INBOUND OPERATOR PROFILE

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Company name: TravelAdvocates
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TravelAdvocates is a global hotel site selection company focused on getting the lowest hotel room rates for groups (no FITs). Its customers are tour operators and meeting planners from the U.S., Canada, UK, Europe, Australia and New Zealand. TravelAdvocates researches hotels and meeting venues worldwide for meetings, conferences, tour groups and sports teams. Our clientele ranges from tour series business to pre-formed groups, with an average size of 10-42 guest rooms per night, generally staying 2-3 nights. We also do “buy-outs” of hotels for corporate meetings. There is no cost for our service.

Business classification:
- Wholesaler
- Inbound/Receptive Tour Operator
- Bed Bank
- DMC

Type of travelers (check all that apply):
- Group (Average size of group: _____)
- Customized
- Leisure
- Corporate
- FIT
- Scheduled
- MICE
- Students

Percentage of business that is:
- 100% B2B - Business-to-Business
- _____ B2C - Business-to-Consumer
- _____ Other:

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

Estimated number of room nights for 2022: __________________________

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.: 17 __________________________
Percentage of travelers during:

- 5% Winter
- 35% Spring
- 25% Summer
- 35% 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
- Other: ________________________

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):

Worldwide

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