



Fly Solo

Business Plan

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COMPANY NAME & CONTACT INFORMATION

Company's name:

Fly Solo

Company's goal:

Fly Solo Program is aimed at providing customers with customized, fashion and convenient travel service based on their different individual demand.

Logos:

Fly Solo:



Fly Couple:



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EXECUTIVE SUMMARY

PROBLEM & NEEDS IN MARKET

Most people have two options to choose how they travel.

Travel Agency:

- Limited and no experience of local life

If choose traditional travel agency products, trip is inflexible and all the things settled. Tourists stuck in the standard vacation packages, and information is unequal for customers and supplies, so agency can force tourists to do something, like tourists are asked to consume at given shop, give limited time to take photo with famous spot as they have been there. The tour with limited time schedule, activities, food is suffering, and tourists can't explore local culture and lifestyle.

DIY schedule:

- Exhausted to research information from different website

One platform specialized in one or several areas, like Airbnb master local bed and breakfast, while booking master reservation, so if tourists want to plan tour by

themselves, we need go several different platforms to get different service. It's inconvenient and time-consuming in finding the travelling information

- **Unfamiliar with destination so hard to set schedule in proper**

People feel confused because they don't have instructor of making travel plan for green hand to follow, let alone automatic generate plan. After all, most tourists are not professional as travel agency, they don't know how to organize time efficiently, depend on maps and GDP outside.

- **Information unequal and unreal to customers**

Pictures on website are different from the real one, so the photo treats customers, the real may be disappointing. Customers do not have so many traveling resources, only depend on the review and recommendation on several website and platform.

- **Can't satisfied some Crazy and Novel Idea**

Those two main ways only provide existing travel products, but those two can't satisfied some crazy and novel idea. For example, I want to watch Super Ball, I want take one-week art course in Pairs, I want to ride horses in British, and so on. These demands can't be supply by neither travel agency and DIY.

- **Expensive and few options**

Current online platforms are all independent, each platform limited and unshared resource of spots, hotel, and so on. So that a platform to invite a new experiential tour has high risk and cost. As for customers, separate information result in customer need more time to select or have less options. In addition, high expense on human services disrupt promotion of free exercise

FLY SOLO | INNOVATION AND ADVANTAGES

Fly Solo is a professional App for customize private travel schedule, personalize experiential tourism. In the era of fragmentation information and mobile internet, users want an all-in-one service platform and a complete chain from guide, design, purchase to follow-up services.

- **“Barrel theory” strategy**

Cooperate with other source is a trend, current platforms are focus on specific part of online travel industry chain. *Fly Solo* link platforms so user can find all goods and products and get a one-step solution. *Fly Solo* cooperate with current platform, they provide options to customer, *Fly Solo* make best use of different strengths of different platform. Besides online travel platform, overseas exchange students, local tour guide, bloggers, live show.

- **Artificial intelligence system replaces human service**

Big database and dimensional analyze user's preference and user's browsing, like don't want to get up early, must take underground, the given recommendations analyze by multi-dimensional to match the personal need, not only by distance or random. Minimize labor saving cost but efficient to offer more information

- **Clear interface and easy to operate**

In this online travel platform, you can operate it like having a **BUFFET**.

First, pick the items you want in Review (it can be spots, activities, restaurants) to shopping cart.

Second, fill some basic information, individual preferences, automated system give related recommendation, transportation and others.

Third, all items are stringed together, if user want to change anywhere, just drag this item icon and move. If you satisfied by the set blinding your credit card and purchase

- **Personalize theme tour meet Crazy idea**

For example, I want to watch Super Ball, I want take one-week art course in Pairs, I want to ride horses in British, and so on. Traditionally, to design this schedule is one-to- one human service so that very expensive. If we combine enough resources, *Fly Solo* deconstruct each step and part, research resource to match need, free

combination of products design by *Fly Solo* system, add automated system could decrease the cost.

- **Security and creditable**

Use 3D panorama to show the real view for customer. Certificate business documents or accept by authority to control from source. Hide a program group to protect the system and protect customer privacy

COMPETITORS

- **Traditional Travel agency**

Strength of Travel agency is having benefit relationship with air company, hotel, theme park, so can get a lower price. *Fly Solo* would cooperate with them. The guide accompany service is essential for dependent tourist. However, hurry and limited poor user experience is unavoidable. So in the future, we will have different customer group, travel agency would focus on the old while *Fly Solo* aim to more independent youth.

- **Online platform**

It seems like we have conflict straightly because we have similar business, on the other hand, the heart of *Fly Solo* is building a comprehensive platform of DIY

traveling. As long as our hearts have subtle difference, we can transfer competitors to cooperation.

- **Personal Studio**

Personal studio collect your wants then just help you to find, so they don't have as much resource and offer derisive options as *Fly Solo*. In addition, the amount of one-for-one human service is limited, and more experience.

TARGET MARKET

Traditional traveling market is break down because of the diverse demands created by customers. The increase in living condition and purpose transfer from sightseeing to experience, so popular free exercise grow 560% in china last year.

From the attention of view, 90 after the main 24-30year-old crowd most concerned about the free exercise. From the actual travel point of view, free travel tourists, 80 after the most, and 90 after the fastest growing, the greatest potential. "80 after" accounted for 46.2%, "90 after" and "70 after" accounted for 26.5% and 21.2%. ("Global Freedom Tourism Report.")

