



## BASIC ATTRIBUTES required to operate a country motel-1<sup>st</sup> time in business

To understand this - ask yourself these 10 questions. Answer with a yes or no

Place a **Y** or **N** in the boxes

1. Have you assessed your financial situation and been advised your **financial limits** in purchasing a motel?
2. Are you prepared to give your **total commitment** for at least 3 years?  
(The commitment could be 7 days per week from 6am in the morning to at least 9pm in the evenings and up to midnight if a restaurant is included in the motel)
3. Do you have sales experience? Operating a motel is a **sales position** requiring you to sell rooms. If you have not had sales experience you must seriously investigate this area.  
**Very Important Attribute**
4. Are you in good health? Your **physical condition** is just as important as your mental preparation.
5. Have you ever used a computer and know the ins & outs of the internet, especially sending & receiving emails. **You need computer skills.**
6. Do you **have the temperament** and **discipline** to carry out the many and varied duties of running a motel and at the same time tolerate interruptions at any time?
7. Do you enjoy and find it easy to **communicate** with people?
8. Are you **handy** and able to repair basic items?
9. You do not have a young family less than 3 years of age.
10. Do you understand basic **book keeping** procedures?

### Result:

If you have answered any question with an **N** please investigate why. Discuss it with a friend who knows you very well who will be honest with you about your attributes and negatives.

**First 6 questions be answered in the positive** is the ideal situation to allow you to commence your investigation in seeking a motel to purchase.

By purchasing a motel within the recommended parameters of **balanced finance to meet the turnover of the business** and you have the temperament to handle the daily rigors of operating a motel you should enjoy an excellent income and lifestyle.

**By being outside those parameters you may suffer stress, ill health and lose money.**

**Making it easier to acquire, operate & sell motels**