



# SOLMAR

VILLA HOLIDAYS

AGENTS

# Travel Agent *guide*

2023







Welcome to

# SOLMAR VILLAS

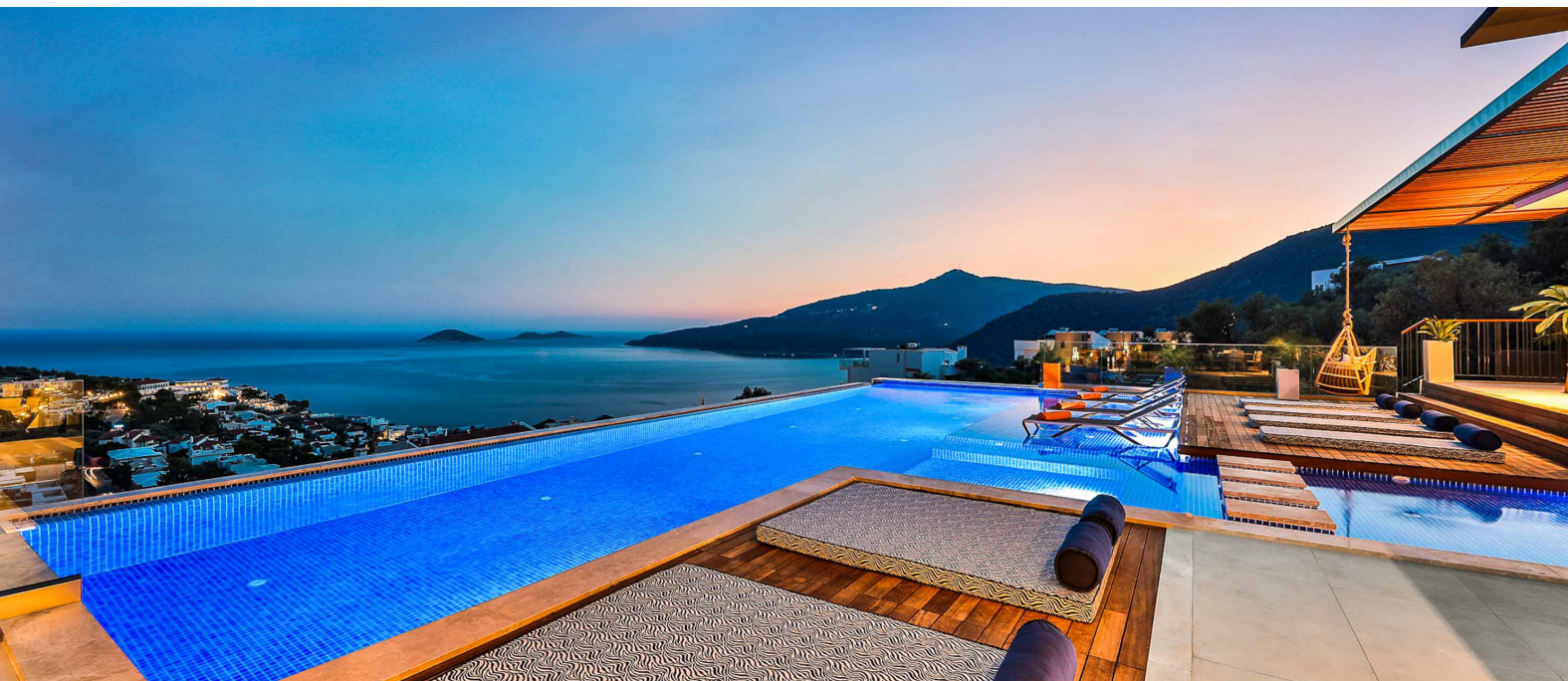
By choosing Solmar Villas as your trusted villa holiday specialist, you'll be gaining access to over 29 years of experience in tailor-made villa holidays, meaning we can help find the dream getaway for your clients. As a family run business, we understand the importance of a well-deserved and much needed holiday, which is why we're passionate about helping you and your clients every step of the way, from before your clients book right up until when they return home. Plus, every single villa comes with its own private pool! As longtime members of ABTA, you're in safe hands with us when booking your client's next villa holiday!

## Be Inspired

Why choose a villa holiday?	4
Why book with Solmar Villas?	6
Our Partners	7
Our Destinations	8
Our Villas	16
Extras	22
Concierge Team	26
Holiday Helpline	27
Contact Us	28







## Why choose a VILLA HOLIDAY?



### Privacy

One of the main reasons anyone books a private villa is for the privacy aspect. The fact that your clients can keep themselves to themselves as much as they want allows them to be flexible with their time and to have a holiday on their own terms!



### Value for money

A villa holiday can represent excellent value per person for a family or a large group holidaying together. The total price of the villa stays the same regardless of your client's party size, which means that your client's dream getaway may be more affordable than they realise.



### Family friendly

Blending private spaces with communal living for quality family time, renting a villa provides the perfect balance. Plus, our villas with gated pools ensure that your client can holiday with infants and younger children with complete peace of mind.



### Facilities

From necessities such as fully equipped kitchens and air conditioning, to family favourites such as pool tables, table tennis tables, hot tubs and even games consoles – there's plenty to keep everyone entertained! Let's not forget the jewel in the crown though – your client's own private pool!



### Safety

It's clear now more than ever that space, safety and stress-free travel are at the forefront of our clients' minds. Thankfully, our villas offer all of these in abundance. Health and Safety audits are carried out and they must meet local regulations and protocols before they are added to our prestigious portfolio.



### Location

The vast majority of our villas are within a short walk to award-winning beaches and bustling resort centres lined with shops and eateries. Your clients will get the best of both worlds, enjoying the privacy of their villa but remaining close to the action in some of the best and renowned holiday resorts.





## Why book with SOLMAR VILLA HOLIDAYS?

- ✓ ABTA bonded
- ✓ ATOL protection on packages
- ✓ Over 1500 properties across 30+ destinations
- ✓ Multiple British Travel Awards
- ✓ Feefo Platinum Trusted Service Award
- ✓ Excellent rates of commission
- ✓ Flights available from all UK airports on all properties
- ✓ Price parity
- ✓ Financial protection
- ✓ Post-booking concierge team
- ✓ In-resort support
- ✓ 24-hour holiday helpline
- ✓ Handpicked properties
- ✓ Property diversity
- ✓ No hidden charges or under occupancy supplements
- ✓ Health and safety checks by our highly experienced team
- ✓ 100% Refund Guarantee
- ✓ Agent specific incentives and competitions

## Our Partners

**Jet2holidays**  
Package holidays you can trust

**airbnb**

**Booking.com**

**vrbo**

**TUI villas**

**hometogo**

**Expedia**

**HOMES & VILLAS**  
BY MARRIOTT INTERNATIONAL

**PLUM  
GUIDE**

**Tripadvisor**

**travelstaytion**

**topvillas**

**Hays Travel**

**travel  
counsellors**

**InteleTravel**

**BarrheadTravel**

**Jetset**

**coop midcounties**

**NOT JUST  
TRAVEL**

**TRAVEL VILLAGE GROUP**  
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**TRAVEL BUDDY**  
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TAILOR MADE TRAVEL

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travel**

**PERFECT BLUE  
VILLAS**

**travelgenix.io**

**TRAVELGATEX**





# Our Destinations



With over 30 sun-soaked destinations and even more to come, you're spoiled for choice when choosing your Solmar Villa holiday!

- Balearic Islands
- Canary Islands
- Mainland Spain
- Portugal
- Greece
- Croatia
- Turkey
- Italy
- 1

Majorca
- 2

Menorca
- 3

Ibiza
- 4

Lanzarote
- 5

Fuerteventura
- 6

Gran Canaria
- 7

Tenerife
- 8

Andalucia
- 9

Costa del Sol
- 10

Costa Blanca
- 11

Costa Brava
- 12

Costa Calida
- 13

Algarve
- 14

Madeira
- 15

Cyprus
- 16

Crete
- 17

Rhodes
- 18

Kos
- 19

Zakynthos
- 20

Kefalonia
- 21

Lefkas
- 22

Corfu
- 23

Ionian Coast
- 24

Dubrovnik
- 25

Istria
- 26

Dalaman
- 27

Bodrum
- 28

Malta & Gozo
- 29

Amalfi Coast
- 30

Tuscany
- 31

South of France





# Which DESTINATION?

## Balearic Islands

Offering the much sought-after Mediterranean climate with over 300 days of sunshine per year, your clients can have a fantastic holiday in a villa in the Balearic Islands. Whilst each island has magnificent beaches and stunning scenery, each also has a unique identity and charm. Whether your clients are seeking a tranquil break in Menorca, an adventure-packed holiday in Majorca, or wanting to explore Ibiza's natural beauty, they'll be spoilt for choice when choosing their Spanish villa holiday in the Balearic Islands.

## Canary Islands

Renowned for their year-round sunshine, beautiful beaches and dramatic landscapes, the captivating Canary Islands each boast their unique identity and offer the perfect setting to enjoy family holidays. Our Canary Islands villas can be found on the islands of Tenerife, Lanzarote, Fuerteventura and Gran Canaria, each offering a mixture of action-packed resorts, striking scenery and laid-back traditional villages.

