

FEES

1) MANAGEMENT OF AN ONGOING OPERATION

We take over the management of the entire hotel operation for an agreed length of term working directly with the onsite Hotel Manager and the department heads.

Full Management Agreement is based on 3% of Revenue and 5% of Net Operating Profit.

Details of fees and other terms and conditions are fully disclosed in a formal management agreement document.

2) MANAGEMENT OF A NEW HOTEL - DEVELOPMENT TO OPERATION

We provide full pre-opening services and take the hotel into full operations as the Management Company for an agreed length of term.

Pre-opening consultancy and management is provided on a monthly retainer basis.

We do most of the work ourselves with an aim to delay hiring the Hotel Manager and the Executives in order to save costs for the developer and/or owner.

3) PRE-OPENING HOTEL CONSULTANCY

We work with your project team, architects, designers, financiers and operation team to give guidance, advice and a 'road map' to opening. Our fee is dependent on the scope of work, and can be based on either, or a combination of, retainer and hourly fee.

4) SHORT TERM MANAGEMENT OR CONSULTING

We can work onsite in your hotel as a 'Relief Manager' on a monthly fee basis for a limited length of term. If your circumstances require, this can lead to a longer and more permanent arrangement. This is ideal for owners who wish to take a long break, or use this as a trial period for our services before committing to a long term management contract. The monthly fee will be based on the size and complexity of the property. For consultancy, one-off fees are charged dependent on the nature of the work.