

## INBOUND OPERATOR PROFILE

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Company name: Bonotel Exclusive Travel  
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### Organization description:

Bonotel Exclusive Travel is the leading inbound tour operator for luxury travel to North America. Since 1990, Bonotel Exclusive Travel has established itself as the renowned luxury specialist, offering exclusive deluxe hotels and resorts, upscale boutique properties, and unique one-of-a-kind experiences throughout the US to tour operators worldwide, with unparalleled service and a belief that we are only as strong as our partnerships. Bonotel has built a reputation for its variety and standard of product, as well as the high level of service offered to customers and suppliers alike.

### Business classification:

- Wholesaler       Inbound/Receptive Tour Operator       Bed Bank       DMC

### Type of travelers (check all that apply):

- Group (Average size of group: \_\_\_\_\_)       Leisure       Scheduled  
 Customized       Corporate       MICE  
 FIT       Students

### Percentage of business that is:

100% B2B - Business-to-Business  
\_\_\_\_\_ B2C - Business-to-Consumer  
Additional Pro Other: Additional Programs Include Credit Card

Percentage of business that is international inbound to the U.S.: 80%

Estimated number of room nights for 2022: TBD

### Percentage of tour/hotel types utilized by your travelers:

- Budget/Economy       Standard/Moderate       First Class/Superior       Luxury/Deluxe

Number of years conducting international inbound travel to the U.S.: 32

**Percentage of travelers during:**

\_\_\_\_\_ Winter    \_\_\_\_\_ Spring    \_\_\_\_\_ Summer    \_\_\_\_\_ Fall

**Product and package overview: types of products purchased:**

- |                                      |  |                                      |
|--------------------------------------|--|--------------------------------------|
| <input type="radio"/> Accommodations | <input type="radio"/> Entrance Tickets | <input type="radio"/> Transportation |
| <input type="radio"/> Airfare        | <input type="radio"/> One-Day Tours    | <input type="radio"/> Other: _____   |
| <input type="radio"/> Dining         | <input type="radio"/> Shopping         |                                      |

**How do you contract with hotels/suppliers:**

- Group Rates     Static Rates     Connectivity     Other: \_\_\_\_\_

**Types of packages offered:**

- |  |  |   |
|--|--|---|
| <input type="radio"/> Cruise Holidays                                      | <input type="radio"/> Entertainment/Special Events | <input type="radio"/> Student/Language<br>Immersion Tours |
| <input type="radio"/> Cultural/Historical Tours                            | <input type="radio"/> Medical/Wellness Travel      | <input type="radio"/> Adventure/Outdoor Tours             |
| <input type="radio"/> Custom Tours (Shopping, Sports,<br>Luxury, Culinary) | <input type="radio"/> National Parks               |   |
|  | <input type="radio"/> Religious Travel             |   |

**U.S. destinations served:**

- Entire United States
- PACIFIC (Alaska, California, Hawaii, Oregon, Washington)
- WEST (Colorado, Idaho, Montana, Nevada, North Dakota, South Dakota, Utah, Wyoming)
- SOUTHWEST (Arizona, New Mexico, Oklahoma, Texas)
- MIDWEST (Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Nebraska, Ohio, Wisconsin)
- SOUTHEAST (Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, Missouri, North Carolina, South Carolina, Tennessee, Virginia, Washington, DC, West Virginia)
- NORTHEAST (Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont)
- USA TERRITORIES (American Samoa, Guam, Northern Mariana Islands, Puerto Rico, U.S. Virgin Islands)

**Top markets served (countries of origination):**

Entire World

**What are you looking for from Suppliers/DMOs in 2022/2023:**