

# Incentive Group Accommodation



Let our **team** help you  
with all your requests for **Dubai** and  
**United Arab Emirates**

## Ground Handling Tours & Excursions Entry Permission





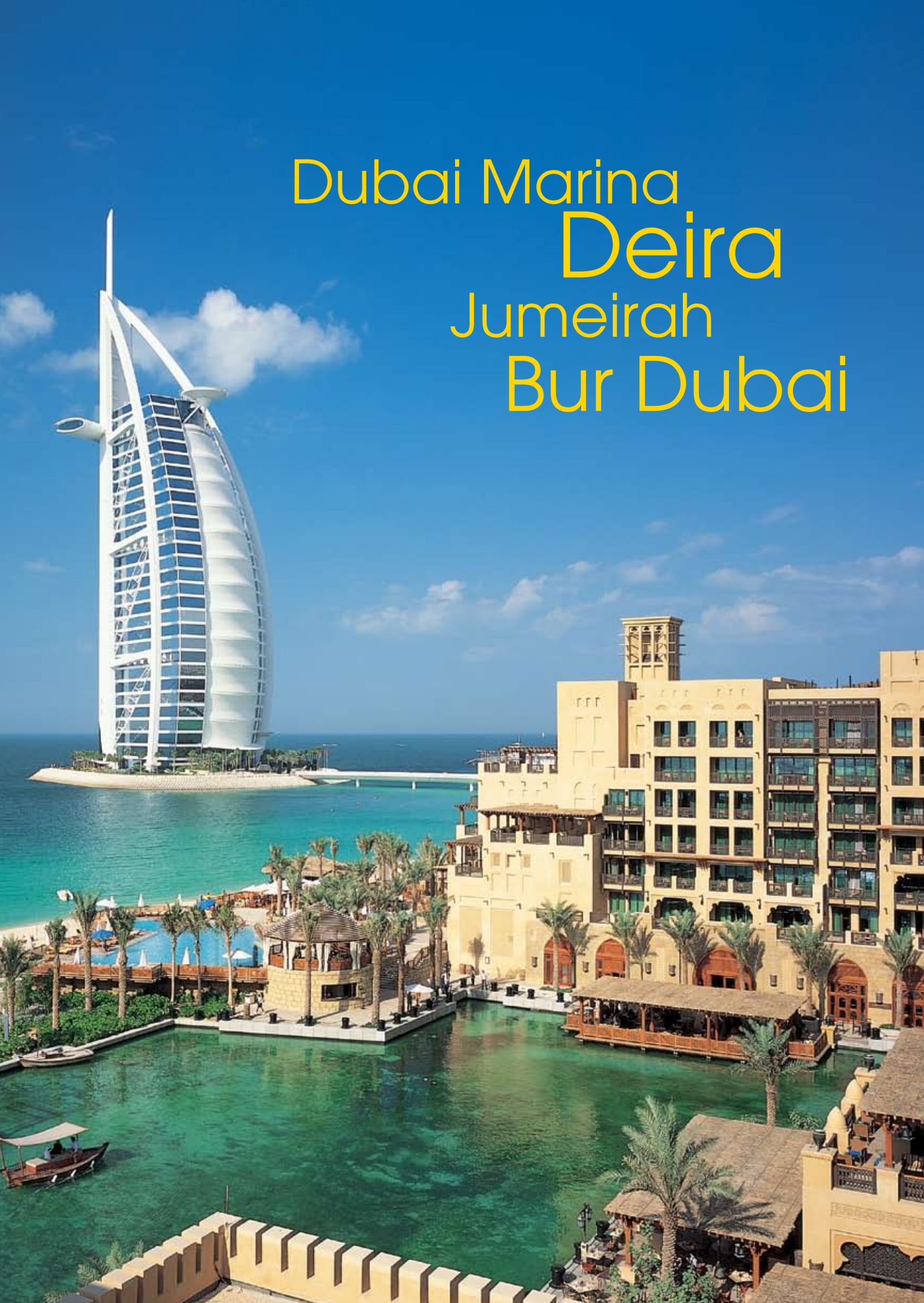
Personal Service  
Quality  
Professional  
Friendly

## Our Profile

Sunflower Tours is an incoming tour operator based in Dubai, United Arab Emirates, and established in August 1999. Our young team of travel agency professionals takes care of all the required travel arrangement in the U.A.E. including tours, safaris, hotel accommodation and visas. On all our markets we handle FIT business, individual agent requests as well as both leisure and incentive groups, corporate conference groups, and also offer special company deals for tours and safaris. We also have experience with charter and back to back business.

Our main target is to promote United Arab Emirates and Dubai as a Tourism Destination. We participate in or visit most of the travel exhibitions in Europe to promote and encourage people to visit Dubai. We handle incoming business from countries such as Finland, Norway, Sweden, Denmark, Hungary, Netherlands, Iceland, Turkey, Korea and Thailand among others. We also have several partnerships with Nordic tour operators in the Scandinavian countries.

Dubai Marina  
Deira  
Jumeirah  
Bur Dubai



## Accommodation

Dubai has a very specific hotel market, unlike anywhere else in the world. Demand is very high and the availability can sometimes be problematic during the high season. This demands good local contacts in all the properties in order to offer our valued agents and clients the best deals and availability of rooms. We have long-standing relationships with hotels and apartment properties in all categories in all of the UAE emirates. We at Sunflower work very hard to be able to offer our agents personalized service as well as good connections and the knowledge about the markets we are serving when it comes to suitable accommodation options..

# Visit Service Tourist Business



## Entry Permission

Our productive Visa section issues around 250-500 Visas per day, and are able to assist with all aspects of Visa requirements and information needs for the UAE. They arrange all kinds of visas such as business visa, tourist visa, visit visa and service visas. Our professional team handles individual, group and corporate visas. They have knowledge about the current requirements from different countries and also very good connections for fast and secure visa processing according to the needs of our clients and agents. For some countries only certain types of visa are available. For more information please contact our Visa section.

Tours  
Team Building Activities  
Safari  
Diving Holidays



## Tours & Excursions

We organize tours and safaris, which cover the entire UAE. During the tours our tour guides and drivers will introduce the visitors to the history and culture of this fascinating part of Arabia. Our traditional Bedouin camp in the middle of the Arabian Desert will definitely be an experience of a lifetime. Here the visitors try camel riding, watch a belly dance show and enjoy a delicious BBQ dinner under the stars. Our desert camp is also one of the biggest in the country. Our tours are full of action, fun, culture and history of the UAE. They also show the great diversity of the country as the nature and traditions are quite different in the different emirates.

### Dubai City tour

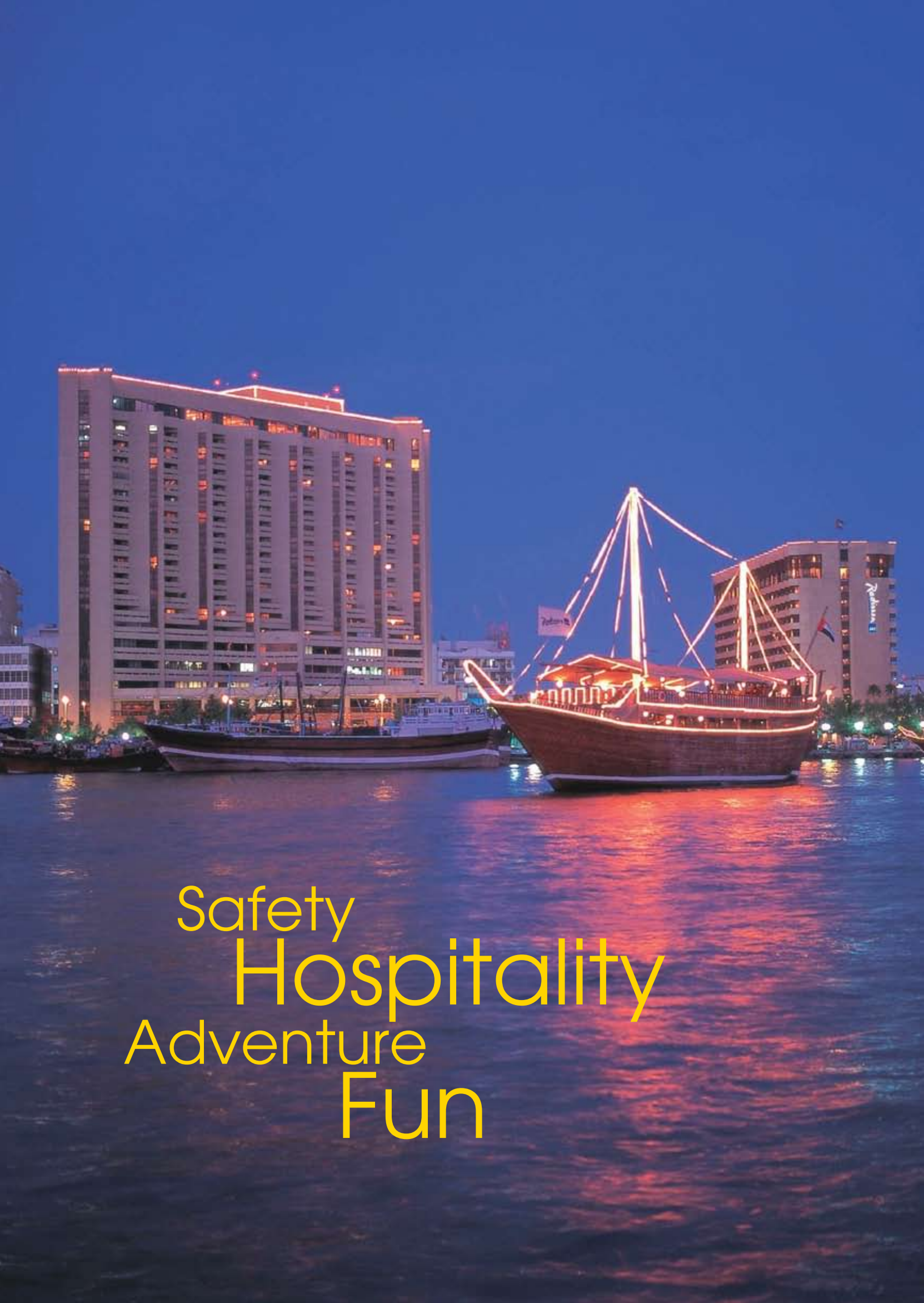
Experience the City of Merchants! Our tour takes you pass the magnificent Royal Palaces in Zabeel and onwards to the Jumeirah Mosque, from where we continue to Bastakia, the Old Town of Dubai, where we visit Dubai Museum and Majlis Art Gallery. This is followed by an exciting abra ride (water taxi) across the creek to the Spice Souq and onwards to the world famous Gold Souq.

### Desert Safari

This tour is a must when in Dubai! A truly memorable evening in the desert. We start off with a thrilling drive onboard our luxury four-wheel drive vehicles over the 250-meter high sand dunes of the Empty Quarter, the third largest desert in the world. Beautiful desert scenery with camels and never ending sand dunes is unforgettable as we watch the sun go down over the dunes. On arrival at the Sunflower desert camp we will be greeted with a cup of Arabic coffee followed by an exciting camel ride. At the camp, henna designer will create beautiful traditional Arabic designs and you can also try on traditional local costumes. Later on a delicious BBQ-dinner with Arabic appetizers and grilled meats will be served accompanied by irresistible Arabic sweets & fresh fruits followed by an exotic Belly Dance Show under a million stars. An unforgettable Arabian evening. The tour can also be combined with sand boarding, dune buggy rides etc.

### Crab hunting

A perfect activity for groups or corporations! A truly exotic local sport will be introduced to you at this tour. We first proceed to the Emirate of Umm Al Quwain, where we enjoy snacks at sunset before boarding the fishing boat and head into the darkness. Crab hunting takes place in the shallow waters of the sand banks by using electric torch lights to spot the fast moving crabs. After an hour of adrenalin packed hunting we head back to the shore to enjoy our catch and a snack buffet dinner before returning to Dubai. A very fun filled activity and a nice example of local tradition!



Safety  
Hospitality  
Adventure  
Fun



### **Traditional Dinner Cruise on the Creek**

A magnificent evening cruise along the Dubai Creek that divides Dubai into 2 parts. During the cruise, which can be arranged either on traditional dhow wooden boats or on specially chartered luxury yachts, you will see the Old Town, Sheikh Saeed House and the Heritage Village as well as all the famous modern skyscrapers of the city in spectacular nightlights. During the cruise a delicious Arabic/international buffet dinner will be served.

### **Hatta Trek in the mountains**

Full day tour where we combine the desert and the mountains outside Dubai. We start off with an exciting drive in the desert onboard our luxury four-wheel drive vehicles over the never-ending sand dunes of Empty Quarter. This is followed by exciting camel riding and refreshments at the desert camp. We then continue to Hatta, where we visit the Heritage Village displaying typical village life in the mountains. This is followed by an action packed drive through wadis, dried riverbeds, to reach the fresh water pools in the middle of Hajjar-mountains. Here you can take a dip or dive into the pools and enjoy refreshments. We will also visit the famous 5-star Hatta Fort Hotel for a lunch break. On the way back to Dubai we stop at a traditional street market, where vendors sell locally made pottery and imported carpets.

### **Sand boarding and Dune Buggy safari**

Sand boarding is the new action sport! It is lots of fun sliding down the dunes of the desert with this snowboard like equipment! With the help of our experienced guides this will be a fun memory to take back home, proven also by the sand in your pockets afterwards! Dune Buggy Safari is arranged close to the Hatta Freeway. The guides will show you how to handle these vehicles and you spend one hour out on the dunes before returning home. Can also be combined with the desert safari.

### **East Coast Tour**

East coast of the Emirates offers the most beautiful scenery in the country. Through the oasis town of Al Dhaid we drive through the spectacular Hajjar mountain range to the fishing village of Dibba on the Indian Ocean coast. We then continue to Al Bidiya Mosque and proceed past lush farmland to Khor fakkan and Fujairah where we visit the now abandoned old town dating back 300 years. We then continue to the famous Masafi Market, where vendors sell locally made pottery, vegetables, fruits and carpets before returning to Dubai.



Incentive  
Special Events  
Desert Wedding  
Tee Times



## Groups & events MICE segment

We at Sunflower Tours can arrange any kind of incentives or group events for all our target markets. We take great pride in making the group stay in UAE an experience to remember. Whatever your or your clients' requirements are, let us offer our assistance to create that perfect event or group holiday. We will tailor-make a program suitable for your clients, in regards to the purpose of the trip or specific requests. We take care of the whole group booking procedure, from accommodation request to confirmations, amendments and programs. On all our markets we handle both leisure and incentive groups, corporate conference groups, and also offer special company deals for tours and safaris. We also arrange golf tee times, special events, desert weddings, dinners and other requirements.

### Groups vs. FIT bookings

In most other big cities and destinations, group rates for larger bookings get discounted rates from the hotels for blocking a certain amount of more rooms. This is not the case in Dubai and Abu Dhabi. Group rates in UAE are always on request, and contracted rates are in most cases not applicable. The group rates offered from the hotels will instead be higher than FIT rates, as hotel is not willing to block many rooms to lower prices because of the demand over the season. This is common policy in all of Dubai for group requests at the hotels.

Get ready  
for an  
*experience*  
of a lifetime!



**Imagine** driving through 250 meter high sand dunes in a powerful 4-wheel drive leaving behind a cloud of sand. Imagine being on your toes as you cheer a camel race or even better, ride one to the nearest oasis. Buy authentic Persian carpets, pearls, carved daggers, antiques, silver jewelry etc. Explore a lush green oasis of 10,000 hectares in the midst of the desert, the fishing village, the Hajjar mountain range, or a 300-years old abandoned town. Imagine an expedition into the deep sea as you fish, or sit at the shore with an electric torch as you crab hunt. Experience romance, as you revel in the traditional Arabian hospitality with belly dancers swinging to cheer you. Time to live your fantasies with Sunflower Tours... and enjoy an experience of a lifetime!!!