

## INBOUND OPERATOR PROFILE

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Company name: **TravelAdvocates**  
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### Organization description:

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: \_\_\_\_\_)       Leisure       Scheduled  
 Customized       Corporate       MICE  
 FIT       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

**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:**