Born after 1980 before 1990, called 80s, who have travel experience and have financial accumulation, they seek for interesting, unique and enjoyment. *Fly Solo* provide them convenience and diversity, so 80s short their decision time and get high-quality experience; 90s are great potential customer group, they can internet and advanced technology, international mindset and language skill, so

they have more crazy ideas. On *Fly Solo*, they operate freely to design their plan with security assurance

FINACIAL FORECAST

Payer:

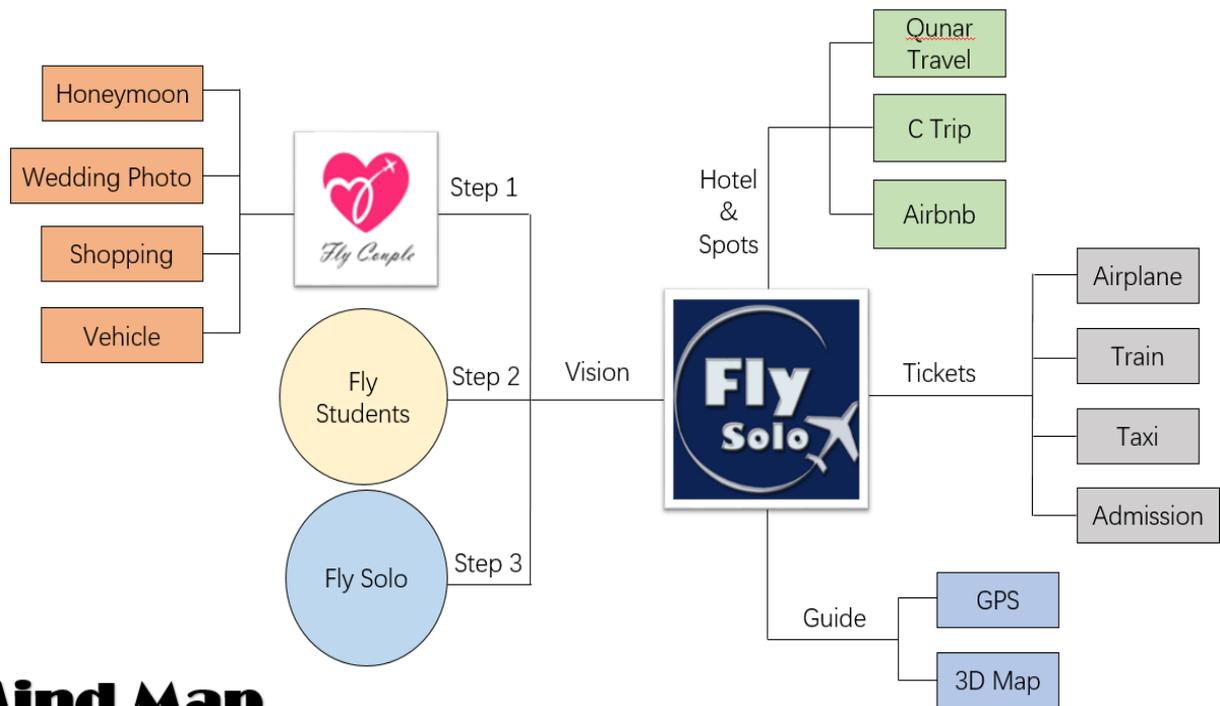
- Cooperate with other website or platform, according to web traffic, *Fly Solo* pay relevant cost.
- Hide program group to program the system
- Person who connect with other platform and explore more market

Seller:

- According to the amount of deal through *Fly Solo*, cooperative partners pay *Fly Solo*.
- Commerce advertisement
- Great amount of customer

It takes more than 5 years to prepare a huge network with all kind of source, and design an artificial intelligent, user-friendly system. However, it is a promising trend.

IDEA MAP



Mind Map

MEMBER | WHO WE ARE

Fly Solo is created by Wenzhou-Kean University students. The founders have rich overseas experience in different types of travel, including package travel, DIY tour, traveling with friends. The funders are familiar with Chinese traveling market, and have used various tools, websites and applications.

From customer perspective, develop and create a user-friendly customized trip application.

MISSION & PURPOSE

Fly Solo is aimed at providing different age stages with different high quality customized travel service based on their individual demands.

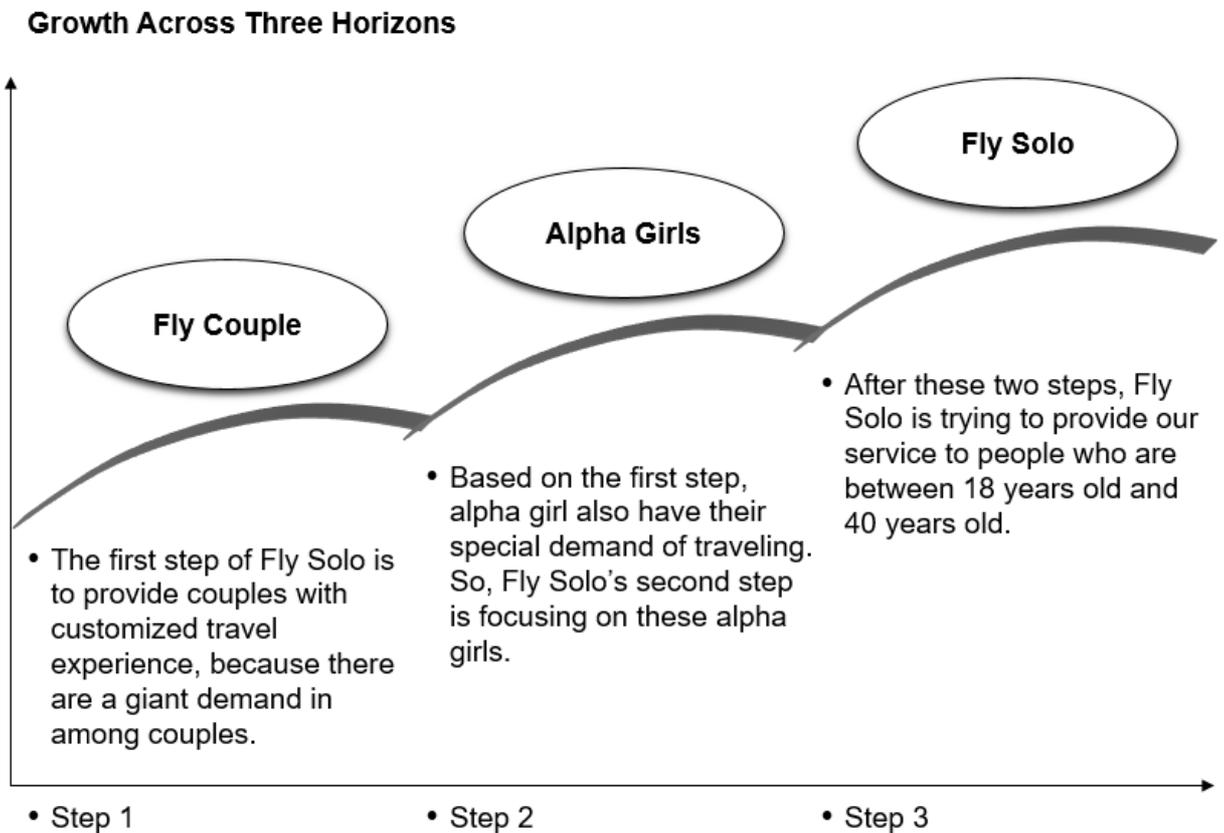
Fly Solo is aimed at providing different age stages with different high quality customized travel service based on their individual demands. There are three age stages, students who are 18-22 years old, young people who are 23-35 years old and mid-aged persons who are 36-40 years old.

