

# Welcome to Oliver's Travels

— WHY DO ORDINARY? —



# Our Locations

UK & Ireland

France\*

Italy\*

Spain

Portugal

Greece

Croatia

Turkey

Cyprus

Caribbean

Malta & Gozo

Montenegro

Slovenia

Bali

Vietnam

Thailand

Morocco

South Africa

United States

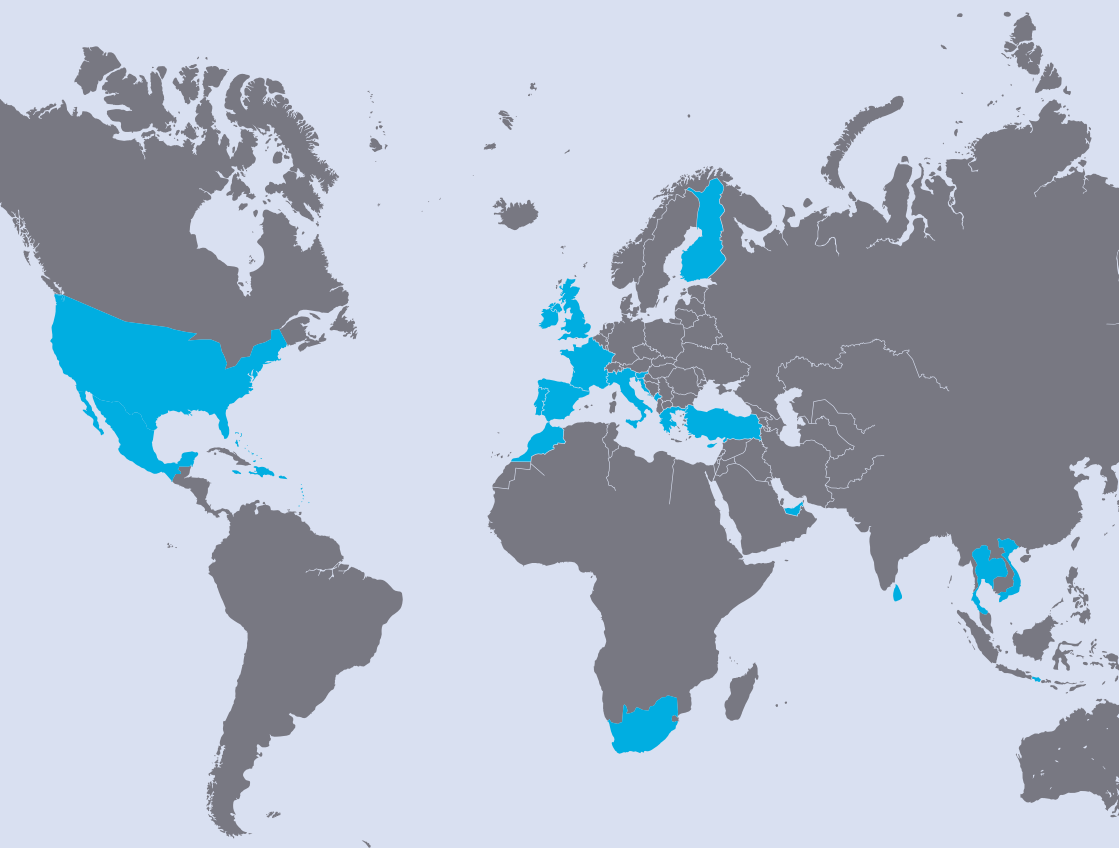
UAE

Mexico

Sri Lanka

Finland

\*Including wedding venues





Hello there – and welcome to Oliver's Travels!

When we first set up our company back in 2004, we started out as specialists in French châteaux. Since then, we have expanded to over 30 destinations (and counting!) and launched five different brands, eventually uniting them all under the umbrella of [www.oliverstravels.com](http://www.oliverstravels.com) in 2013.

At Oliver's Travels, we don't do ordinary. That's why today we boast a huge portfolio of villas, chalets and city apartments consisting exclusively of quirky, unique and characterful places to enjoy a holiday.

Follow us on our social media channels and YouTube to learn more about who we are and what we're all about. We'd love for you to join us, so stay tuned as we outline what we can do for you!

*Oliver & Ravi*

## A few reasons to join...



We specialise in luxury holiday rentals and are proud of our **industry expertise and personal touch**. We've been doing this for over 20 years, so we definitely know a thing or two about maximising rental returns!



Multiple award-winning - **Condé Nast Traveller Readers' Choice Awards** Top 10 Villa Rental Companies 2017-2023, **The Telegraph Awards 2023**. Named in **The Sunday Times Fast Track 100** companies in 2019.



There is **no fee** to pay for adding your property – we simply take a commission on the bookings we confirm.



We'll ensure **maximum exposure** for your property all at our own expense – see 'Marketing & Advertising' below for further info.



**We use more photos, 3D visual tours, drone footage, quality descriptive text and quirky add-ons** than any other holiday rental website, so we can really help you market your property. We'll also send a member of the team to come and check out your property (and more importantly, meet you!).



In most cases we're able to use your high resolution photos and create unique copy, **saving you a lot of time and hassle**.



There's usually **no need to change your existing booking terms and conditions**. We can include additional charges (heating, cleaning, etc.) exactly as you want them, though we have a general framework that works for the majority of our owners if you'd like some guidance.



We provide a personalised approach. You will have a **dedicated Product Manager** as your primary contact, ensuring the optimal performance of your property and offering recommendations to boost booking levels.



Our sales team are all **experienced travel specialists** with in-depth knowledge about our destinations – we don't use a call centre like many travel companies. We also have a **concierge team** that goes that extra mile for our customers, helping with local area knowledge, day trips, travel options and much more. Between them they speak **English, French, Spanish, Italian, Portuguese, German, Greek, Turkish, Catalan, Dutch, Russian, Polish, Lithuanian, Latvian, Slovak, Czech, Vietnamese and Filipino** so we have a lot of the world covered!



We are open **7 days a week** and also have a dedicated US-based sales team to secure bookings across all time zones.



We offer the ability to book by credit card (including AMEX) for added ease and security.





“I love working with the team at Oliver’s Travels. I have worked for almost 15 years with them now and look upon all the staff as great friends. They are always ready to help me sort out queries and give good sound advice. I can’t think of a better company to be managing my letting properties in France and highly recommend them to any property owner.”

**Kit,** Villa Shambhala (since 2014)

# Marketing & Advertising

## **Our website**

Our state-of-the-art, user-friendly website is optimised for mobile and tablet. We conduct continuous A/B testing to enhance performance and drive conversions and our advanced search filters allow customers to find exactly what they need quickly. Our website averages over 800,000 sessions per month.

## **PPC (Pay Per Click)**

We make sure we are bidding on all the relevant keywords that customers might be searching for you with – we are consistently bidding on over 3,000,000 keywords, so you'll no doubt see us at the top of relevant Google searches pretty frequently!

## **SEO (Search Engine Optimization)**


We make sure we appear on the first page of Google for as many relevant keywords and search phrases as possible.

## **CRM & newsletters**

Our database has over 300,000 subscribers and is rapidly growing. We send out weekly newsletters and regularly highlight our top offers. Our customers are 65% from the UK, 20% from the United States, 10% from North and Western Europe, and 5% from Asia Pacific.

## **PR**

We regularly appear in national press, travel magazines, TV and radio and provide exciting opportunities for our owners to host press and influencers. Over the last two years we have averaged over 15 pieces of press coverage per month.



"I haven't looked back since. We haven't even been with them a year and they've already delivered 48 bookings for us!"

**Helen, Waterside House**  
(since 2015)

## **Social media**

We have a very active and engaged social following with a combined follower base of over 250,000. We regularly partner with brands and influencers to gain exposure and expand our audience.

## **TV, Digital & Print Advertising**

We reach millions of targeted households in the UK every year with our multi-channel campaigns. We also regularly advertise in national newspapers and glossies.

## **Promotions**

We regularly run competitions and other campaigns to engage and grow our audience.