## Mainland Spain

Just a short flight from the UK, the Spanish mainland has been attracting holidaymakers for decades. We've picked out only the best areas of this much-loved country so your clients can rest assured that their Spanish villa holiday will have everything they need right on their doorstep – from divine beaches and family-fun water parks to stunning golf courses and up-market shops.

## Portugal

Our Portuguese villas are the perfect base for exploring this stunning and diverse country, or simply unwinding in paradise. While most of our villas in Portugal are dotted across the sun-soaked south coast region of the Algarve, if your clients are after an island escape then why not introduce them to the enchanting island of Madeira? Packed with adventure and excitement, this popular destination makes for the ultimate winter sun getaway, with phenomenal scenery and sunny skies all year round.





# Which DESTINATION?

## Greece

With its stunning weather and picturesque scenery, Greece and the Greek Islands are perfect for a relaxing family break or romantic getaway. At Solmar Villas, we have an incredible selection of luxury villas for inspiration for your client's next villa holiday. From a large villa with a private pool within walking distance of the beach, to a holiday villa on a Greek Island offering stunning views, we have villas in Greece that meet all needs.

## Cyprus

Unforgettable moments are what a Cyprus villa holiday is all about. This beautiful island is bursting with character and has all the ingredients for the ultimate family holiday. Discover the beautiful beaches of Coral Bay or Argaka, or explore this unique place steeped in history. Combine all this culture with our incredible private villas, and you're in for a perfect holiday.

## France

France is one of the largest countries in Europe – and with great size comes great diversity. This irresistible melting pot of culture, history and gastronomy has been seducing visitors for centuries and, with its varied regions, outstanding beaches and wonderful climate, it's no surprise they return time and time again. From traditional farmhouses in the rolling countryside to beautiful villas in the centre of the action, we offer a huge choice of accommodation across southern France to suit everyone.

## Croatia

Picture-postcard towns and secluded beaches sitting peacefully by the crystal-clear Adriatic Sea are the perfect setting for an unforgettable villa holiday in Croatia. If your clients are curious about exploring even more of what Croatia has to offer, the stunning National Parks, diverse forests and hilltop towns rich in culture and hospitality await their arrival further inland. Whether it's the fascinating Old Town of Dubrovnik or the irresistible Istrian peninsula, our Croatia villa holidays offer a real slice of paradise.





# Which DESTINATION?

## Turkey

Turkey is a diverse gem, with its gorgeous Aegean and Mediterranean coastlines, tantalising local cuisine and a fascinatingly rich past. Our Turkish villas are scattered across the Dalaman and Bodrum regions, with long lines of golden sand beaches and the phenomenal Taurus mountains on your client's doorstep. Our handpicked collection offers the perfect balance of adventure and relaxation, from unwinding on the stunning seafront to soaking up the peace and quiet in the lush countryside.

## Malta & Gozo

Whether it's one of our villas in Malta or one of our Gozo villas, a holiday here is like a step back in time. Wander through the meandering streets of the islands' towns and villages and be in awe of the many Renaissance Cathedrals and Baroque palaces. Head to the coast and enjoy the expansive Maltese Archipelago beaches and azure lagoons perfect for diving and snorkelling. There's so much to see and do on a Malta and Gozo villa holiday, making them a fitting choice for a family or couple's getaway.

## Italy

Entice your client's senses with mouth-watering pizzas and pastas; world-class wines; fascinating historical sites; and swathes of golden beaches. With such a varied backdrop, there's a unique magic to be unlocked in every corner of this boot-shaped nation. Embrace the sun, sea and sand at a scenic cliffside town on the Amalfi Coast, escape to a quaint hidden village nuzzled in the vineyard-clad Tuscan countryside or relax on a glittering white-sand beach lapped by emerald-green waves in Sardinia.







# Our VILLAS

## Large Villas

At Solmar Villas we know planning a holiday for a large group can be difficult and time consuming. This is why we have taken the time to put together a suitable range of villas for large groups so your clients can go ahead and enjoy the company while holidaying in some of the most beautiful destinations. Whether they are organising a large family gathering or planning to travel with a group of friends, they have the option to choose from a fantastic range of large villas to rent. With such a variety of large villa styles available we are confident that your clients will find the ideal one for their party.



## Sea View Villas

There's nothing quite like stepping out on a private pool terrace and having the beautiful blue ocean surrounding you. We have over 400 handpicked villas with a sea view, providing the perfect base to completely unwind and gaze out to the tranquil, calming waters ahead and on the horizon. With our villas by the sea, your clients are in for a memorable holiday in a picture-perfect setting.





