



Inn Partners

Innovative Solutions for Current and Future Innkeepers

Seminar for Future Innkeepers – Information for Success

Agenda

Saturday

9:00 A.M. – 9:15 A.M.	Introduction
9:15 A.M. – 9:45 A.M.	Session I: Evolution of the Bed & Breakfast Concept
9:45 A.M. – 10:30 A.M.	Session II: Building a Working Model – Part I
10:30 A.M. – 10:45 A.M.	<i>Morning Break</i>
10:45 A.M. – 11:20 A.M.	Session II: Building a Working Model – Part II
11:20 A.M. – 12:30 P.M.	Session III: The Personal Side of Innkeeping
12:30 P.M. – 1:30 P.M.	<i>Lunch Break</i>
1:30 P.M. – 1:50 P.M.	Session IV: The Sales Process
1:50 P.M. – 2:15 P.M.	Session V: Financing
2:15 P.M. – 3:15 P.M.	Session VI: Standard Cost Analysis
3:15 P.M. – 3:30 P.M.	<i>Afternoon Break</i>
3:30 P.M. – 4:15 P.M.	Session VII: Valuation of an Inn
4:15 P.M. – 4:45 P.M.	Session VIII: What Goes in a Room?
4:45 P.M. – 5:30 P.M.	Conclusion – Q&A & Services
6:30 P.M.	<i>Dinner</i>

Sunday

9:00 A.M. – 9:30 A.M.	Session IX: Marketing
9:30 A.M. – 10:00 A.M.	Session X: Financing Plan Proposal
10:00 A.M. – 10:15 A.M.	<i>Morning Break</i>
10:00 A.M. – 12:30 P.M.	Model Presentations