



## Bonotel Exclusive Travel

D. Elliot Calloway  
 3773 Howard Hughes Parkway, #390N, Las Vegas, NV 89169  
 (702) 796-5454  
 (702) 250-0489  
 bonotel.com

BONOTEL EXCLUSIVE TRAVEL IS THE ONLY INBOUND TOUR OPERATOR THAT SPECIALIZES IN EXCLUSIVE LUXURY TRAVEL.

FOR MORE THAN 25 YEARS WE REFINED OUR PORTFOLIO TO INCLUDE MOST OF THE FINEST HOTELS IN THE WORLD.

Through careful discernment, we have curated a collection of properties that knows no equal.

Our international source markets includes most of Europe and Latin America. UK, Germany and Australia represent some of our largest markets.

We have also substantially grown our footprint into Asia, India, Mexico and the Middle East.

Bonotel Exclusive Travel has become known for its wide variety of services and high standards and has a concierge service in order to provide F.I.T customers with a complete travel experience.

Our customers can book Show Reservations, Golf Tee Times, Limo Transfers, Disney Park Tickets, Sport Tickets as well as many other luxury and custom services.

### How would you classify your business?

Inbound/Receptive Operator

### Type of Business:

FIT, Group, Leisure, MICE

### Types of Travel:

Leisure: Visiting Friends/Relatives  
 Leisure: Vacation/Holiday  
 Leisure: Special Events/Sports  
 Leisure: Other (Educational, Health Treatment, Religion)  
 Corporate: MICE  
 Corporate: Transient

### Average Size of Booking:

FIT - 1 to 9 pax

### Percentage of business that is

**Business-to-Business:** 100%

**Annual Sales Revenue:** 300M

### Percentage of business that is

**international inbound to the U.S.:**

80%

### Number of Annual USA Travelers Generated:

6,000 pax & up

### Estimated Average Revenue per USA Traveler:

USD \$3,000 to \$4,999

### Number of Years conducting international inbound travel to the USA:

30

### Two Highest Performing Quarters:

Q1 Jan to Mar, Q3 Jul to Sep

### Types of Products Purchased:

Accommodations  
 Entrance Tickets

### How are you working with hotels/suppliers?

Static, dynamic, and group rates.

### Types of Packages Offered:

Cultural/Historical Tours  
 Custom Tours (Shopping, Sports, Luxury, Culinary)  
 Entertainment/Special Events  
 Medical/Wellness Travel  
 Religious Travel  
 Study/Language Immersion Tours  
 Adventure/Outdoor Tours

### USA Destinations Served:

Entire United States

### Top 5 Markets Served:

United Kingdom, Germany, France, Australia, and Middle East

### Languages Offered:

Spanish, Chinese, Portuguese, Italian, French, and Korean

### What is Trending in 2020?

2020 looks to be tumultuous with several economical aspects with the big one being BREXIT. At Bonotel Exclusive Travel we are looking at growth markets to help our business grow as we've reinvested in markets such as the Middle East, China, and South America. We are working with the major operators in these markets and have designed plans to unlock growth in all regions throughout the United States.

### What are you looking for at the 2020 Summit?

Networking, new opportunities, and the educational component IITA offers.

## NOTES: