

Bodensee

TRIPS & TOURS

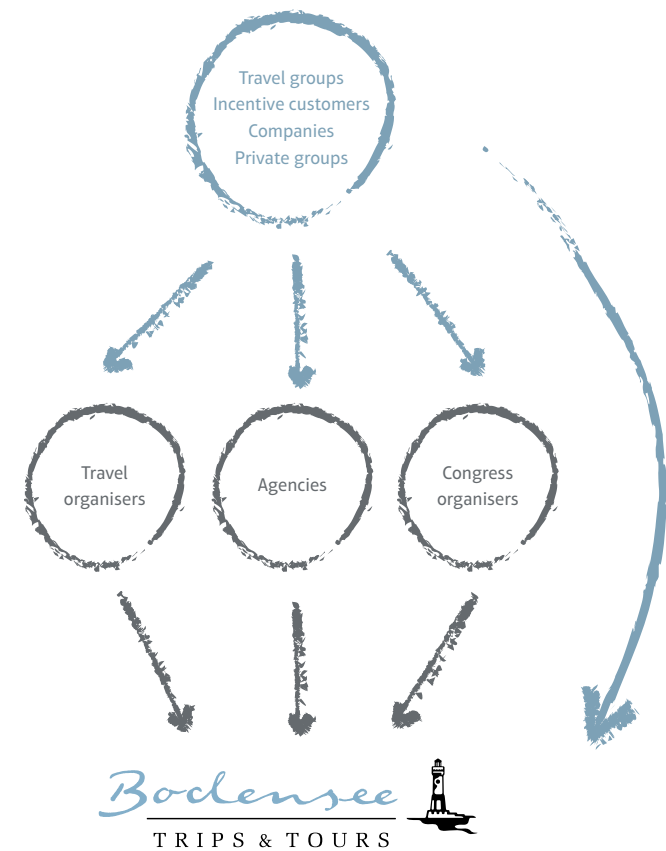


Your incoming agency  
for the Lake Constance  
four-country region

## YOUR STRONG LOCAL PARTNER

"Bodensee Trips & Tours" (BTT) has been a business division of Lindau Tourismus und Kongress GmbH since 2019, mediating hotel services and framework programmes for **group tours** and **business tourism/MICE**.

"Bodensee Trips & Tours" thus acts as an incoming agency for the four-country region of Lake Constance.



## A PASSIONATE HOST

We are Lake Constance fans with heart and soul – and as service providers we share this enthusiasm with you. For guests visiting our beautiful region, we are the first point of contact. Our services include detailed advice as well as booking of accommodation and arranging of excursions and incentives. Whether for individual travellers, small or large groups, regional or international visitors – we are one of the largest hosts on Lake Constance, and we do this with spirit and much enthusiasm.



**Katja Evers**  
Booking service



**Sandra Baron**  
Booking service



**Alexandra Bahner**  
Booking service  
and city tours



**Nathalie von Hoyer**  
Booking service





## OUR LOCATION IS ALSO A POINT OF VIEW: THE MOST BEAUTIFUL LAKE.

### FAMTRIPS, SALES TRIPS, WORKSHOPS

We draw attention to ourselves through personal contacts and our extensive network: within the framework of **familiarisation trips (FamTrips)**, we invite tour operators and agencies to get to know our range of tourist offers. Accommodation, leisure activities and cultural highlights of the region are presented as part of a short stay. During **sales trips and workshops in international destinations** we provide tour operators and travel agency staff with local information about our region and the services we offer.



We answer the resellers' questions and inspire them to sell group and business trips on Lake Constance. BTT acts as a central contact and takes you on board as a partner to underline the strength of our network and the diversity of our services.

### FAIRS

**German Travel Mart:** the largest incoming workshop for the destination Germany is organised by the German National Tourist Board every year at changing locations. BTT presents itself to over 450 international buyers and media representatives from over 45 countries.

