



Low Price Guarantee for Scuba Lessons - Is it really worth it?

Here at Island Hoppers we believe in giving our customers value in their scuba lessons and the gear offerings we have. We believe Island Hoppers offers some of the best deals in town and our competition always proves us right when you read what they are telling you and what they are NOT telling you. We always enjoy seeing how our competition stacks up against us.

Of course pricing is all over the place, but it is all about what you get. See the comparison chart below for more information. At two different places the chart gives you the price you are paying per hour of training. The first just includes the base price divided by the number of hours of classroom and pool training. The second time is Total cost per hour which includes not only the cost of the basic program but all of the add-ons that each has. As you will see, on a cost per hour Island Hoppers is the best value, hands down.

But there are a few things we like to explain that the chart does not reveal.

Yes, we require you as a student to have your own mask fins and snorkel and there are two reasons for this. 1- if your mask and fins do not fit properly then you will not enjoy scuba. If the fins are pinching your toes or your mask is leaking water the whole time you will not enjoy the experience. This is why it is important to be fitted to what are considered personal items. 2- a loaner snorkel is like borrowing another person's toothbrush. But in this case probably over 100 people have used that same toothbrush. The same is true for masks because the easiest way to defog a mask is to SPIT in it. How many people do you want spitting in your mask?

All of our rental equipment is top notch. During all of your training you will be using top of the line weight integrated BCDs. Nobody else in Nashville does this. Most use the cheapest product available. For regulators we use Atomic Aquatics regulators in the pool which are the top rated breathing systems available. Then for your open water training dives we use the Tusa sealed diaphragm regulator and dive computers on those systems. No one else in town uses dive computers during training which is an essential in the digital age nor do many provide you with top of the line balanced regulator systems so that you are guaranteed the easiest breathing equipment available during your training.

The charts show that although you may pay less, you also get much less.

	Island Hoppers	Dive store 1 Nashville area	Dive Store 2 Nashville Area	Independent Instructor
Price for Class and Pool Dives (Referral Certification)	\$249	\$249	\$195	\$195
Includes book	Yes	Yes	Yes (could be used)	NO \$35 extra
Includes dive planner (not paper copy)	Yes - Electronic Dive Planner	Yes	Website not specific	No \$10 Extra
Includes Logbook	Yes	Yes	No \$16 Extra	No \$16 Extra
Snorkeling Gear	No \$150-\$400	No 150-400	Yes (Loaner)	Yes (Loaner)
All paperwork/forms included	Yes	Yes	Yes	NO You print it
Pool fees included	Yes	Yes	Yes	Yes
Total Pool Hours	12	8	4	4-6
Total Academic Hours	6	4	4	3-4
Cost per hour to you for classes hours and base pricing	\$13.83	\$20.83	\$24.38	\$19.50-\$27.85
Cost of items not included	\$150 - Snorkeling Set	\$150 - Snorkeling Set	\$16.	\$61.00
Total cost for program	\$399	\$399	\$211 May not include dive tables	\$256 plus printing
Total cost per hour	\$22.16 per	\$33.25 per	\$26.37 per	\$25.60-\$36.57

This chart reflects pricing in Nashville as of November 20, 2017 and the information was garnered from local dive store/instructor websites.