# Our VILLAS

## Beach Villas

Not only do all of our villas feature their own private pool, the vast majority are within easy walking distance of some of Europe's most popular and family-friendly beaches. Our beach villas allow your clients to enjoy the best of both worlds, with the comfort and privacy of their own villa with private pool, whilst having easy access to some of the finest beaches throughout the Mediterranean.



## Leisure Resorts

Leisure Resorts are the perfect way to enjoy the privacy of a villa holiday whilst still having access to all of the wonderful facilities on offer that would usually be found at a hotel resort. Our leisure resorts boast a great selection of activities for adults and children alike, from large communal swimming pools, to tennis and golf courses and kids' clubs and spas.



# Our VILLAS

## Villas for couples

If your clients are seeking a romantic retreat then look no further than our villas for couples. Our villas for two offer everything that our larger villas can provide, as well as a real sense of seclusion, privacy and relaxation. Like all of our holiday villas, our villas for couples include their very own private pool and some even feature added extras such as hot tubs and Jacuzzis.





# Our VILLAS

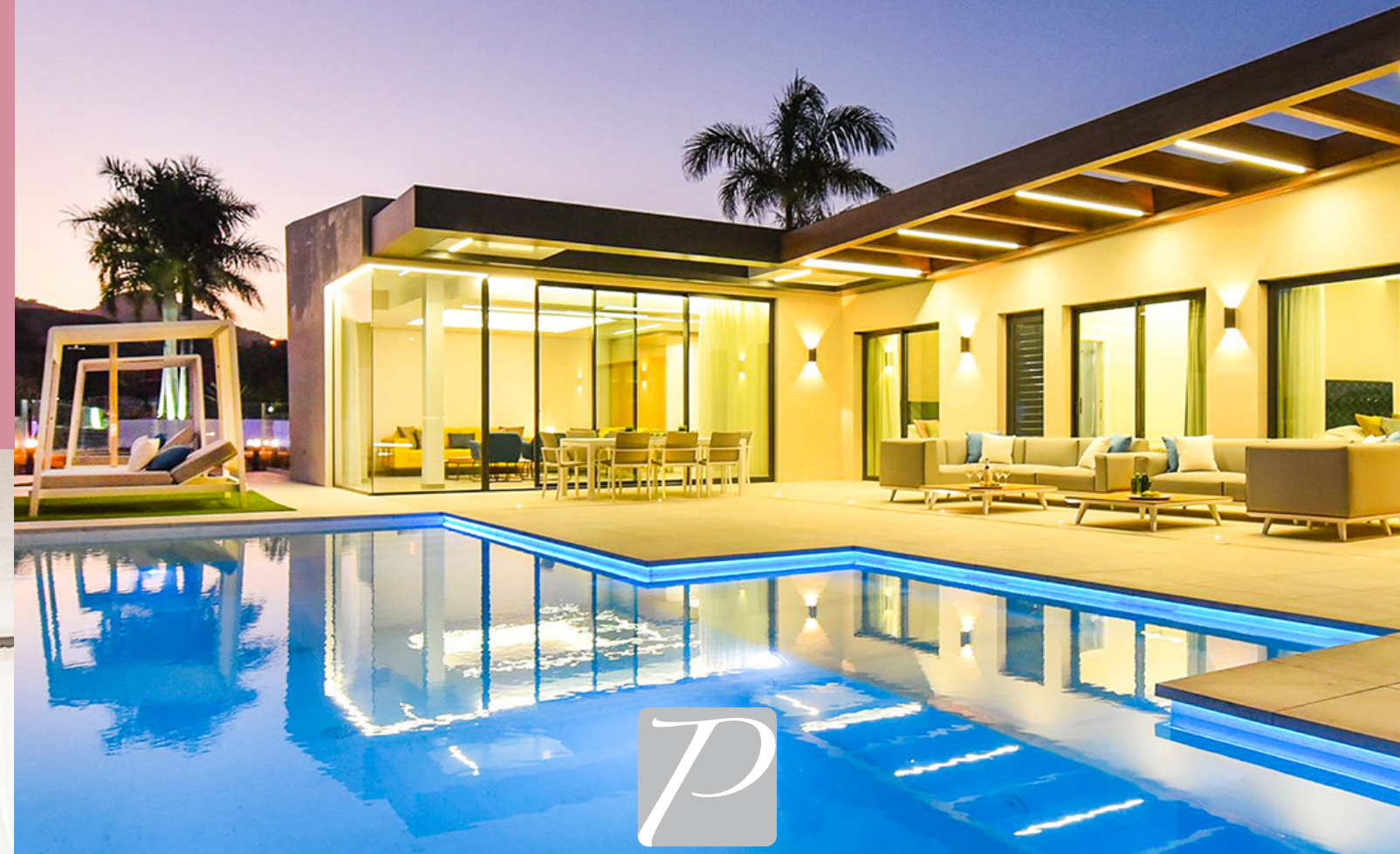


## Something Special

If your client fancies something unique that stands out from the crowd, then the Something Special range is perfect for them. Encompassing a wide range of possible qualities, ranging from incredible views to luxurious facilities, these properties really make a statement!



# Our VILLAS



## Premium Collection

Our Premium Collection features only our very finest villas, each delivering the highest levels of style and sophistication. Each stunning villa has been handpicked for its individuality, opulence and refinement - so why not let your clients indulge themselves and experience the very best that Solmar Villas has to offer?







# Extras

**Commission  
NOW AVAILABLE**  
On all package  
elements!

## Flights

For 2023 and beyond, we are once again offering ATOL protected, flight-inclusive packages to agents on our entire portfolio of villas! Choose flights with almost all airlines from any UK airport to the many airports that service our villas! For a quote, simply contact our helpful sales team to discuss the option of ATOL protecting your client's holiday. Quotes can be provided with accommodation over the phone, by email or even through our LiveChat system, if you prefer. Please note that we will require payment in full for the flights before they can be booked and confirmed.

We use:



## Car Hire

The freedom to be able to go anywhere on a whim can be incredibly appealing when staying in a villa. Clients will usually pick up and drop off their car at the airport, with exact instructions listed on their documentation. Car optional properties feature a wide array of amenities within walking distance, meaning that a car would only really be necessary if the clients wish to explore further afield, whereas car recommended properties either feature a limited number of amenities within suitable walking distance from the villa or that there isn't a route suitable to access them safely on foot.