There are two common ways for people to traveling. The first choice is travel agency, which is convenient but inflexible for customers because the route is settled by the travel agency. The second choice is setting the route by themselves, which is flexible but cost their time and energies.

Fly Solo has its service to customize trip for customers. Customers only have to pay the money, which includes all the traffic fee, hotel expenses, admission tickets and other things like insurance. *Fly Solo* provide them convenience and diversity, and customers can attach internet and advanced technology, international mindset and language skill, so they can have more crazy ideas. On *Fly Solo*, they can operate it freely to design their plan with security assurance.

VISION

Action Plan



Considered that *Fly Solo*'s scale is not big enough. Therefore, as the picture shows, *Fly Solo* will be taken by three steps to finish.

The first step is to establish a honeymoon project called *Fly Couple* because the demand in this area is very large. Based on the research, we know that Beijing has 90 thousand to 100 thousand couples getting married each year, and honeymoon travel is no longer a luxury product compared to the past market. On the contrary, it has become a trend for young people to pursue. Most of the honeymoon couples cost between 20,000 RMB to 50,000 RMB. The potential market is optimistic.

The second step is to establish a program called Alpha Girls. Who are the Alpha Girls? Alpha Girls means the girls whose age is between 23 to 35 years old. These girls have their independent finance abilities, and they can afford their travel fee without seeking help from parents. They also have the capabilities to take care of themselves.

The last step will combine two steps together and make a more complete system of *Fly Solo*. *Fly Solo* Program is aimed at providing customers with customized, fashion and convenient travel service based on their different individual demand. After establishing two program *Fly Couple* and Alpha Girls, *Fly Solo* will be available to more people in a gradual way.

PRIMARY STEP

Honeymoon Program: *FLY COUPLE*



Fly Couple

BRIEF OVERVIEW

Fly Couple is another program under *Fly Solo*. As the first step of *Fly Solo*, *Fly Couple* is aimed at providing couples with honeymoon service of complete based on individual demand.

Most couples will choose to spend their time on honeymoon. However, if they book a travel product from a travel agency, it means that they **CANNOT ENSURE THEIR PRIVACY** during the honeymoon. On the contrary, if they plan the honeymoon by themselves, it will take a very long time to consider the whole trip and booking the tickets, hotel and set the route.

At that time, couples only need to give *Fly Couple* their novel ideas and personal needs, then, *Fly Solo* will deal with the whole trip according to every customer's preference, a real personalized couple trip.

Why we choose *Fly Couple* as the first program?

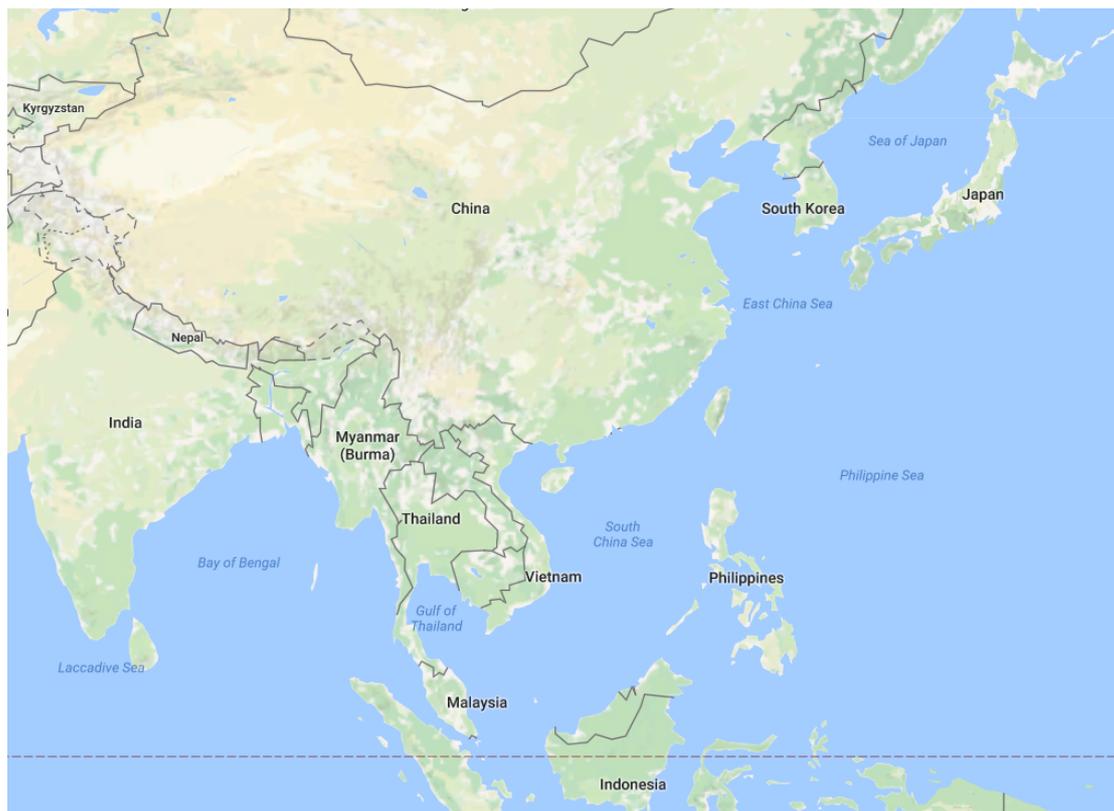
Based on the research, we know that Beijing has 90 thousand to 100 thousand couples getting married each year, which has become a fashionable trend for young people to pursue. Most of the honeymoon couples cost between 20,000 RMB to 50,000 RMB. Therefore, the potential market is very optimistic.

