



COMPANY **2019** PROFILE



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# W E L C O M E T O O U R W O R L D

**5 ELEMENTS** is a Company born from the passion and creativity of talented professionals of the tourism industry. Its founders are specialists who boast decades of experience in Tour Operating, Incoming, Hotels Management and Representation of Companies or Groups of Companies.

The secret of **5 ELEMENTS** long-term business relationships is to have passionate workers that are consistently working towards big goals and thinking big: a modern team that works hand in hand with International Companies on all the "5 elements" of business development.

It is our mission to ensure that we are connected with our Partners to surprise them with original, comprehensive and above all exclusive proposals that move hearts, minds, spirits and businesses forward.



# THE 5 ELEMENTS



## AIR

**Air is the element of creativity, communications and beginnings...**

... We know that everyone has unique requirements and we are happy to go the extra mile to satisfy them. We are constantly innovating our products to craft rewarding holidays for everyone. We are continuously testing and experimenting with new ideas.



## EARTH

**Earth is the element of stability, strength and potential...**

... We have built an excellent reputation on the market, thanks to the trust and the confidence of our Partners. Being transparent, trustworthy and responsive are our essentials. Our collaborative approach to relationships means the willingness to work together, creating both joint goals !



## WATER

**Water is the element of Emotion and Wisdom...**

... We are committed to giving our Partners unforgettable experiences. We bring our Partners' dreams to life and invite them to discover the beauty of our magnificent world. Whether seeking for urban excitement, natural tranquillity or somewhere in between, 5 ELEMENTS services will deliver the true local wished flavour.



## FIRE

**Fire is associated with strength, activity and life-force...**

... We will be able to offer care and professional services to build and maintain strong business relationships in the tourism world or simply organize our customers' holidays. We are devoted to continually achieving higher levels of performance to ensure our Partners the best results.



## THE 5TH ELEMENT, THE ADDED VALUE TO ACHIEVE GREAT GOALS TOGETHER

The fifth element, which goes by a variety of names, is more rarefied than the four physical elements. Some simply call it Spirit. Others call it Aether or Quintessence (literally "the fifth element" in Latin).

**Our fifth element is the heart...**

... We apply all of our skills and all of our heart into our work. Passion is important. It is an emotion that comes from within us. It is our enthusiasm, our zeal, our drive and our motivation. We don't want to just feel passionate about our job, we put heart into it.

# GLOBAL SALES AGENT

## THE GSA FOR YOUR COMPANY

Our **GSA SERVICES (Global Sales Agent)** have been created around thousands of international contacts, which are built on decades of human relationships, base of any business.

We are proud to represent major Hotel Chains, Cruise Companies, Tourist Boards and several Incoming Agencies in some of the most fascinating destinations in the world.

On behalf of our clients we take care of all activities, from negotiation to recruitment and promotion covering every market segment (e.g. Holiday, Corporate, Groups and Conventions, etc.).

All our services are in accordance with the requirements and instructions of our clients: we offer customized solutions for each particular case.

One of our key attributes is that we deal with all the specialists of each small segment of the market (golf, diving, fishing, adventure tours ...) that means we know with which market niches we should concentrate our efforts. We know there are many opportunities to develop a business growth in different segments of the Italian & European market, in which we can become the definitive commercial support for your company both in attracting new customers, as in the strengthening of sales and marketing in general through greater presence in each market.

All our business activities are made to satisfy our clients and to increase sales going deeper in to the market.



# WHY TO CHOOSE US

## 1. Conscientiousness

Conscientiousness simply means achievement and dependability. We are goal-oriented, hardworking, persistent, and have high expectations for our Partners – exactly what you want in a GSA. We organize ourselves and recognize what needs to be done in order to achieve the expected goals.

## 2. Empathy

Empathy is the ability to identify with customers, to feel what you are feeling and make you feel respected. It is more than understanding your concerns from an objective standpoint. We aim to gain trust and establish rapport with you by being on your side. Empathy allows us to clearly demonstrate our interest in providing a proper tailor-made solution.

## 3. Responsibility

We take care about your interests and success. We care about your mission. We can provide help and guidance with many aspects of your business. We are hungry to be the best we could be for you. We have a strong sense of duty, we feel deeply responsible for the results and most of all, we are reliable.

## 4. Prior Success

We are continuously measuring our performance in comparison to your goals. You will find a group of persons who listens and identifies with you while keeping focused on set goals, and who is able to translate these goals into solutions for you and your Company. Our goal orientation instinctively drives us to meet with key decision-makers.

## 5. Passion

We have passion for sales. Moreover, we passionate about your Company's mission. We have your interests at heart. In many markets around the world business is based on relationships, which takes longer to develop when working with international customers: and we put our relationship at your complete disposal.

# OUR PROUD PARTNERS



MADAGASCAR



SRI LANKA



ITALIA



BRASILE / PORTOGALLO

D M C

## DESTINATION MANAGEMENT COMPANY ITALY, YOUR DESTINATION STARTS HERE

Several years of experience in the tourism industry and important business relationships with leading service providers in our nation, allows us to offer excellent products and travel solutions to our customers.

