

OFFBEAT PORTUGAL

Portugal . Madeira . Azores .

Detail-obsessed, 100% Portugal-focused, and built to make advisors look great.

FREQUENTLY ASKED QUESTIONS

What destinations do you cover?	All of mainland Portugal, Madeira, and the Azores. 100% Portugal-focused — they go deeper, not wider.
What's your specialty?	Highly curated, tailor-made journeys centered on food and wine, cultural immersion, slow travel, and milestone/multigenerational trips. Known not just for what they design, but how — with care, creativity, and deep destination knowledge.
Who's your ideal client?	Curious, well-traveled individuals who've "been there, done that" and want something more meaningful — depth, unique access, and a sense of place. They trust their advisor and the process.
FIT or groups?	Primarily FIT (individuals, couples, families, small private groups), with select group work for celebrations and special interest travel. No strict minimum.
What do you need to get started?	Travel dates or general timeframe, group size and composition (including children's ages), budget range, preferred regions, travel style and pace, key interests, accommodation preferences, flight status, and ideally some travel history — what clients have loved (or not) in past trips.
What's the per-person/day budget range?	€800–€1,500+ per person per day. Some flexibility below this range depending on travel style and priorities.
Minimum spend?	No strict minimum — but best suited for clients with meaningful investment in their travel experience.
Minimum days?	No strict minimum. They recommend 3–4 nights as a baseline to create a truly balanced experience.
Currency & CC fees?	Quoted in Euro; USD accepted. No CC fees.
How do you quote?	Standard J.MAK structure: 12% commission built into the quote, with additional value through amenities program. Higher commission structures available depending on the partnership. Net pricing also available.
Proposal turnaround?	Within 24 hours of receiving all necessary details.
What software do you use?	Polished, day-by-day PDF itineraries with rich descriptions and curated imagery. Budget shared separately for clarity and flexibility.
Payment schedule?	30% non-refundable deposit at confirmation (charged only once all services are fully confirmed — no payment requested until every element is secured). Balance due 60 days prior to arrival.
Cancellation policy?	30% non-refundable deposit; 50% at 60–46 days; 75% at 45–31 days; 100% at 30 days or less. Accommodation subject to individual hotel policies.
How is commission paid?	Via Flywire with no fees to the advisor. Paid after trip completion upon receipt of commission invoice.

J.MAK

HOSPITALITY

In-destination support?

Yes — ~48 hours before travel, a dedicated WhatsApp group is created including the advisor (if appropriate), the clients, and the on-the-ground team. Operations team monitors each trip proactively. 24/7 emergency line available.