About honeymoon, the consumer demand is much larger than the services that existed on community. Segment market combine honey in a young and interesting fashion way, which may be attractive to these young couples.

Fly Solo want to catch these kinds of opportunities to make profit. Young couples want to have an all-aspects service of their honeymoon. For example, service include all the tickets and traffic problems, beautiful hotel, wonderful spots in the famous place, elegant wedding photography and other great activities.

Another important reason is that couples usually are generous about spending their money. The more service we provided, the more money we can make.

CHOOSE 4-HOUR FLIGHT CIRCLE



What is 4-hour flight circle?

More Chinese people like to go abroad for vacation because their money conditions have become better. Here are some places that are near China within 4 hours' flight. Including Japan, Korea, South-east Asia, Thailand, Vietnam, Malaysia, Philippines and islands on Pacific Ocean.

Why does *Fly Solo* choose these places?

These countries are very popular among Chinese travelers. In addition, travel related industry or facility is mature and more accessible and overall in these places.

Also, the cost to travel to these countries are much lower than going to other places like America or Europe. The flight route is no longer than 4 hours, and the plane tickets are not expensive. Most couples can afford the plane tickets. Therefore, we decide to take these countries as the first step in *Fly Solo*.

TARGET CUSTOMER

Honeymoon couples who want to have a wonderful trip, and they want to have a plan of the honeymoon without planning by themselves.

- Honeymoon couples have capital, strong spending power.
- Honeymoon won't with group tour, DIY travel plan is a must
- Couple will not bring parents, needn't take care of the old
- Young and willing to explore local culture, suit for DIY traveling
- Can use technical tools, internet, Apps, know foreign language
- May have travel experience and enable to handle accident

According to government reports, most urban citizens marry when 24-28, the average marriage age is 26. The average income of urban citizens in 26-34 is 120,000 RMB (\$18,000) annually, and income increases 10% every year. On a nationwide annual basis, 18 million to 20 million couples marry every year. Every year in Beijing, from 90,000 to 100,000 couples are married. In Beijing every year there are not less than 80,000 newly married couples. More than 90% of these Beijing couples decide to take a honeymoon.

Honeymoons are becoming popular because this is a growing fashion trend among young married couples. More than 60,000 questionnaires were distributed nationwide, 46.43% of respondents chose honeymoons. Nearly 50% of honeymoon trips last from 8 to 15 days. The honeymoon travel expenses range from 20,000 RMB to 50,000 RMB. The average travel duration is 11 days. More developed areas choose honeymoon travel rates that are higher.

The calculation of annual revenue: Beijing market

- Beijing market share: assume 10% market share
Number of target customers = $80,000 \times 10\% = 8,000$ couples/Year
- 56.8% of couples chose South-east Asia, Japan, Korea, Islands in the Pacific
Number of 4-hour flight circle customers = $8,000 \times 56.8\% = 4,800$ couples/Year
- If 65% of couples chose DIY for their honeymoon trip
Number of DIY customers in 4-hour flight circle = $4,800 \times 65\% = 3,120$ couples/Year

- Revenue from DIY customers= $3120 \times 3500 = 10,920,000$ RMB
- Revenue from regular customers= $(4800-3120) \times 3500 = 58,800,000$ RMB
- **Total Revenue form DIY + Regular customers = 69,720,000 RMB**

MARKET POSITION

Compared to the ordinary travel agencies, *Fly Solo* provides a service with High quality, safety and a lower price by bonus. Following some hot topics, *Fly Solo* will promote many interesting places to customers. Or, customers can choose their destination by individual requirement. The operation function is special and different to other travel agencies. In *Fly Solo*, customers are more free to have a customized trip.

Fly Solo has many diversities to meet different needs. For example, different partnerships with C trip, Airbnb and other partners. Meanwhile, *Fly Solo* can help customers to save their time, and it is very easy to use. Customers can collect fly information and recommend according to their daily preference of traveling or other theme following the hot topic, TV series and popular movies.

Besides, we have one-stop service. For instance, *Fly Couple*, one program of *Fly Solo*, provides one-stop honeymoon service. *Fly Couple* merges honeymoon travel as well as wedding photography, wedding hall, buying other relative goods. It is very

convenient to customers.

How to make profit?

- **Customer Commission Charge**

Fly Solo charge commission, rate set 3%-5%. If a couple cost 50000RMB, then our company charge 1500-2000RMB properly (This part of charge only used to cover APP development and initial fee)

- **Interlock Interest with partners: Real deal profit distribution replace upfront fee**

As for partners and cooperators, we have success fee based profit sharing arrangement. *Fly Solo* do not pay upfront fees to all the platform and websites, the cost of cooperation will be replaced by the proportion of the subsequent profit, or *Fly Solo* may take 49% of the shares in proportion to the cooperation platform or enterprise, under the premise to achieve the interest of interlocking. It can release the burden of needing lots of cash at the first step.