# Transfers

The prospect of driving abroad can be daunting for some clients, which is why transfers can be a great alternative! Transfers provide a stress-free, simple solution to navigating the winding roads and the foreign motorways, so why not let our reliable and friendly drivers take over the stress from your client? Of course, clients may have a villa in the perfect location, meaning that a car isn't necessary – in this case, transfers are ideal! Please note that there may be additional charges for car seats.



# Pool Heating

Certain villas afford clients the opportunity to take advantage of pool heating. This is usually a chargeable extra, particularly during the summer months when this is less necessary. It is important to note that the pool heating is designed to purely take the chill out of the water, rather than heat it up to a bath-like temperature. As such, the water temperature will be heavily influenced by the air temperature and weather conditions. Check the description and the extras page to find out whether a property has the facility of pool heating!

# Welcome Packs

Thanks to the convenience of a welcome pack, your client's first stop will be the pool and not the supermarket! We offer welcome packs in most destinations with the aim of giving the clients a flying start in terms of groceries and useful items. Welcome packs are especially useful if the client is arriving later in the evening or night when most shops and supermarkets are closed, so we would always recommend that you offer your client a welcome pack if they are arriving later on!

# Holiday Extras

Other miscellaneous extras ranging from fast-track passes to airport parking and hotels can be booked either through our Sales/Concierge teams directly, or by using our white label site. It's always a good idea to make your client aware that they can book everything with Solmar Villas as it makes your life easier having everything in one place too!





# Concierge Team

From you initially making the booking with us, to your clients arriving in resort, the Concierge team is here to make that transition as seamless as possible. They are an experienced team dedicated to handling all aspects post booking, so anything from adding on extra passengers to arranging car hire or transfers – along with everything else in between! Your first port of call once you have made a booking for a client will most likely be the Concierge team, so let them assist you with what you need to make your life easier and the process much more straightforward!



# Holiday Helpline

Having clients in resort can be a worrisome time for you, so that's why we've introduced our new Holiday Helpline for 2023! The Holiday Helpline works alongside our in-resort Villa Managers and is designed to provide additional support to clients out in resort – 24 hours a day, 7 days a week! This will give our mutual clients another avenue to explore in order to speak to someone, rather than them relying solely on their travel agent. The Helpline will be able to deal with clients' issues by liaising promptly with the necessary parties, whether that be suppliers or Villa Managers. Less time worrying for you, and more time arranging holidays!







# SOLMAR

VILLA HOLIDAYS

AGENTS

## CONTACT US



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[www.solmarvillas.com/Travel-Agent-Hub](http://www.solmarvillas.com/Travel-Agent-Hub)



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