

Item 18 refers to a description to what is included in our programs and prices that you will find in the document PRICES 2010 (also attached to this email)

Item 13 refers to the excursions offered by EXCEL (down below)

Classes start every Monday for all levels.

How to register? please read item 20

Should you have any other questions, please do not hesitate to get in touch with us.

Sincerely,

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If you would like to find out more about the staff at Excel, turn to  
<http://www.excel-spanishlanguageprograms-peru.org/english/teachers.html>

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Excel Language School ..... information for prospective students

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[info@languagecourse.net](mailto:info@languagecourse.net)

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## 1.. Introduction

At EXCEL, our goal is to provide high-quality, effective, and intensive Spanish instruction customized to meet the needs of each individual student, in a relaxed and informal environment, and to expose each student to important aspects of Latin American culture. To meet this goal, we hire only experienced professional teachers who are all native speakers of Spanish to teach our courses.

All of our courses - ranging from beginner to advanced Spanish - utilise a highly effective integrative approach to language acquisition which blends the four basic skills of speaking, listening, reading and writing into each session. Even students with no previous training in Spanish will find themselves speaking Spanish to each other and to the teacher on the very first day of class!

Further, we arrange tours of the world-famous MachuPicchu ruins or the Inca Trail to MachuPicchu as well as other excursions like the City tour of Cusco, the Sacred Valley of the Incas and Lake Titicaca. These are an essential component of the EXCEL experience and provide the students with an important cultural perspective from which to better understand the Spanish language.

Because we believe that each student has his or her own unique strengths (and weaknesses), the structure of our courses is flexible. Most courses use a textbook that serves as a starting point for instruction and as a study reference for students. However, we actively encourage our teachers to customise each course through the use of additional books and periodicals, and through the preparation of customised instructional materials that enhance the student's experience in the program.

## 2.. Our approach to teaching Spanish: The Natural Approach

EXCEL offers its students an exciting and highly effective alternative to most other Spanish courses. All of our classes utilise an approach to language acquisition called the Natural Approach. The Natural Approach focuses on the development of the four basic communication skills: speaking, listening, reading, and writing. Proficiency is obtained through the integration of these four basic communication skills in each class, therefore we do not separate our courses into "conversation" and "grammar" components. In the Natural Approach, the ability to express yourself in a particular situation is stressed, and all of the activities in the program are carefully selected to help you develop your proficiency in communication rather than simply memorising grammatical structures. The teacher uses a variety of techniques - including speaking to you every day in Spanish, pictures, gestures, sounds and objects - to help you understand Spanish better.

In the Natural Approach, learning grammar - although still an important part of fully understanding and expressing yourself in another language - is secondary to the development of oral communications skills.

## 3.. Enjoying the program: a typical day at EXCEL

Each course in the EXCEL Spanish program meets for four hours daily, either in the morning or in the afternoon, for a total of twenty hours per week. This structure leaves ample time for you to practice on your own (one to two hours at home) and to enjoy Cusco and the surrounding area.

A typical day at EXCEL includes meeting with your class at 9:00 in the morning, and at 11:00 enjoying a cup of coffee or tea with your classmates in the garden during your 15-minute break, and finishing up class at 1:00pm. Then it's home

(to your assigned family or to your hotel) for a leisurely lunch and conversation. In the afternoon you can do your homework, or talk with the other students and teachers in the Spanish program. And, of course, you will find plenty of interesting activities around town - including shopping, visiting museums or the local markets, and enjoying the extracurricular activities offered by the school.

#### 4.. Extracurricular Activities

The school offers all kinds of indoors and outdoors activities that are not included in the usual study program of students, therefore optional and free of charge.

Extracurricular activities help immerse students in the Peruvian culture, enhance conversation skills and foster the relaxed family atmosphere that is so important to us.

Most extracurricular activities take place in the afternoons/evenings and are organized on a weekly basis. They include cultural and historical lectures, films, movies and videos relating to Peru's history, geography, ecology, etc., demonstrations of Peruvian cuisine and an introduction to Latin American dance.

On weekends we offer picnics and one-day hikes and excursions to historical sites in the mountains surrounding the city of Cusco.

To each student that arrives, EXCEL provides a monthly program of cultural and extracurricular activities.

#### 5.. Programs

Upon arrival at EXCEL, each student is evaluated with an oral interview and a brief written test before beginning their program. This ensures optimal class placement.

The current program makes provision for the following study levels

##### 5.1 Beginners Spanish

##### 5.2 Elementary Spanish

##### 5.3 Intermediate Spanish

##### 5.4 Advanced Spanish

##### 5.5 Intensive Conversation

Designed for students with some background in Spanish (reading and / or writing), who need to develop their speaking abilities and pronunciation very rapidly.

## 5.6 Professional Development

Designed for students with specialised Spanish language needs - such as doctors who must interact with a Spanish-speaking clientele, individuals preparing reports or presentations for a Spanish-speaking audience, or others who need general translation assistance. Course content is customised to meet the needs of each individual student.

## 6.. Programs outside the City of Cusco

As our students have many learning needs, EXCEL aims to create a language learning process which will stimulate the student and also enable him/her to learn more about Peru itself.

We believe when students are taken out of a tourist environment, they will have more opportunities to practice the Spanish learnt in class. EXCEL offers three study options outside the city of Cusco in places where the student can appreciate the culture at first hand. These are offered as alternatives in order to make the learning process more varied and interesting. They are combined with at least one week of study in Cusco itself, and particularly recommended for those students who are able to study Spanish for at least three weeks. Those studying for less time are also able to partake in the different programs.

We hold a briefing every Wednesday for students who are interested in the Vilcabamba, Urubamba or Manu study experiences.

Students who are scheduled to study only in Cusco can change to one of the other programs after their arrival. They will be assessed the additional charges.

Each of our programs is of equal quality and our teachers alternate among the four locations

### 6.1 Studying in Vilcabamba

Vilcabamba is a very peaceful village located an hour south of Cusco. Our school's location allows easy access to the archeological remains of Pikillacta, Tipón and indigenous Andean communities in the mountains. These communities are about a two-hour hike from the school, and students are accompanied by their teacher and a guide.

The Vilcabamba school is ideally located on a mountain side from where you can appreciate the beautiful surrounding countryside. The school has classrooms, comfortable bedrooms, a living room and a dining room. There is also a kitchen with a wooden oven where students can cook, make pizzas and learn how to prepare guinea pig meals, as the school encompasses a guinea pig farm.

Extra classes on the history of Peru, free hikes and three meals a day are included.

Groups with a minimum of four students depart on Sundays.

Price per week per person		
Grp 3/4	Grp 2	Grp 1
US\$ 274pp	US\$ 335pp	US\$ 459

## 6.2 Studying in Urubamba

Urubamba, the capital of the Sacred Valley of the Incas, is surrounded by beautiful snow-peaked mountains. It is a small quiet town perfectly located to explore the valley and important Inca ruins such as Chincheros, PISAQ (Sunday Andean market), the Inca salt beds and Ollantaytambo.

Our school and student residence is located in the town center, 5 blocks from the main square. It has comfortable, cozy bedrooms, a living room, a dining room, a kitchen, beautiful large gardens with light and airy classrooms. Free hikes and three meals per day are included.

Groups, with a minimum of four students, depart on Sundays.

Price per week per person		
Grp 3/4	Grp 2	Grp 1
US\$ 287pp	US\$ 384pp	US\$ 475

## 6.3 Studying in Manu Amazon Natural Reserve

Studying in Manu is a unique experience. Manu National Park is internationally recognized as having almost unparalleled bio-diversity and provides students with the opportunity of seeing plant and animal life that they may have never experienced at such close range.

On the journey from Cusco to the National Park student will also see amazing sites, including Inca ruins, beautiful landscape and a cloud forest. We work in conjunction with the well known ATALAYA AGENCY. Tours into the rainforest are organized with an experienced guide and the teacher. Groups with a minimum of four students, depart on Mondays and Fridays. The price includes the tours, classes, accommodation in comfortable double rooms in a lodge and three meals per day.

Price per week per person		
Grp 3/4	Grp 2	Grp 1

5D/4N	5D/4N	5D/4N
US\$ 541	US\$ 629	US\$712

6D/5N	6D/5N	6D/5N
US\$ 994	US\$1147	US\$ 1294

8D/7N	8D/7N	8D/7N
US\$ 877	US\$ 965	US\$ 1074

## 7.. Language Course Structure

EXCEL offers three basic study options to its students: one-on-one classes, group of two classes and mini groups classes of 3 or 4 students.

### 7.1 One-on-one Classes

This structure is particularly appropriate for intermediate and advanced students who require work in particular areas, for professionals working in Spanish speaking countries, and for those students of any level who are seeking rapid, intensive and focused instruction custom tailored to their learning patterns.

### 7.2 Group-of-two classes

This type of group classes are comprised of two students who have approximately the same level of Spanish knowledge. The exercises are still intensive in approach, and the intimate environment promotes rapid retention of new skills, as well as new friendships. This class structure is particularly good for beginners, elementary and early intermediate levels.

