



## Cosmopolitan Incentives

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Cosmopolitan Incentives, based in New York City and a Branch in Orlando and Barcelona, was created in 2010 by a team of travel industry professionals. The company boasts a dynamic, creative team of highly qualified, multilingual "Destination Designers" with over 15 years experience in organizing and planning incentive programs, business travel, and special programs for VIPs, families and honeymooners throughout the United States. Cosmopolitan Incentives' main goal is to fulfill the needs of our clients by designing high quality, fully customized "out-of-the-box" programs. We apply flexibility, creativity, experience, effectiveness and Know-How to the design and execution of each program.

### How would you classify your business?

DMC

### Type of Business:

Customized, FIT, Group, MICE

### Types of Travel:

Leisure: Vacation/Holiday

Leisure: Special Events/Sports

Corporate: MICE

### Average Size of Booking:

FIT - 1 to 9 pax

Groups - 10 to 49 pax

Groups - 50 to 99 pax

Groups - 100 to 249 pax

Groups - 250 to 499 pax

### Percentage of business that is

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

### Annual Sales Revenue:

3 million

### Percentage of business that is international inbound to the U.S.:

100%

### Number of Annual USA Travelers Generated:

1,000 to 2,499 pax

### Estimated Average Revenue per USA Traveler:

USD \$1,000 to \$2,999

### Number of Years conducting international inbound travel to the USA: 10 years

### Two Highest Performing Quarters:

Q2 Apr to Jun, Q3 Jul to Sep

### Types of Products Purchased:

Accommodations

Entrance Tickets

Transportation

One-Day Tours

Shopping

Dining

Other

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

For Groups we quote and book directly with the hotel.

For FIT we work with multiple bed bank companies that offer us great FIT rates for our clients.

### Types of Packages Offered:

Custom Tours (Shopping, Sports, Luxury, Culinary)

Entertainment/Special Events

Medical/Wellness Travel

Adventure/Outdoor Tours

### USA Destinations Served:

Entire United States

### Top 5 Markets Served:

For incentive group they are looking mostly at cities like New York, Miami, Orlando, San Francisco, Los Angeles, and Las Vegas, Washington DC, Boston, Chicago, New Orleans.

For groups attending conventions, depends of where is the convention being held.

For FIT the big cities mentioned above as well as the National Parks.

### Languages Offered:

Spanish, Catalan, and English

### What is Trending in 2020?

For us, our clients are requesting more experiences than tours as well as more tailored made itineraries for their holiday.

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

We are looking to connect with vendors (attractions, DMO, and dining vendors) that can provide us with the extra edge and knowledge of each city we sell.

## NOTES: