Deposit Schedule:** A 50% deposit is required immediately upon confirmation to secure luxury inventory. The remaining 50% balance must be settled exactly 30 days prior to the guest's scheduled arrival.

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- **Group & MICE Deposit Schedule:** A 30% non-refundable deposit is required to secure group room blocks and private charters. The final group balance is due exactly 30 days prior to the program's initiation.

6.3 Cancellation, Amendment & Refund Architecture

Cancellations must be submitted formally in writing and are subject to the following institutional graduated fee schedule:

- **46+ Days Prior to Arrival:** Full refund of settled amounts minus a nominal administrative banking fee not exceeding 5%.
- **45 to 31 Days Prior to Arrival:** Retention of a 25% cancellation fee.
- **30 to 16 Days Prior to Arrival:** Retention of a 50% cancellation fee.
- **15 Days or Fewer Prior to Arrival / No-Show:** 100% cancellation fee applies. (Subject to partial waiver or credit adjustment only if luxury suppliers issue explicit fee-free waivers to DMC Turquia LLC).
- **Last-Minute Operational Orders:** Bookings requested within 15 days of arrival require 100% upfront settlement. These balances are protected via a direct credit guarantee if unfulfilled due to provider failure.
- **Concierge Amendments:** Reasonable itinerary enhancements are accommodated. Amendments requested within 14 days of arrival may incur a standard \$50 administrative adjustment fee plus direct third-party vendor costs.

7. Legal Guardrails: Non-Circumvention, Liability & Force Majeure

7.1 Absolute Non-Circumvention Clause

The contracting B2B Partner explicitly agrees not to bypass, circumvent, or attempt to bypass DMC Turquia LLC to establish direct business relationships, commercial bookings, or private pricing agreements with any local operational affiliates, field guides, luxury hotels, private yacht owners, or regional vendors introduced through this partnership. Any identified breach results in the immediate, permanent termination of partnership rights, cancellation of active bookings without refund, and immediate legal liability for commercial damages equal to the estimated gross transactional value of the bypassed networks.

7.2 Intermediary Liability & Force Majeure Framework

- **Elite Intermediary Status:** DMC Turquia LLC operates as a high-tier B2B wholesaler and intermediary. While we enforce rigorous quality controls, we are not legally liable for operational disruptions, schedule changes, or service failures caused by third-party vendors that fall beyond reasonable institutional control.
- **Force Majeure Protocols:** Force Majeure events include natural disasters, government-enforced national travel bans, sudden airspace closures, international epidemics, or acute regional security emergencies. In such occurrences, traveling guests are protected and entitled to a flexible open-date

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travel credit or a cash refund, excluding non-recoverable out-of-pocket supplier deposits actually pre-paid and retained by local vendors.

- **Mandatory Travel Insurance:** B2B Partners are strongly required to ensure that all participating travelers carry comprehensive international luxury travel insurance policies covering trip cancellations, medical evacuations, and baggage disruptions.

7.3 Governing Law & Corporate Jurisdiction

This B2B agreement, operational guide, and all subsequent service contracts shall be governed by, construed, and enforced in accordance with international commercial standards and the commercial laws of the Republic of Turkey. Any unresolved legal disputes or claims arising out of services executed inside Turkey shall be submitted exclusively to the competent courts of Istanbul, Turkey.



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