### 7.3 Group of 4 (Three to four students per class)

The group of three to four students is less intensive, and is best for beginning students who have little to no foundation in Spanish. It is also good for those who are travelling in groups that have essentially the same level of Spanish knowledge.

### 7.4 Custom Tailored Courses

EXCEL will be happy to custom tailor courses for individuals and small groups when we have the space and time. Please email us with your specific requests. In this case, the price and payment terms may be altered accordingly as well as the structure of the course.

### 7.5 EXCEL Packages (includes accommodations and pick-up service)

To make your stay in Cusco as pleasant and economical as possible, EXCEL offers a series of study packages that includes your program fees, accommodations (with three meals per day for home-stay participants), and our pick-up service when you arrive in Cusco.

We also offer packages that include excursions (Machupicchu, Inca Trail, City tour, Sacred Valley).

Please see prices, item 18.

## 8.. Certificates and Credits

Each student who completes an EXCEL Spanish course receives an official certificate for that course. The certificate includes the student's name, course/level completed, the number of class hours completed for that course, and the dates of study which is validated by the Ministry of Education of Peru.

## 9.. The people and facilities at EXCEL

EXCEL Language Center has more than twenty highly trained and experienced teachers. All are native speakers of Spanish, most have graduate or advanced degrees in education and/or language and are ready to serve the individual needs of each student. Some of our teachers specialise in beginners Spanish while others work mostly with intermediate and advanced students. All are enthusiastic instructors who teach Spanish because they love doing it.

Of course, no teacher can operate without the invaluable assistance of the secretarial staff. You will find Vilma and Cathy in our main office, ready to help you with any questions or problems that come up during your stay. Be sure to stop by and say hello.

EXCEL Language Center is located in a charming Peruvian courtyard building close to the Plaza de Armas (about five minutes on foot). The courtyard surrounds a garden with a huge pear tree, and you will see various flowers blooming there at different times of the year. The courtyard is a favorite spot for talking with the other students or your teacher during breaks, and a nice place to hang out before or after class. Most of our Spanish classes are held on the second floor of the building.

For the comfort and convenience of our students, EXCEL maintains a study room and small bookstore (see the display of books for sale outside the main office). Students may also use the office for receiving mail, e-mail messages and important phone calls.

Please talk to Esther or Paul for assistance in planning travel excursions around the Cusco area.

Close to the school, you will find a wide variety of restaurants, bookstores, cybercafes, copy centers and plenty of other shopping opportunities.

## 10.. Accommodations

To enhance your stay in Cusco, we recommend that you select a home-stay with one of our carefully selected Peruvian families or our Student Residence, although you may also elect to stay in a nearby hotel.

### 10.1 Home-stay program

Living with a Peruvian family is a tremendous opportunity to build your Spanish skills while making new friends. By talking with (and listening to) the family at meals and at other times during the day, your conversational skills will advance much more rapidly than they will if you stay in a hotel. You will find the family eager to help you choose entertaining activities around town and interesting excursions out of town. They will also assist you in locating a doctor, if you need one, or a store that sells some key item you accidentally left at home.

Families for the home-stay program are carefully selected and monitored by EXCEL so that our students can really enjoy their time in Cusco. Our host families are middle-class Peruvian families living in American-style homes that have hot water at least part of every day. Each student will have his/her own private bedroom (unless a roommate is specifically requested), and some homes provide private bathrooms as well. The family provides three meals per day. (Some families may be able to accommodate special food requests, if we are notified in advance). Laundry service is readily available, although it is not included in the home-stay program fee.

### 10.2 Student Residence

Our Student Residence is located in a safe and centric neighborhood 20 minutes away from the school on foot and has all modern conveniences: comfortable cozy bedrooms, two shared bathrooms, a living room, a dining room and a kitchen where students may cook and keep their food.

Living in our Student Residence gives the student the opportunity to meet other students as well as affording privacy after a long day of study. Student accommodation is generally in double rooms but single rooms can be arranged at an additional charge. Breakfast is included.

All accommodations is for seven days and nights. An extra day is available at an additional charge.

**PRICES FOR THE STUDENT RESIDENCE ARE THE SAME AS FOR HOMESTAY.**

### 10.3 Hotel accommodations

If a homestay is not for you, EXCEL also maintains a relationship with nearby hotels and hostels that may better suit your needs. **MEALS ARE NOT INCLUDED IN HOTEL ACCOMMODATIONS.** Most hotels though provide breakfast.

