

Executive Hospitality Consulting LLC

Hotel Management and Consulting

*The professional alternative for your
Hotel, Resort, and Motel business.*



About our team

Our profession is to oversee the property and to advise our client on the operations, financial management, and capital renovation of the asset to help maintain or improve its value.

- We perform services for the owner by monitoring and operating the property daily activities at the optimum performance of the asset.
- We insure that the physical maintenance and the capital expenditures are properly completed; as a result, the physical condition of the property is maintained and improved.

Our profession is to work with you to determine your exact requirements and goals.

- With professional understanding of hotel operations, marketing, accounting, property development, renovations, and franchise relationships, turning around distressed properties is possible and real.
- Meetings with the owner, and additional written reports, which include analysis and steps taken in a timely manner, will be part of our ongoing leadership.
- As a hotel operator/manager, we have the resources to maximize cash flow, return on investment for your property, and increase the value of your property. **We are high performing hotel professionals with a clear commitment to outstanding results for over 19 years.**

The below details give you additional information on how we plan to operate.

Consulting and Management Services in the following areas of expertise:

- Operations
- Sales and marketing
- Training
- Accounting
- Purchasing and Capital Renovations



Operations

General

We focus on all the details that lead to outstanding results in the following domains:

- Guest satisfaction
- Product quality
- Personalized service



We believe that operational success comes from active management. Property teams need active support and leadership to fulfill the ownership expectations. With our extensive operational field experience as well as the broader market knowledge required to maximize the hotel potential, the ownership gets the maximum benefit for the investments.

Detailed Services

As a consulting/management group we honor the following responsibilities:

- create resources and plans to maximize the hotel revenue opportunities and cash flow
- design procedures to enhance guest satisfaction and achieve standards
- oversee the overall operation
- audit all safety and security programs
- identify and rectify operational inefficiencies, service deficiencies, improper and wasteful payroll scheduling, and other negative factors.

Sales and Marketing



General

We conduct sales and marketing reviews of hotels for the purpose of identifying shortcomings in marketing efforts. We believe in creating sales and marketing proficiency at the property level.

Market Overviews and reports evaluating the potential local hotel market, how the property should be positioned within it and estimates of monthly/annually Occupancy Percentage, Average Daily Rate and Revenue per Available Rooms.

Detailed Services

Sales and Marketing services include:

- analyze the hospitality market and determine the position your property should occupy within the market.
- aggressive advertising and promotion activity thru a wide range of channels including media
- development of monthly/annually marketing plans
- internet market solutions and website advertising development
- employees involvement in active local /regional sales programs
- reporting sales activity including the financial aspect on a weekly/monthly/annually basis.

Training



General

We can creatively recruit, hire, and effectively train the right people to help you accomplish your goals.

Maximizing the interest level and productivity of the property staff in order to increase the property standards and guest satisfaction is an ongoing objective. Our training programs focus on creating teamwork environment, with efficient, enthusiastic operations team.

Detailed services

Superior results are to be reached with the following programs:

- development of managerial/supervisory skills
- guest satisfaction programs and incentives
- development of sales tactics
- safety and security training following ground rules

Accounting



General

Hotel financial performance is analyzed every week/month. We develop and maintain financial data reports that help the owner understand and evaluate the business targets.

Weekly/monthly reports, detailed financial statements, and schedules will be provided to owners depending on their needs. Our accounting system allows owners to view financial data such as month to date revenues, occupancy and average daily rate (ADR), RevPar, profit and loss reports, expenses reports, etc. Payments of taxes relating to property operations and managing all the property's funds are part of our responsibilities.

We are able, on behalf of the owner, to deposit and disburse the appropriate money and keep record of all expenses in the development and operations of the property.

Detailed services

A summary of accounting reports and statements follows below:

- balance sheet and general ledger
- accounts payable and receivable reports
- monthly/annually profit & loss reports
- payroll reports
- expense reports

Purchasing and Capital Renovations



General

In many practical cases, volume purchasing agreements are negotiated. Additionally, it is possible to arrange operations and other marketing purchases in conjunction with other hotels we manage. When such arrangements are possible, full advantage will be taken and discounted costs are prorated to the property. No commissions/fees are charged or collected to benefit the management company for these services offered in our contract with the hotel owners.

With our knowledge and experience of current hotel/hospitality products and services, we are confident in supervising the redecoration and refurbishment of property. Renovating, redecorating, and refurbishing work may be done with hotel employees or contractors depending on the size and importance of the project. We do work with many well known companies that offer products and services nationwide and we never take a chance in using any poor level services.

Detailed services

Our team will provide the following purchasing and capital renovations services:

- furniture, fixtures, and equipment purchasing
- group purchases in bulk with our other properties utilizing our vendors
- conduct extensive price versus quality research
- manage your hotel's capital program including the franchise programs when apply
- preventive maintenance and renovation programs
- provide engineering, civil-construction engineering, and design consulting at no cost to the owner.

Our vision



Our team values touch every aspect of the hotel experience and define our culture. We take pride in every aspect of guest and associate satisfaction and constantly improve our services and approach towards superior performance. Our team is large enough to offer experience and confidence, but small enough to care and be personally involved at all possible levels.

Beginning with your initial contact with us to the day to day operational leadership and guidance, we are here to assist you in any possible way we can.

In closing, we thank you for considering us as your managing and consulting team. We are confident that no matter what type of special management services you require, we will be able to accommodate you.

References from our clients will be made available at your inquiry.

You may contact us by:

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