



Hello there – and welcome to Oliver's Travels!

My best friend Ravi and I first set up the business back in 2004, starting out as specialists in French chateaux. Since then, we have expanded to 19 destinations (and counting!) and launched five different brands, eventually uniting them all under the umbrella of www.oliverstravels.com in 2013.

At Oliver's Travels, we don't do ordinary. That's why today we boast a portfolio of over 6,000 holiday properties consisting exclusively of quirky, unique and characterful places to enjoy a holiday.

For a video summary of what we're all about, check out our [YouTube channel](#).

We'd love for you to join us, and if you read on I'll outline some of the reasons for doing so!

Oliver



A few reasons to join...

- We specialise in luxury villa rental and are proud of our **industry expertise and personal** touch. We've been doing this for over 17 years, so we definitely know a thing or two about maximizing rental returns!
- There is **no fee** to pay for adding your property – we simply take a commission from your published rates for the bookings arranged through us.
- We'll ensure **maximum exposure** for your property all at our own expense – see 'Marketing & Advertising' below for further info.
- We use more **photos, quality descriptive text and quirky add-ons** (check out our drone footage of some of our properties!) 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 home (and more importantly, meet you!)
- In most cases we're able to take photos and descriptive text straight from your website, **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.
- 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, Finnish and Filipino** so we have a lot of the world covered!
- We are open **7 days per week** and the phones are answered by a person **24 hours per day**. So we never miss an opportunity to book your property, no matter what time zone the customer is in.
- We offer the ability to book by credit card for added ease and security.
- Named in The **Sunday Times Fast Track 100** companies in 2019.
- **Multiple award-winning - Condé Nast Traveller Readers' Awards** Top 10 Villa Rental Companies 2017-2020, **British Travel Award Winners** from 2014 - 2019. See a full list of our [awards](#).
- [Feefo](#) Gold Trusted Service award 2017 - 2019.



Marketing & Advertising

- **Our state of the art website** is extremely user-friendly and optimized for both mobile and tablet. Our search filters allow our customers to quickly find exactly what they're after.
- We average over **550,000 unique visitors 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 – try a few that spring to mind and I'm sure you'll see Oliver's Travels popping up time and again.
- **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.
- **Partner websites** – we will advertise your property on a number of partner websites to ensure we maximize your bookings. The average property in our portfolio is advertised on at least five other websites at no additional cost to you.
- **PR** – we regularly appear in the national [press](#) and travel magazines. Over the last two years we have averaged over 30 pieces of press coverage per month.
- **Social media** – we have a very active and engaged social following with a combined follower base of over 185,000. Check us out on [Facebook](#) and [Instagram](#)!
- **CRM & newsletters** - our database **has over 200,000 engaged subscribers** and is rapidly growing, so if you have a great offer you want to push you only need to let us know and we will try and get it in to the next newsletter. Our customers are 65% from the UK, 15% from North America, 7% from Australasia and the rest from North and Western Europe.
- **Promotions** – we regularly run competitions and other campaigns to engage and grow our audience.
- **Travel Agents** – we have strong connections with many of the up-market high street travel agents, increasing exposure to our core demographic.
- **Marriott International** - Oliver's Travels has been chosen as a trusted partner for the Homes & Villas platform by Marriott International (the biggest hotel company in the world!), so if your property meets their selection criteria, you could benefit from exposure to their database of over 130 million Bonvoy loyalty customers.
- **TV, Digital & Print Advertising** - We reach millions of targeted households in the UK every year with our multi-channel campaigns. Our yearly [TV campaign](#) runs every Christmas through into the traditional busiest booking period (Q1) on all the big channels (ITV, C4, Channel 5 and of course all the big hitting Sky Channels). Meanwhile our [YouTube](#), Facebook and Instagram campaigns run concurrently to our TV ad, and also continue to boost our portfolio throughout the year where we maintain aggressive spend on all channels. We also regularly advertise in newspapers and magazines such as Conde Nast Traveller already mentioned.



Ts & Cs Property Owners

- We collect all deposit and balance payments from the customer on your behalf.
- We pay you a 10% deposit to confirm a booking (usually paid within 48 hours of the booking being made).
- The balance is always paid no later than 48 hours prior to start date, so you'll never be out of pocket.
- No joining fee.
- Keep your existing security deposit arrangements in place or we can collect on your behalf by pre-authorising customer credit card payment.
- We always check a booking can go through with you before we confirm with the client, 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!

Ts & Cs 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 large enough).
- We are flexible with payment terms and can usually meet your specific requirements. Our default setup is to pay you a 10% deposit to confirm the booking and the balance 48 hours prior to start date.
- We always check with you before confirming bookings, but we prefer to work with live availability where possible.
- Our average customer spend per booking is £4500.