Three meals per day, eaten in local restaurants, will cost between US\$10 and 15 per day.

## 11.. Why study in Cusco?

Cusco is a charming and fascinating city, located in what was once the capital of the Inca Empire. The name "Cusco" means "navel of the world." The architecture in town is an interesting blend of Inca and Spanish Colonial styles, and all of the houses have lovely red tiled roofs. In and around the city are numerous Inca ruins - the most famous of which is MachuPicchu, located just three hours away from Cusco by train - which attest to the historical significance of this location. The city is located in a high mountain valley with an altitude of 11,000 feet and is surrounded by the majestic Andes Mountains. On any day of the year, Cusco is a lovely city.

In its modern incarnation, Cusco is a bustling center of 400,000 inhabitants whose major industry is tourism. City life is relaxed, and offers the visitor a wide array of festivals and other activities year-round. Favorite activities of our students include attending the festivals taking place in the city (and surrounding areas) adventure trekking, river rafting, horseback riding, historical and archeological tours, visiting Cusco's many museums, shopping and of course visits to local clubs and bars.

City life is dominated by the majestic Plaza de Armas, a lively square filled with vendors, quaint shops, historic churches, and with restaurants offering authentic local dishes. (There are also plenty of hamburger, sandwich and pizza places for the less adventurous.) The Plaza, with its beautiful fountain and garden, is a favorite meeting place for residents and visitors alike.

From Cusco, it is possible to make many interesting short excursions to visit the historic Inca ruins scattered among the surrounding mountains and to small pueblos where life today is not much different from what it was hundreds of years ago.

Please see the section on excursions for more information and travel ideas.

## 12.. Climate and weather

This area of Peru has two basic seasons - wet and dry. The rainy season runs from November to April and visitors can expect brief afternoon showers during this time. The rest of the year it is usually dry, with warm days and cold nights. Nights are especially cold between May and August, and visitors during this time should bring a warm jacket and be prepared to layer clothing during the mornings and evenings.

## 13.. Excursions offered by EXCEL

Because we strongly believe that experiencing the culture of Central Peru is an essential part of understanding and connecting with the Spanish language, we offer the following excursions:

### 13.1 MachuPicchu

The trip includes a first-class train ticket to and from Cusco, transportation to the ruins from the MachuPicchu train station, a guided tour of the ruins, and a hearty lunch in the town of MachuPicchu. An EXCEL representative will pick you up from your home or hotel in the morning and take you to the train station.

If you prefer, you can do the four-day or two-day trek on the famous Inca Trail. To make the trek, one should be in good physical condition, be in possession of a sleeping bag, hiking boots, rainwear and a good flashlight. Several outfitters close to the Plaza de Armas (Main Square) stock a variety of camping equipment for sale or hire.

### 13.2 City tour of Cusco

This is a half-day tour of the major attractions in Cusco and the surrounding area. The tour generally includes stops at the Temple of the Sun (an Inca temple that survived the Spanish conquest and is now part of the church of Santo Domingo), the Cathedral on the Plaza de Armas, Sacsayhuaman (the remains of an Inca fortress on the outskirts of town), and the smaller ruins of Tambomachay, Puca Pucara and Qenqo.

### 13.3 Sacred Valley Tour

This full-day tour includes stops at Pisac (to visit the Indian market), Urubamba and Ollantaytambo (tour of the pueblo and of the ruins). A buffet lunch in Urubamba is also included.

### 13.4 Other excursions

EXCEL will be happy to help you arrange any other trips within Peru that you would like to take through our connections with local travel agencies. Please speak to Paul for assistance. Some other favorite excursions of EXCEL students include:

- River rafting in the Urubamba River
- Puno and Lake Titicaca
- Arequipa and the Colca Canyon
- Nazca lines
- The Amazon and Manu National Park

### 14.. Volunteer Programs combined with Spanish classes.

Our Volunteer Programs consist of a minimum of 4 weeks of Spanish lessons for beginning students or a minimum of 2 weeks for intermediate students followed by a minimum of 4 weeks of volunteer work in Cusco or Manu National Park.

For more detailed information, please request it.

## 15.. Coming and going (travel information)

### 15.1 Airlines that fly to Peru

Most major airlines fly to Lima (Peru's capital city), and from there it is very simple to purchase a flight to Cusco on Lan Peru , Star Peru or Aerocondor (Re-confirm your flights in advance because the airlines occasionally overbook their flights, especially during festival season in June).