### ONLINE MARKETING

The **website** [bodensee-trips-tours.com](http://bodensee-trips-tours.com) presents all participating partners so that potential clients and customers get a quick overview of their and our range of services. By presenting the framework programmes and the different types of accommodation, the online presence inspires to book a group or business trip.

**The BTT social media channels** deliver up-to-date content directly to mobile phones for potential interested parties, former guests, fans and partners.

### PRINT PRODUCTS

Our **Sales Guide** serves as a comprehensive sales document for incoming enquiries and customer discussions. In the information booklet, clients find all services ranging from arrivals to central cost accounting.

# THIS IS WHAT WE REPRESENT

## TAILOR-MADE PACKAGES

Arrival, cultural and sightseeing programmes, meals and overnight stays: interested parties receive exactly the programme they want from us. Whether we take over the complete organisation or offer individual, combinable modules is decided by the client.

## ALL FROM A SINGLE SOURCE

One contact person, short distances, targeted mediation: we pull all the strings together, we act quickly and without complications. For our partners, this means minimum effort with maximum results.

## CROSS-BORDER NETWORKING

National borders hardly play a role for our guests – and just as little for us. Our cooperation with partners in the region is guided by what unites us: the common goal of providing guests with an unforgettable beautiful stay. We bring you together with other service providers from the four-country region to actively work and process markets.

Together we design better products and consistently learn from each other. Our

cooperations already extend to destinations in the Alpine region.

*From the first enquiry, preparation of the offer, coordination of the programme and implementation with the guest groups on location to the final settlement: we'll take care of it!*







## WE DON'T JUST DEFINE TARGET GROUPS. WE WIN FANS.

### GROUP TRAVEL

For our guests the Lake Constance region, with its short distances between the most diverse destinations, is ideal for their needs. Thanks to the large number of sights and activities around Lake Constance, we are able to offer guests a varied programme tailored to their target group. Group travel is usually supervised by a tour guide from the tour operator or a local agency (in our case "Bodensee Trips & Tours").

### MICE

MICE refers to a sub-sector of business tourism and consists of the organisation and implementation of: **M**etings, **I**ncentive and reward trips organised by companies, **C**onventions and **E**xhibitions. With the newly designed, flexible Inselhalle Lindau, we have our own state of the art event and conference centre. Other venues in the surroundings (Festspielhaus Bregenz, Messe Friedrichshafen etc.) make the region an attractive destination for the national and international MICE industry.

# SUSTAINABLE SUCCESS IS ALWAYS IN SEASON.

Our "Bodensee Trips & Tours" range of activities serve the entire region. The more partners we can win, the bigger our offer can become – and the more attractive it is for clients from the group travel and MICE sector.

## ADDED VALUE THROUGH COOPERATION YOUR BENEFITS:

- You gain an additional sales channel via which you can generate high benefit with little effort.
- Conference tourism ensures that the season is extended. Use these low booking times to increase your capacity utilisation.
- By centrally bundling and distributing marketing activities, you achieve greater reach and therefore better perception.
- Thanks to network meetings, you can regularly exchange information with local partners and thus more efficiently coordinate your activities.





## OUR TOURIST NETWORK



MITGLIED IM



Deutsche Alpenstraße



**mice  
lab:**



Vier Länder. Ein Eventpartner.



## CONTACT

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A business division of  
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### PUBLICATION DETAILS

**Publisher:**  
Lindau Tourismus und Kongress GmbH  
Linggstraße 3  
88131 Lindau im Bodensee  
[info@lindau-tourismus.de](mailto:info@lindau-tourismus.de)  
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**Photography:**  
Picture credits (©)/photographers  
(Key: P = page and following page number)  
Michael Matthes [M<sup>2</sup>] PHOTOGRAPHY: title;  
Jörn Lorenz: P11; Hari Pulko: P1, P5, P6, P9/10;  
David Knipping: P5; WESUM GmbH: P7/8;  
Martin Maier Photography: S14

**Version:**  
March 2023

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