



AGON HOTELS AND RESORTS LTD.

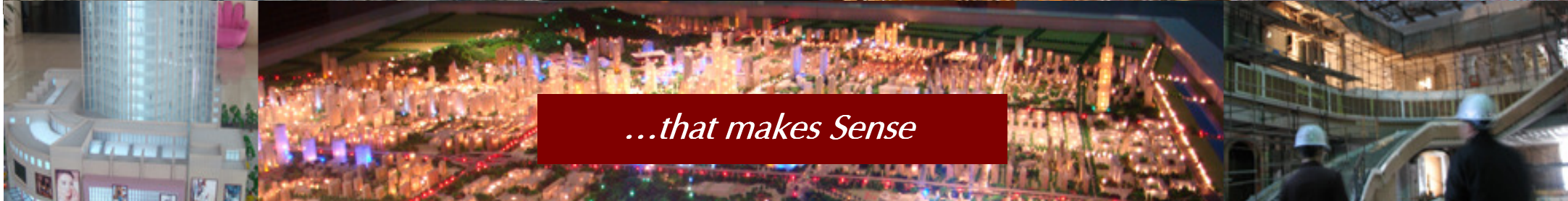
The "Owner-friendly" solution...



...that delivers International Standards



...that ensures Quality



...that makes Sense

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THE AGON PLEDGE TO OWNERS



ORKING WITH YOU, FOR
YOU, AND IN YOUR BEST INTERESTS, TO
REALIZE YOUR DEVELOPMENT VISIONS AND
TO MAXIMIZE YOUR INVESTMENT GOALS. 

The AGON name has been synonymous with the Hospitality Industry for 100 years. Recognized and respected not only in the Asia Pacific, but world-wide for our wealth of expertise.

TECHNICAL ASSISTANCE

“Providing AGON’s internationally proven standards and experience to construct YOUR hotel. Not ours.”

- Specializing in developing independent hotels that can compete with leading international operators
- Realizing a vision by bringing international planning and construction standards
- Delivering a customized and unique product, perfectly matched to its target market and environment
- Quality standards and effective operations inherent in design
- Engagement early allows AGON to maximize **design efficiency** thereby increasing **cashflows** and raising overall value

Expertise

International Standards



PRE-OPENING MANAGEMENT



“Completing development by focusing on the greatest asset of your operation – your staff.”



- Developing customized policies and procedures to meet international service standards for discerning guests
- Implementing management controls for optimal efficiencies and maximum profits
- Services by AGON Hospitality Recruiting, one of Asia's leading hospitality recruitment firms, *included* in scope of works
- Also provided are professional trainers and programs for all areas including: language, training staff, customer service skills, department specific skills

Systems Variety
Recruitment / Training

ON-GOING MANAGEMENT

“Owner-friendly, realizing we are employed as managers FOR the Owner, and the Owner IS the Owner.”

- Combining an owner’s vision with the local environment to create a unique experience for international and domestic guests
- Quality assurance programs for exacting service standards and operating procedures
- Ongoing training, career development and recruitment support for maintaining leading edge human resource policies
- Simple, transparent and up-front operational costing and fees. No royalties, no inter-company charges.
- Short contract term lengths (min 5 years)



Flexible
Transparent



AMICABLE CONTRACT TERMS

“Negotiating does not have to be a long, complicated process.”



OTHER

Using a transparent fee structure and encouraged involvement from ownership; AGON’s required building blocks in creating true partnerships.

AS THE OWNER, YOU MAY WANT TO KNOW:

Do your fees include recruitment fees?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Do your fees include training fees?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
What other fees can we expect to pay?	0	<input type="checkbox"/>
What intercompany transfer charges can we expect?	0	<input type="checkbox"/>
Can we terminate contract upon sale?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Minimum length of contract?	5 years	<input type="checkbox"/>
Whose option is it to extend contract length?	Mutual	<input type="checkbox"/>
Continuity (no turnover) of company principals?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Is the GM determined by your corporate seniority, rather than skills?	NO	<input type="checkbox"/>
Will your CEO regularly visit our property? Will CEO know our hotel's basic fact sheet?	<input checked="" type="checkbox"/>	<input type="checkbox"/>

AS THE OWNER, CAN YOU:

select KEY partners within the development team ? (architects, interior designers, engineers)	<input checked="" type="checkbox"/>	<input type="checkbox"/>
approve KEY members of the management team ? (GM, Financial Controller, Director of Sales)	<input checked="" type="checkbox"/>	<input type="checkbox"/>
retain decision making power over concept key points? (theme, layout, materials, facility mix)	<input checked="" type="checkbox"/>	<input type="checkbox"/>
control the direction of your hotel and its routine operations?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
promote your owning company name, rather than the operating company’s?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
have the mobile phone number for the operating company’s CEO?	<input checked="" type="checkbox"/>	<input type="checkbox"/>