

DESKTOP SALES GUIDE BULGARIA – WINTER

Key Selling Points of Skiing in Bulgaria

#ThinkBulgariaThinkBalkan

Bulgaria has three main winter resorts, Bansko, Borovets and Pamporovo, each offering excellent skiing and boarding and great value for money. This guide gives you all the useful information you need when selling ski holidays to Bulgaria.

* Excellent Skiing and boarding

Bulgaria offers excellent skiing and boarding for all abilities. There are numerous nursery slopes for beginners and intermediates who can practice on the blue and red runs dotted around each resort, and for the advanced they can enjoy the black runs. Learning to ski in Bulgaria is popular because the resorts have a number of slopes that are perfect for beginners, plus the ski instructors are excellent and are used to teaching people to ski. It is also worth considering that as a winter holiday in Bulgaria is great value for money.

* Great Value for Money

You can't beat Bulgaria and Balkan Holidays for value for money! The price of our package holidays are low and include 22kg luggage allowance and transfers. The cost of our ski packs and lift passes are also great value, for, these include a lift pass, equipment hire and tuition. The cost of après-ski is also low, for example dinner costs around £15 and a draught lager costs around £1.50! Compare these costs to some other ski resorts and you can see why Bansko was nominated the best value for money ski resort in Europe year after year.

* Excellent Facilities

The mountain facilities of a winter resort are essential for a successful skiing or boarding holiday. Thanks to millions of pounds of investment Bansko is a modern ski resort with a state-of-the-art lift system, floodlit skiing, snow cannons covering 90% of the slopes and maintenance vehicles that keep the slopes in great condition.



£3
LUNCH / PIZZA/



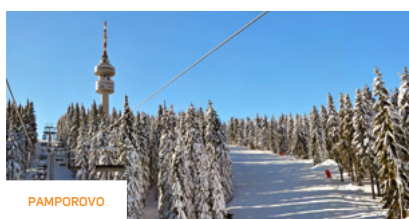
£10
THREE COURSE MEAL



UNDER £1
LOCAL BEER



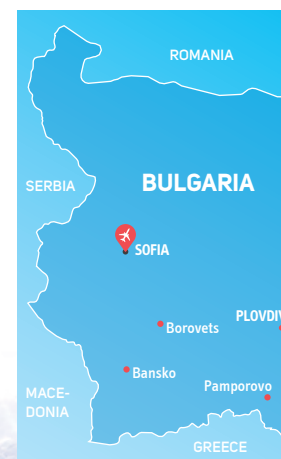
BANSKO



PAMPOROVO



BOROVETS



* Great Value Skiing Holidays

Our Winter holidays are great value including 22kg luggage allowance and transfers

* 5% Loyalty discount

Have your customers travelled with Balkan Holidays before, then make sure you add their 5% loyalty discount, T&C's apply

* Learn to Ski Packs from just £115pp

Lowest prices in Europe Free lift pass included plus discounts on ski packs in selected hotels

* Low Deposit

A low deposit of £70pp on our holidays with our chartered flights

* Free Child Places

On many departure dates and hotels

* Departures from 6 UK Airports to Sofia

Bristol, East Midlands, Gatwick, Manchester, Newcastle, Belfast

* Early Booking Discounts

* Free Ski or Board Storage

For our clients staying in Bansko

* Low price carriage charge

If your customers are taking their own equipment our snowboard and ski carriage is great value

* Free Lift Passes

Buy One and Get a Second One FREE

* Discount on Ski or Snowboard Services

see the website for current offers



☎ 0207 543 5555

📍 Balkan Holidays Travel Agents
📍 Lynsey Balkan-Holidays, Wayne Balkan-Holidays,
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Bansko:

Bansko is a modern ski resort with all the facilities skiers and boarders need for a fantastic skiing holiday. It has a modern lift system including a fast gondola lift that takes you to the ski area located in the upper slopes. From there you can ski to wherever you want along the 75km of marked ski runs. Bansko also has excellent hotels including the exceptional 5 star Kempinski Hotel Grand Arena, a member of 'The Leading Hotels of the World'.

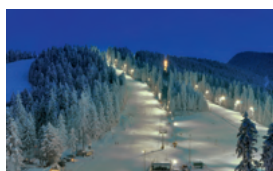


Arrival airport Sofia
Transfer time 2.5 hours
Height of resort 936m
Marked runs 75km
Highest ski run 2560m
Longest run 7km
Lifts 18

- * 1 x Gondola
- * 1 x 6 seats
- * 6 x 4 seats
- * 1 x 3 seats
- * 1 x 2 seats
- * 3 x T-Bar Drag lift
- * 2 Drag lifts
- * 3 x Baby Drags

Borovets:

Borovets is considered the liveliest of our winter resorts. It has the perfect mixture for a wonderful winter holiday, combining great skiing/boarding during the day with a wide choice of apres-ski activities and varied nightlife in the evenings. Set amidst the majestic forest-clad Rila mountains and once a hunting ground for Bulgarian Kings, Borovets is now renowned as one of the most visited ski resorts in Bulgaria.

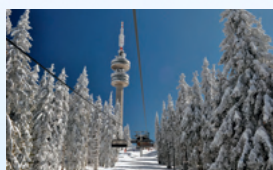


Arrival airport Sofia
Transfer time 1 hour
Height of resort 1300m
Marked runs 58km
Highest ski run 2560m
Longest run 12km
Lifts 12

- * 1 x Gondola
- * 4 x Chair lifts
- * 9 x Drag lifts
- * 1 x Carpet lift

Pamporovo:

Pamporovo is the sunniest Ski resort in Bulgaria and has won the hearts of many with its picturesque scenery and fantastic ski runs for beginners and intermediates, with challenging black runs for those who wish to test their skills, as well as a modern Fun Park with half-pipe runway. The beautiful slopes are less crowded to make your skiing/boarding experience one that you will never forget.



Arrival airport Sofia
Transfer time 4 hours
Height of resort 1650m
Marked runs 37km
Highest ski run 1926m
Longest run 7km
Lifts 13

- * 1 x 6 Seats
- * 2 x 4 Seats
- * 1 x 2 Seats
- * 1 x 3 Seats
- * 1 x 1 Seat
- * 2 x T-Bars
- * 5 x Drag lifts