## **Distribution**

Boost your bookings and maximise your revenue with our extensive distribution network. In addition to listing your property on our platform, we collaborate with Rentals United to promote your home on multiple partner websites, reaching a broader audience. Our dedicated Distribution & Trade team selects the most relevant channels for your home, ensuring a tailored distribution strategy that highlights your property's unique features. On average, each property in our portfolio is advertised on at least five additional websites, all at no extra cost to you. Partnering with us ensures your property gets the visibility it deserves, driving more bookings and increasing your earnings.

## **Homes & Villas by Marriott International**

Oliver's Travels is a trusted partner of Homes & Villas by Marriott International, the holiday rental platform launched in 2019 by the world's leading hospitality company. This partnership allows us to generate a significant number of high-value bookings, particularly from American customers. If your property meets their selection criteria, you can benefit from exposure to over 195 million Marriott Bonvoy loyalty members, making it an excellent opportunity to attract a high-end, international clients.

## **Travel agents**

Expand your property's reach and revenue through our global network of travel agents. We have established strong relationships with a wide range of high-end travel agencies worldwide. Our dedicated in-house Distribution & Trade team works closely with these agents, helping them find the perfect holiday home for their clients. By partnering with us, your property gains exposure to a premium clientele, generating additional bookings and maximising your revenue potential.



# Ts&Cs for Property Owners

- We collect all deposit and balance payments from the customer on your behalf.
- We pay you the deposit to confirm a booking (usually paid within 48 hours of the booking being made).
- The balance is always paid prior to the client's arrival, so you'll never be out of pocket.
- No joining, subscription or listing fees.
- Keep your existing security deposit arrangements in place or we can collect on your behalf by pre-authorising customer credit card payment.
- We will always check with you before confirming any bookings with clients, so you never have to worry about double bookings.
- If you provide us with an iCal link to your availability calendar, we can keep it up to date automatically for you.
- You set the rates that you want to achieve – but we can guide you if you need some advice!
- We manage all guest queries before, during, and after their stay.
- We manage all advertising and marketing to promote your property to the highest level.
- We like to work with the owner exclusively. However, we also welcome partners with other agencies. We only ask that you maintain consistency in the rates you list with us, ensuring they match those displayed elsewhere, including your own website.



# Ts&Cs for Property Managers

- We can accept XML/API feeds to sync availability, prices etc.
- We can usually take descriptions from your own website (and photos if they are high resolution).
- We collect all deposit and balance payments from the customer on your behalf.
- We pay you the deposit to confirm a booking (usually paid within 48 hours of the booking being made).
- The balance is always paid prior to the client's arrival, so you'll never be out of pocket.

"I have been working with Oliver's Travels since they launched their Greek programme. They are my favourite, nicest(!) and most effective partners internationally! I list my very best villas with them, their audience is receptive, and as a result, we receive hundreds of happy guests to Corfu every year. It's a pleasure to host them all."

**Elena**, Property Manager since 2016







## Sustainability

We believe in doing more and finding extraordinary, which is why we are committed to becoming the **most environmentally progressive villa company** in the world. By making responsible decisions and taking urgent action, our goal at Oliver's Travels is to become **net zero** and be a force for positive change in the travel industry, as well as our wider communities.

Since late 2019, we've been working towards becoming **a sustainable business**. To help us on our journey, we've partnered with ecollective, a sustainable consultancy who are committed to improving the positive impact businesses can have on the planet. By working with them, promoting our sustainable villas and tree-planting initiative, we want to lead the way in driving positive, **sustainable changes in the travel industry**.



## Giving back

**For every booking we donate 1% of our profit to Go Beyond.**

Since 2016, we've been teaming up with Go Beyond, a national children's charity, to gift free week-long breaks to disadvantaged kids across the UK.

At Oliver's Travels, we host thousands of families each year in our holiday homes, so we want to provide those less fortunate with an equally amazing holiday and the chance to create long-lasting memories.

Every £15,000 we raise will cover the cost of a week's retreat for 16 children. We have been raising money with every single booking throughout the years since then and our teams have even had the chance to experience the retreats a few times as volunteers!



We look forward to  
working with you

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Oliver's Travels

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