Once the interest interlock, the cooperation between the two companies can not only limited to the cooperation on the APP, the other can also assign some IT staff,

software development and maintenance personnel, sales staff and senior management personnel to *Fly Solo* coordination or co-position, so *Fly Solo* quickly establish a mature operating system, reduce the operational risk, and cooperative enterprises will be more trust.

- **Pick special customers to experience for free**

Cooperate with many well-known enterprises to launch member day or Valentine's Day raffle. Pick a small part of the couple, provide a full travel services and provide basic hotel and ticket, to expand the popularity (picked couple afterwards to share experiences and upload network) Enlargement popularity is not only to dig potential customers, but to let investors see the potential value of the *Fly Solo* and lay the foundation of the first-time financing.

- **Affiliate marketing and Peripheral wedding product selling**

Honeymoon Travel and wedding of peripheral products jointly advertising and bundling. Wedding photos, wedding, relative goods and services link to honeymoon and can be a set. *Fly Solo* in more channels to promotion, but also get discount and kickback form partners.

- **Follow “hot” to design one-day theme trip**

--Advertise has gender differences, like man has more sports,
and women will see more romantic

--Dramas, love romantic movies and traveling TV show

Develop Korean dramas or the value of love TV series and romantic movies, *Fly Solo* can provide a day trip to the couple to customize. Couple and love as the line, restore the scenes in movies and dramas, couple take pictures or memorial videos. We charge a fee.

-- Internet celebrity, sensation, travel blogger, and local favorites

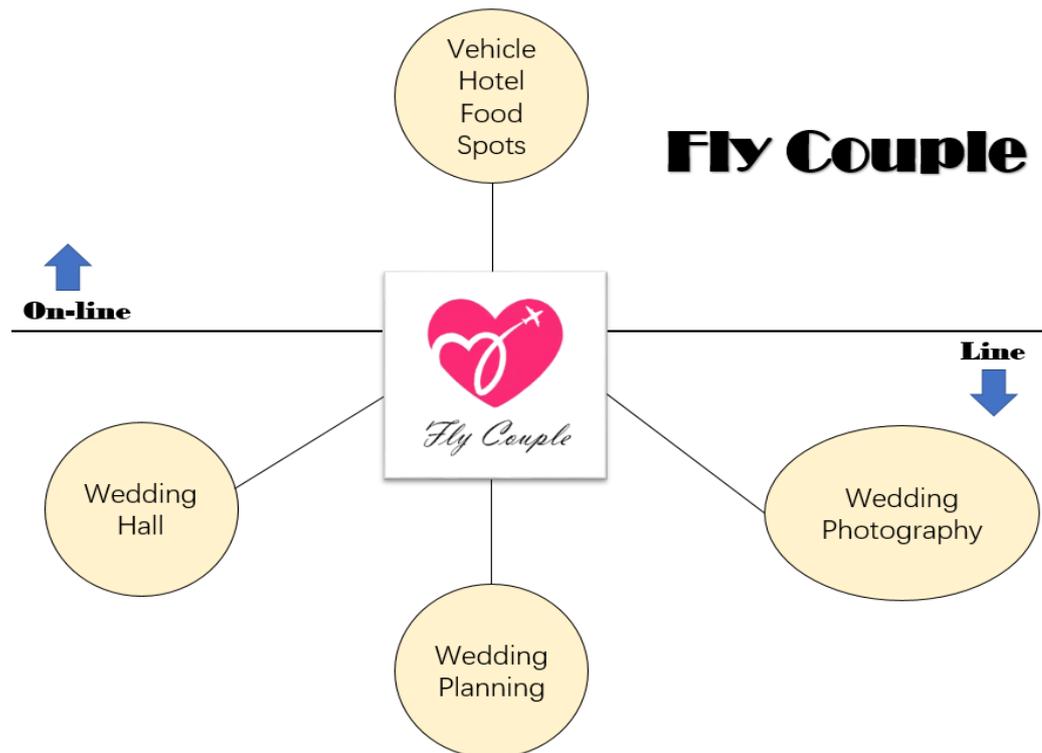
Hot recommendation by internet celebrity are more attractive and then normal travel guidebook, most DIY traveler prefer to others' review and personal review, local people favorites are popular. The "hot" update and change frequently, according them to design travel product not only for novelty-on-demand, but be creative and shortlist from most similar exciting travel products.

- **Accumulated travel mileage give the related rebate for brand loyalty**

GPS and cloud database would record customer's route of travel, each member has own mileage, according to mileage on *Fly Solo*, give member coupons and rebate for customer loyalty and brand advocate

OUR PARTNER

Above-the-line partners are travel websites and organizations, *Fly Couple* use their products and service. Hotel, tickets, local guide, visa, car rental, insurance, review, travel guides, consult, help, travel mate social network and all service provide.



Below-the-line: *Fly Solo* join in the wedding design. Cooperate with wedding company, photography company and related company.

