



DON'T DREAM IT. DISCOVER IT

## Discover Destinations

Lorraine Crasto  
 2090 Lawrenceville Suwanee Road, Suwanee, Georgia 30024  
 (404) 333-8686  
 (678) 350-8959  
 discover-destinations.com

Discover Destinations is a premier inbound and outbound tour operator based in the southeast hub of the United States. While there are several tour operators, we differentiate ourselves by providing excellent customer service with the professionalism you expect. We offer the most competitive prices with the highest quality in service. We understand that leisure travel is a discretionary expense for most people and that they want nothing but the best.

Discover Destinations provides custom tour packages for:

- FIT's: Honeymoon's, Senior Citizens, and even the individual traveler
- Groups: MICE, Leisure travelers and more
- Students: NASA space centers, College visits, and more
- Special Events: Sporting events, Music Events, and more

### How would you classify your business?

Bed Bank, DMC, Inbound/Receptive Operator, Wholesaler

### Type of Business:

Customized, FIT, Group, Leisure, MICE, Scheduled

### 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  
 Groups - 10 to 49 pax  
 Groups - 50 to 99 pax  
 Groups - 100 to 249 pax  
 Groups - 250 to 499 pax  
 Groups - 500 pax & up

### Percentage of business that is

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

### Annual Sales Revenue:

500,000

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

100%

### Number of Annual USA Travelers Generated:

1,000 to 2,499 pax  
 2,500 to 5,999 pax

### Estimated Average Revenue per USA Traveler:

USD \$999 & Below  
 USD \$1,000 to \$2,999  
 USD \$3,000 to \$4,999  
 USD \$5,000 to \$6,999  
 USD \$7,000 to \$8,999

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

10

### Two Highest Performing Quarters:

Q2 Apr to Jun, Q3 Jul to Sep

### Types of Products Purchased:

Accommodations  
 Airfare  
 Entrance Tickets  
 Transportation  
 One-Day Tours  
 Shopping  
 Dining

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

Directly or/and portals.

### Types of Packages Offered:

Cruise Holidays  
 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:

India, Middle East, United Kingdom, Philippines, Africa

### Languages Offered:

Hindi, Gujrati, Spanish, Portuguese, other Indian languages

### What is Trending in 2020?

Leisure travel, groups and solo travelers

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

We are looking to make connections, meet with different vendors, get a perspective of market trends

## NOTES: