



Geoff and Jennifer Burbey
www.highlandsunlimited.com
970-247-8443

Questions to ask before booking a backcountry trip?

- Is the outfitter licensed, bonded, and insured?
 - Should be easily answered by the outfitter...Company, limits, renewal dates, etc..
- Is the license in good standing?
 - For Colorado outfitters use: www.dora.state.co.us/Outfitters
- How long have they been in business?
 - Make sure that the individual has been in business that long. Not the business name being in business that long.
- Is outfitting all they do? Or is it more of a “hobby” business?
 - This should matter to you. Would you hire a plumber that is a bartender for a real job?
- Are there employees and is the person you speak to going to be your primary service provider?
 - Will you ever see this person again? Will they be there at the end of your trip also? Not just to collect your check.
- Ask for references.
- What is the return client percentage?
 - This is good barometer of client satisfaction.
- Ask the general location of the camps?
 - How far in? How far apart?
 - 5 Hours of riding is along day for most people.
- What is the average occupancy of a camp and how many guests do they service annually?
 - Are you booking a camp for your group or will you have strangers in it?
- Be a label junky.
 - What gear do they use? From camp equipment, tack, to personal gear...If you are not familiar with it look it up on the internet. This will give a flavor of the outfit you are booking with.
- Biggest two things to remember...
 - 1. You get what you pay for.
 - A bargain backcountry trip is just that. Some bargains are great, many are not so great.
 - 2. Make sure you are comfortable with the person you give your money to.
 - Professional outfitters can control a lot of things, but the nature of most of this business involves Mother Nature and she controls everything.



Geoff and Jennifer Burbey
www.highlandsunlimited.com
970-247-8443

Questions to ask yourself before shopping/buying?

- What type of backcountry trip do I want?
 - Pack in
 - Fly in
 - Tent or Lodge
 - Computer (Yes, these are available.)
 - Base camp
 - Progressive
- Am I in good enough physical condition for the backcountry trip I am booking?
 - Be honest with yourself; try not to plan on getting “in” shape before the backcountry trip. Getting into better shape is more reasonable.
 - Think about everyone in your group. Be sure to book to the lowest physical capabilities.
- Again, the Biggest two things to remember...
 - 1. You get what you pay for.
 - A bargain backcountry trip is just that. Some bargains are great, many are not so great.
 - 2. Make sure you are comfortable with the person you give your money to.
 - Professional outfitters can control a lot of things, but the nature of most of this business involves Mother Nature and she controls everything.
- Did I get answers to all my questions?