CREATIVITY & DIFFERENCE

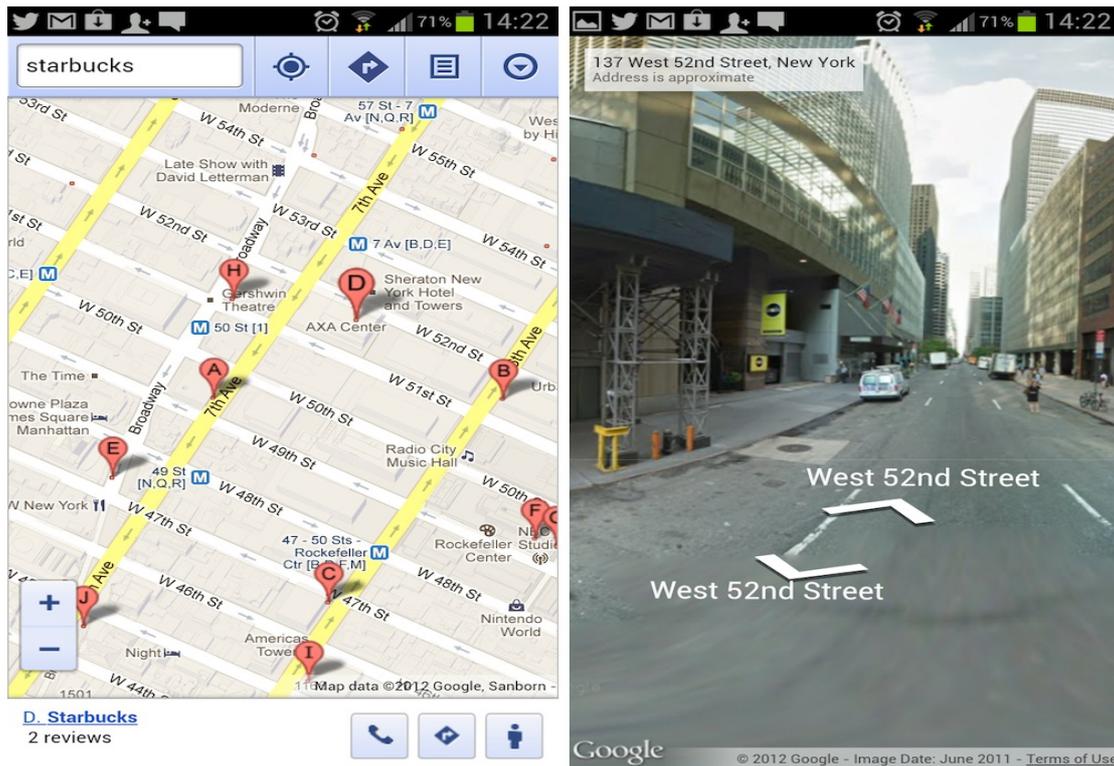
- **3D technology map & customized street view route map**

For travelers, one of the most difficult problem is finding the correct way because they are not familiar with the road and direction.



As the pictures show, we can use the map see the place that we want to visit in advance. The 3D technology map can help customers to see the view clearly. Not only can this technique help customers to better decide which place to go, but also they can use this function to guide their way.

To not loss your way, *Fly Solo* uses 3D technology map to help them to find the right ways easily and quickly. Travelers can see the panorama map of real street directly using their phones, and in *Fly Solo* has a GPS positioning follow the customer all the time.



Before customers go for traveling, the Google map 3D street view map of their customized traveling route and whole city would be unload, in case customer won't have Wi-Fi or other emergency

- **Honeymoon surprise or services**

Honeymoon need more considerable services and romantic surprise to have a memory and experience. Like flower beds, honeymoon candle meal, couple camps and more.



- **High quality and creditable Review**

For all products provided, we select high review and cost effectiveness products and services. Use 3D street view of real hotel, restaurant, ensure the information is reliable.

- **Follow “hot” topic, novel and secret place**

Fly couple specialized in honeymoon, so the destination will be more secret, entraining, and with romantic scenery. Different to typically wedding company or existing honeymoon products, they don't have special products and services for honeymoon, Fly solo avoid to follow the most common travel route.

ROUGH-DRAFT PROCESS

1. Choose a place, Customers may have no idea about the dictation. They would see about 20 pictures of the place, slide picture right is like, slide left is dislike. Customer would be brief classified. If they use Facebook, wechat account to sign in, the photos in the account also is an index of customer analysis.
2. Customers look through the review, guides, but they morally attracted by Internet celebrity's recommendation, hot scene in movies. Each spots, activities, restaurants become a item (good), click the name, it will be put in shopping cart. You can operate it like having a **BUFFET**, don't worry the place, because the artificial intelligence system would mark them on a map.
3. Fill some basic information, individual **PREFERENCES**, automated system give related recommendation, transportation and others.

4. You can see all you like (items you chose in the step2) are stringed together, if user want to change anywhere, just drag this item icon and move. If you satisfied by the set binding your credit card and purchase them one time.

*Customer paid money will be store in our APP until them finish the whole trip.
5. Arrive the local, when customer check out or finish a service, show the **TWO-DIMENSIONAL PAY CODE** to the supplier, this part of money Fly solo would transfer to them. Customer can change their schedule and route, customer use scan code to pay Fly Solo product, it will be safer and convenient.

MAIN COMPETITORS

There is no professional company or organization specialized on Honeymoon Couple. Fly Couple do not too much competition in dominant Honeymoon market.

- **Wedding company**

Wedding company could cooperate with travel agency, Fly Couple provide more customized and creative Honeymoon products than travel agency, so couples are willing to choose Fly Couple. Fly Couple can have partnership with wedding company, design more attractive wedding set, so promote both of us.

- **Travel agency**

In general, the honeymoon market is still a market segment, as for honeymoon tourism products, travel agencies do not offer various choice or the products are similar, ordinary travel route can't meet couples needs.

If travel agency design especially for this segment market product, the cost is high. In the off-season, the revenue of honeymoon couple can't cover the high cost.

In the traveling popular season, travel agencies have other public travel products, so travel agencies have no time to take into account this piece of the market.

- **Online traveling website**

No professional website for Honeymoon, even some have this part of business, the relevant services is not considerable, most existing products are same as folk traveling products. Fly Solo from honeymoon couples' respective, customized each different couples trip, fully consider what they really need, fix the uncompleted services and undeveloped experiential honeymoon trip. Related with others parts of wedding industry company, honeymoon can get one-stop services, which save their time but get high-quality enjoyment.

