

## INBOUND OPERATOR PROFILE

Name: Joab Flores  
Company name: Dream Vacation Builders  
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Social links:

### Organization description:

Dream Vacation Builders is a receptive tour operator that caters to Latin America only. We offer vacation packages that include hotel accommodations, theme parks, day tours and airport transportation. Our mission is to provide a personal touch to our guests by providing Spanish and Portuguese-speaking customer service. Just ask, choose and leave the rest in our hands.

### 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:

  X   B2B - Business-to-Business  
       B2C - Business-to-Consumer  
       Other:

Percentage of business that is international inbound to the U.S.:   100%  

Estimated number of room nights for 2022:   2000  

### 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.:   15

**Percentage of travelers during:**

30 Winter   15 Spring   55 Summer   10 Fall

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

- Accommodations
- Airfare
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation
- Other: \_\_\_\_\_

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

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

**Types of packages offered:**

- Cruise Holidays
- Cultural/Historical Tours
- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Entertainment/Special Events
- Medical/Wellness Travel
- National Parks
- Religious Travel
- Student/Language Immersion Tours
- Adventure/Outdoor Tours

**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):**

Mexico, Ecuador, Argentina, Peru, Costa Rica

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

Special Group Rates