Our offices are led by passionate people filled with extensive destination knowledge, ready to create unforgettable experiences with you. Each **5 ELEMENTS** experience reflects the city's distinct character and offers the same high standards of hospitality.

**5 ELEMENTS** operates in Italy having among its customers leading names in the tour operating business, from North Europe to Latin America, through the United States and the Middle East.

Our Company's trust is to offer quality services and attention to the customer needs.

Customization and care to details allow us to offer high quality products always having clear value for money concept. The services offered starts from a single individual transfer, to guided tours with guaranteed departures in the most famous Italian destinations, through Airport services, official guides, hotel bookings and contracting consulting for tourism services.

Italy is a friendly and fascinating place, with a rich history and a bright future. Italy has all the right ingredients for an unforgettable holiday, sun, sand, mountains, sea, sports, unbeatable shopping, top-class hotels and restaurants, an intriguing traditional culture, and a safe and welcoming environment.

... [Italy, your destination starts here](#)



# S E R V I C E S

## OUR SERVICES AT YOUR DISPOSAL:

**Negotiated rates** and **full support** to charter operations to Italy

**Dedicated consultant** and **sales manager**

**Multilingual Staff**

**Meet & Greet** Airport Service

**Airport Executive Lounge** access

**Transportation** (exclusive chauffeur service, coaches, train tickets, car rental...)

**Sightseeing** and **Excursions**

**Luxury Tours**

**Group Travel Services** (Leisure and Mice)

**Entrances** to museums, tickets, theme parks, skip the line

**Special interest holidays packages** (Spa, Ski, Food & Wine, Sports ...)

**24 hour** Emergency Assistance

**24 hour** Rep Service

**Visa Assistance Service**



# PRODUCTS

## OUR PRODUCTS AT YOUR DISPOSAL

### ITALY, THE LAND OF THE RIVIERA

Italy is the ideal destination for a seaside holidays, more than 7.500 kilometres of coastline are washed by the water. From the North to the South, stretches of sandy beach alternate with rugged coastlines dropping straight into the sea. The variety of the scenery offers a wide choice of holidays!

OUR DESTINATIONS [Adriatic Riviera](#), [Tuscany](#), [Apulia](#), [Sardinia](#), [Sicily](#)

### ITALY, THE LAND OF MOUNTAINS

Immense valley covered with greenery, lovely mountain peaks emerging from the clouds into the blue sky. A holiday in the mountain is certainly an unforgettable experience: you can enjoy the wonderful experience of being in contact with the beautiful heritage of nature.

OUR DESTINATIONS [Piedmont](#), [Valle d'Aosta](#), [Lombardy](#) and [Trentino Alto-Adige](#)

### ITALY, THE LAND OF LAKES

Italy has many lakes: there are more than 1.000 incomparably beautiful ones, each with different characteristics. People can bath from the beaches along their banks or practise many open-air activities or get to know the surrounding area also, rich in history and traditions!

OUR DESTINATIONS [Lake Maggiore](#), [Lake Como](#), [Lake Garda](#), [Lake Iseo](#)

### ITALY, THE LAND OF SPORT AND ADVENTURES

There are exceptional opportunities in Italy for people that like a holiday dedicated to sport and adventures: sailing and water skiing, wind and kite surfing, trekking, climbing, riding, cycling, skiing, golf ... there are endless opportunities to practise activities in contact with nature, whether in summer or in winter!

OUR DESTINATIONS [Piedmont](#), [Trentino Alto Adige](#), [Adriatic Riviera](#), [Tuscany](#), [Sardinia](#), [Sicily](#)

### ITALY, THE LAND OF FLAVOURS

Italy has always been synonymous with good eating: nobody should miss our taste routes, a journey through the Italian gastronomic culture, in search of ancient flavours, healthy products and simple food that are true to classic cooking or offer innovative dishes inspired by tradition.

OUR DESTINATIONS [Piedmont](#), [Lombardy](#), [Emilia Romagna](#), [Tuscany](#), [Marche](#), [Apulia](#), [Sicily](#)

### ITALY, THE LAND OF ART AND CULTURE

Italy has one of the greatest artistic-cultural heritages in the world. Italy has the largest number of artistic and documentary properties declared World Heritage sites by Unesco. There is beautiful everywhere and there are countless and marvellous surprises in every part of the country!

OUR DESTINATIONS [All over Italy](#)

## OUR CLIENTS



# M . I . C . E . & G R O U P S

## BUSINESS & LEISURE

If you wish to achieve your corporate goals with customized, unique solutions for a meeting, event or an incentive trip, you can rely on **5 ELEMENTS**. Whether you are a multinational corporation or a local organization looking for a highly personalized service and memorable experience, our experienced team will do the best. Our team is dynamic and professional, and skilled to truly understand the underlying challenges and come up with innovative solutions.