FINANCIAL ANALYSIS

Fly Couple financial model version one March 24,2017

200 customers per year business plan assume 8000 Beijing couples

next version of business plan will use this assumption

200 CUSTOMER PER YEAR

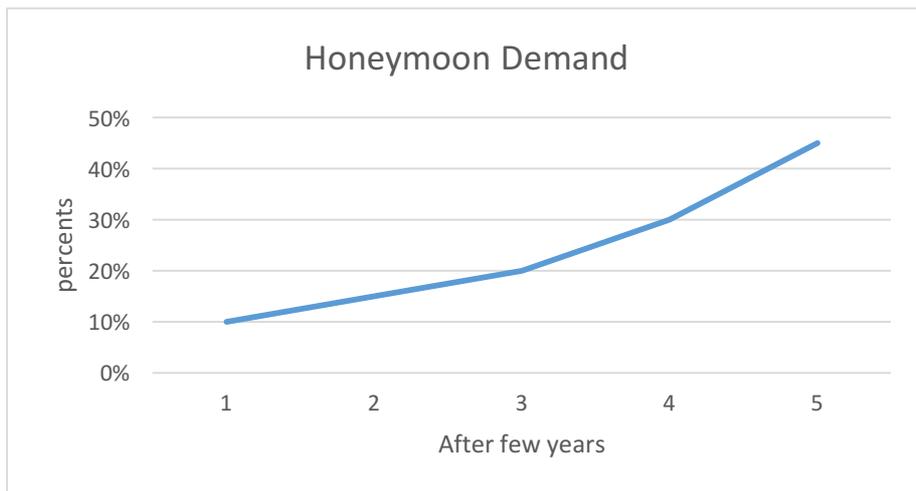
Pricing profile	Price
DIY tour	50000
Photo shoot	1000
Service charge	2000
Tour guide	500

Product Line	Average Gross Profit Percentage	Industry Average Gross Profit Percentage
DIY tour	19%	17%
Photo shoot	27%	34%
Service charge	39%	27%
Tour guide	11%	15%

INCOMESTATEMENT (Estimated in RMB)

Year	1	2	3	4	5
Net Sales	10600000	1166000	1282600	1410860	1551946
Cost of Goods Sold	4923570	5415927	5957520	6553272	7208599
Gross margin	5676430	6244073	6868480	7555328	8310861
Operating Expenses	216320	237952	261747	287922	316714
Advertising	352300	387530	426283	468911	515802
Bad Debt Expense	0	0	0	0	0
Bank Charges	0	0	0	0	0
Depreciation & Amortization	13200	14520	15972	17569	19326
Insurance	419300	461230	507353	558088	613897
Licenses & Fees	4000	4400	4840	5324	5856
Marketing & Promotions	25500	28050	30855	33941	37335
Office expense	72320	79552	87507	96258	105884
Office supplies	29770	32747	36022	39624	43586
Outside Services	-	-	-	-	-
Payroll Expenses	0	0	0	0	0
Salaries & Wages	1937434	2131177	2344295	2578725	2836597
Payroll taxes	29784	32762	36039	39643	43607
Rent (home office)	0	0	0	0	0
Telephone	8400	9240	10164	11180	12298
Training & Development	14370	15807	17388	19126	21039
Travel	37650	41415	45557	50112	55123
None Vehicle	0	0	0	0	0
Research & Development	26570	29227	32150	35365	38901
Total Operating Expenses	3186918	3505610	3856171	4241788	4665967
Operating income	2489512	2738463	3012310	3313540	3644895
Income before Taxes	2489512	2738463	3012310	3313540	3644895
Income Taxes (T=25%)	622378	684616	753077	828385	911224
Net Income	1867134	2053847	2259232	2485155	2733671

FUTURE MARKERT GRAPHS



What social media is the best fit with your business?

- Promote by the social media in China
 - WeChat
 - Weibo
 - QQ Zone
 - You Ku
 - Bili Bili

- Promote by the social media in other foreign countries
 - Facebook
 - Twitter
 - YouTube
 - Instagram
 - Buzz feed

The reason is that all the social media mentioned above are very popular and have a great influence among people especially young people. In fact, most of *Fly Solo's* target customers are young people.

What are *Fly Solo's* social media goals?

- increase referrals of *Fly Solo*
- build *Fly Solo's* word-of-mouth through it
- increase the sales of our product
- make Fly Solo known by people

- provide customer service
- promote *Fly Solo* in an inexpensive way

What is the budget for *Fly Solo*'s social media plan?

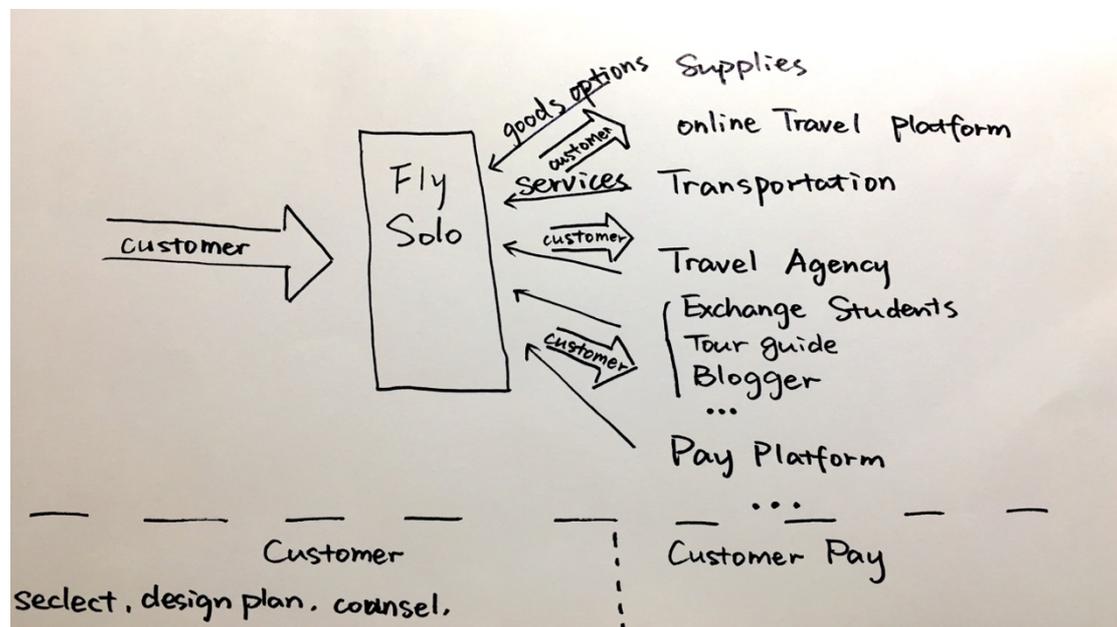
The budget of *Fly Solo* social media plan is lower than 352,300 RMB at the beginning of this project.