### 15.2 Pick up service in Lima

Your travel plans may require a night or two in Lima (Flights to Cusco only depart in the morning or early afternoon). If you like, EXCEL can make hotel reservations for you in Lima, and arrange for your transfer to and from the airport and hotel. The cost for an EXCEL arranged pick-up service at the airport in Lima, with a return to the airport for your flight to Cusco is US\$36.00. The prices of an EXCEL-arranged hotel / hostel is presently as follows in the EXCEL document

There is a space on the registration form where you can indicate whether or not you would like us to perform this service for you.

### 15.3 Pick-up service in Cusco

Students arrange their own air, bus or train travel into Cusco, but we will be there to pick you up at the airport, bus station, or train station when you arrive! This service is provided free to all EXCEL students.

## 16.. International travel requirements and recommendations

Visas are given upon arrival in Peru, so there is no need to solicit one in advance, however all visitors must hold a valid passport.

### 17.. What to bring

Bring comfortable clothing that is durable, can be layered, and is easy to wash. T-shirts, sweaters, comfortable slacks and a hat are recommended. In the rainy season, a raincoat or poncho is also a good idea. (Good-quality rain ponchos are available for sale near the Plaza de Armas). Recommended footwear includes boots, sturdy walking shoes and sneakers. We do not recommend sandals as the streets of Cusco can be a bit slippery.

Laundry service is readily available.

Also, be sure to bring any medications and sun screen or block that you definitely need during your stay, as some items may not be available for

sale here (you should carry your prescriptions with you).

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# PLEASE NOTE:

1. EXCEL classes begin on any Monday. Arrival and departure dates may differ slightly.
2. EXCEL will design a custom program for anyone who requests it.
3. Additional weeks and/or class hours, above and beyond the number provided in the package programs, may be arranged.
4. On official Peruvian holidays (1 January, Easter Holy Friday, 1 May, Corpus Christi, 24 June-Cusco's day, 28 July-Independence day, 1 November, 25 December) the school will be closed. When possible we reschedule classes for students studying during a period that includes any of these holidays.

18.. Prices (you will find them in the EXCEL document also attached to this email)

The following prices are good through June 2008 and represent the costs for registering directly with EXCEL. If you elect to register for your course through a catalog or agency that services multiple schools, you may be required to pay a commission to that agency in addition to the fees listed below.

**HOME-STAY PROGRAM / NO EXCURSIONS**

Includes four hours per day of Spanish instruction, Monday through Friday, accommodations, three meals per day and Cusco pick-up service.

**HOME-STAY PROGRAM WITH EXCURSIONS**

Includes four hours per day of Spanish instruction, Monday through Friday, accommodations, three meals per day, Cusco pick-up service and the one day Machupicchu excursion\*.

Programs of three weeks or longer also include the Tourist ticket, the City tour and the Sacred Valley tour or rafting on the Urubamba river.

**HOTEL-ROOM PROGRAM / WITHOUT EXCURSIONS**

Includes four hours per day of Spanish instruction, Monday through Friday,

hotel accommodations and Cusco pick-up service. It DOES NOT INCLUDE MEALS.

#### HOTEL PROGRAM WITH EXCURSIONS

Includes four hours per day of Spanish instruction, Monday through Friday, hotel accommodations, Cusco pick-up service and the one-day Machupicchu excursion.

It DOES NOT INCLUDE MEALS.

Programs of three weeks or longer also include the Tourist ticket, the City tour and the Sacred Valley tour or rafting on the Urubamba river.

#### 19.. Payment and refund policies

EXCEL accepts payment by wire transfer to our bank account, or full- payment on the first day of class with either US cash dollars, travellers cheques , or Peruvian Soles. Personal Checks and credit cards are not accepted.

For payment by wire transfer, there is presently a US\$ 30.00 charge for bank fees that you need to add to the tuition. The information you require for a wire transfer is available on request by e-mail. (For your own security, a copy of your receipt for any wire transfer should be faxed immediately to the school).

Fees cannot be refunded or transferred after your program begins.

#### 20.. Registration

To register, please send us your name, gender (male/female), country of origin, date of birth, first language, mailing address, profession or occupation, level of Spanish (beginner, elementary, intermediate, advanced), number of weeks you want to study, course dates, type of class, type of accommodations you prefer (family / Student Residence / hotel), expected date and time of arrival in Cusco and if you want us to pick you up in Lima and arrange your hotel/hostel.

You can also register through our web page:

<http://www.excel-spanishlanguageprograms-peru.org>

<http://www.excel-spanishlanguageprograms-peru.org/english/contact.php>

We look forward to hearing from you.



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