If you seeking not just for a trip, but an opportunity for your team to interact and share ideas with each other, engage with your partners and colleagues, motivate and inspire employees, we can offer you an extensive program from arranging a meeting space to an incentive tip on a cruise ships and so much more!

We take pride in the knowledge that our services have helped many of our clients succeed in their respective businesses.

Talk to your MICE specialist now and bring your corporate ideas to life!

### PORTFOLIO OF SERVICES:

Seminars & Conferences

Team Building Activities

Exhibitions

Corporate Events

Product Launch

Corporate Charters

Groups & Incentive Travel

We believe that the success of an event depends on how it involves everyone present and truly converts it to an experience to remember.



Our comprehensive kaleidoscope of worldwide holidays is uniquely packaged to suit all walks of life. From the world's most extraordinary landscapes in Europe, to getting up close and personal with the wild life in Africa, to experiencing the magic of the most attractive tropical islands in Asia! With us, you will experience the beauty of different cultures by getting to know people from destinations all over world. We can plan special surprises, seek out 'off the beaten track' locations, find a tropical paradise or a rainforest retreat, or whisk you away for a romantic weekend.

#### PORTFOLIO OF SERVICES:

Worldwide bespoke Holiday Packages

Worldwide Cruises and Hotels

Luxury Hotels, Villas and Apartments

Worldwide Limousine & Car Hire

Train Journeys

Flight Tickets

Safaris

Adventure Holidays

Sports Holidays

Again, 5 Elements uses the experience and knowledge of its staff to offer the absolute best value for money determined by market studies and knowledge of our suppliers.



# H O T E L

# H O T E L M A N A G E M E N T



**5 ELEMENTS** has also developed during the years skills and capability to manage operationally Hotels & Resorts. Our touristic vocation and many years spent hand in hand with the hoteliers worldwide has given us hundreds of case histories and experiences ready to be used. The capacity to understand the needs of Guests, the necessities of the Tour Operator, the right support to offer for the DMC make our Hotel Management style unique and efficient.



## ANTICO CASALE RESORT 4\*

### SCANSANO (GR) - TUSCANY

The Antico Casale Resort is situated in the heart of "the Maremma", a large area in the South of Tuscany. Maremma is unique because of the variety of its territory: blue sea, long beaches, black rock, hills covered with woods, marshes and flat lands, green hills and natural thermal baths.

It's a timeless region with ancient roots. Whatever you plan to do during your holidays in Maremma, you'll do it! This area offers a quite endless list of things and activities to do open air – like horseback riding and mountain biking – as well as water sports and excursions amidst nature. If you prefer relaxing on the beach and sun bathing or enjoying a few beauty treatments or the natural thermal water benefits...well, you'll have plenty of choice as well!

The Hotel consists of an ancient "Maremma" farm dated 1880, perfectly restored in the full respect of environment. In some of today's bedrooms, in the past they used to dry chestnuts, tasty product of this area. Therefore, this place is called Località "Castagneta" name we have also given to the typical restaurant, which has been built in the ancient stables.

Every single dish is skilfully matched to the right wine, in a homely atmosphere, sitting beside the fireplace or on the veranda, admiring the romantic view out onto the town of Scansano and the gentle slopes of the Maremma plain.

The bedrooms of the Resort are built in warm and natural materials, furnished with typical Tuscan furniture, and provided of all comforts.

The Antico Casale di Scansano is more than a charming farmhouse, thanks to its well-equipped Spa which provides beauty treatments and wellness with an oriental touch.

## HOTEL SOLARIS 3\*

### CESANA TORINESE (TO) - PIEDMONT

Cesana (1350m) is a pretty, ancient village in a favourable position at the heart of the Milky Way. Hosting the 2006 Winter Olympics here meant that the ski area was meticulously upgraded, with state-of-the-art snow making now underpinning an already excellent snow record, and several new modern, high-speed ski lifts improving circulation around the area. Here you will find perfect facilities for Alpine and cross-country skiing, snow shoeing, winter hiking, tobogganing, ski tours, ice climbing and snowboarding.

The Montiluna area and Sansicario offer kilometres of slopes and trails that snake through larch and fir woods.

Situated at only 150 meters from the chairlift to Monti della Luna direction Claviere and Monginevro and from the modern cableway "Cesana Ski Lodge" to San Sicario, we like thinking at the Hotel Solaris as a "house" where a smile and attention to detail is never missing, hoping to make your holiday an unforgettable one.

The hotel has been delightfully built using local materials offering true alpine charm for guests staying through the winter months.

The advantages of staying at Solaris Hotel in the earth of the Italian Alps will become immediately apparent upon walking through our doors, offering the perfect accommodation for holidays in harmony with nature and yourself: our lobby will surround you with warmth and charm.

The village centre is also close by allowing for you to experience a range of local amenities and cuisines as well as the local nightlife so that you can continue your holiday through the evening.