Ways to promote *Fly Solo*:

- Start a *Fly Solo* blog, where we can put the latest information on that blog, like Weibo, WeChat.
- Put up some advertising videos on YouTube and let more people know about the *Fly Solo* Program.
- Establish a *Fly Solo* website, and people can book or purchase our product in the website.
- Make a mobile phone software about *Fly Solo*, and people also can book or purchase our product in this software.
- Applying removable "stickers" containing *Fly Solo* business logo and information on buses and taxis.

- *Fly Solo* can cooperate with other relevant companies. For instance, *Fly Couple* program can find some business patterners like wedding photography companies, theme hotels and couple service.
- Establish a communicating stage where people can switch their thoughts, ideas and experiences. Meanwhile, people can share their opinion with others.

DRAFT



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Picture and image

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ATTACHMENT

1. your gender *

male
Female

2. Your age group *

Under 20 years old
20 ~ 24
25 ~ 27
28 ~ 30

3. You are studying or have received the highest degree *

University below
Bachelor degree
Master graduate
Doctoral student

4. Your current monthly income *

2500 or less
2500 ~ 5000
5000 ~ 10000
20000 ~ 40000
40000 ~ 50000

5. whether you intend or have had a wedding trip *

Yes, and has been achieved
Yes, will soon be realized
Had been planned but did not materialize
Never had this idea

6. Which of the following forms do you like the wedding *

Traditional indoor wedding
Romantic outdoor wedding
Collective wedding

7. If you plan to marry a trip or honeymoon, you wish to be *

Domestic travel get married
Travel abroad

8. Which of the following types do you wish your wedding trip or honeymoon destination is *

Coast, island

Mountains and rivers

Historical town

9. If you plan to travel abroad or honeymoon travel, where do you want to go to *

Maldives

Bali

new Zealand

Hawaii

other

10. If you plan to travel to the country or honeymoon travel, where do you want to go to *

Sanya

Gulangyu

Lijiang

Lhasa

other

11. If you plan to marry a trip or honeymoon, what do you think is the most important of the following ?

Good accommodation

Modern service facilities

A strong historical and cultural atmosphere

Local characteristics of the service items

Beautiful environment, pleasant scenery

Security work

12. How long do you want your wedding trip or honeymoon duration to last ?

1 day to 3 days

4 days to 7 days

7 days to 15 days

15 days to 30 days

More than 30 days

13. The cost of your plan to spend on a wedding trip or honeymoon is *

5000 or less

5000 ~ 10000
10000 ~ 20000
20000 ~ 40000
40000 ~ 50000

14. If you have friends and family about to be married, would you recommend them to marry or honeymoon trips do *

Meeting
Will not

15. After a number of years you want to your wedding or honeymoon destination travel destinations do repeat business *

Very hopeful
not going to
Maybe

1.您的性别*

your

男

女

2.您的年龄段*

20岁以下

20~24

25~27

28~30

3.你正在攻读或已获得最高学历*

大学以下

大学本科

硕士研究生

博士研究生

4.您目前的月收入*

2500以下

2500~5000

5000~10000

10000以上

5.您是否打算或者曾经打算过结婚旅行*

是的，并且已经实现

是的，将在不久实现

曾经计划过，但没有实现

从来没有这个想法

6.您喜欢以下哪种形式的婚礼*

传统的室内婚礼

浪漫的室外婚礼

集体婚礼

7.如果您计划结婚旅行或蜜月旅行，您希望是*

国内旅行结婚

国外旅行结婚

8.您希望您的结婚旅行或蜜月旅行的目的地是以下哪种类型*

海岸、岛屿

山川、草原

历史古镇

9.如果您计划到国外结婚旅行或蜜月旅行，您希望到哪里去*

马尔代夫

巴厘岛

新西兰

夏威夷

其它

10.如果您计划到国内结婚旅行或蜜月旅行，您希望到哪里去*

三亚

鼓浪屿

丽江

拉萨

其它

11.如果您计划结婚旅行或蜜月旅行，您认为以下哪些内容最重要*

良好的住宿条件

现代化的服务设施

浓厚的历史文化氛围

当地特色的服务项目

环境优美，风景怡人

安保工作

12.您希望您的结婚旅行或蜜月旅行时间持续多长时间*

1天~3天

4天~7天

7天~15天

15天~30天

30天以上

13.您计划花在结婚旅行或蜜月旅行的费用是*

5000以内

5000~10000

10000~20000

20000~40000

14.如果您有亲朋好友即将结婚，您会推荐他们进行结婚旅行或蜜月旅行吗*

会

不会

15.您希望在若干年之后到您的结婚旅行目的地或蜜月旅行目的地旧地重游

吗*

十分希望

不打算

蜜月游迅速升温 旅行社何去何从