



Experiencing a weekend at Port Macquarie

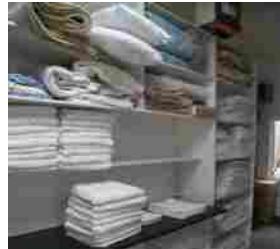


Sunset from the terrace at The Grill
Port Macquarie



Showing the Blueberry Apartments on the left and the motel overlooking parkland. The motel and apartments are open allowing people to witness what is like work and live in a motel for a day.

There are many factors to consider when operating a motel business. You can now witness the operation of a motel in advance before becoming committed within the purchase process.



Aston has operated within two chains and can discuss these options



Areas within a motel to assess are:

Laundry: Compare laundering your linen or have it professionally laundered.

Front & Back Computerised Office Systems: See systems that are quick and easy to operate with minimum on-going costs.

Kitchen: breakfast preparation and evening meals will have to be carried out to attract corporate clientele which requires careful evaluation.

Cleaning Systems: Effective cleaning systems minimising chemical usage and labour can be demonstrated in action.

Peace of Mind: You can be assured that we will show you everything it takes to operate a motel and answer your questions honestly to the best of our ability.

Cost: The cost ranges from \$517.00 Inc. GST including accommodation set at the Priority Corporate Rate which includes one continental breakfast plus an evening meal with complimentary wine overlooking the Hastings River. An itinerary is shown on the next page.



Experience life in a motel - Aston Hill Motor Lodge is available at a time to be arranged with the motel

Your day at Aston Hill Motor Lodge Port Macquarie

Agenda:

The program is designed for one or two people, requiring at least one night's stay in the motel.

One Night Stay:

Arrive before 3.00pm to witness the check-in procedures and evening duties.

Leave after lunch the next day after witnessing the morning's operations.

Two Night Stay:

This gives you the opportunity to see Port Macquarie and assess the atmosphere that has been created for guests staying at the motel. Also, more time to appreciate the repetitive daily duties that must be done.

On your first night's stay, visit The Grill overlooking the Hastings River for a pleasant relaxing meal.

Tick the following activities of a typical motel day as you complete them.

- Witness the set-up of the breakfast room which opens at 7.00am and the preparation of cooked breakfasts.
- Understand the day-end roll-over required to commence the day's transactions
- Attend your breakfast in the Breakfast Room
- Meet the Housekeepers and
 - Witness how the rooms are being stripped and linen taken to the commercial laundry in preparation for washing and drying process.
 - Observe the procedures how bathrooms and bedrooms are cleaned.
- Meet in the upstairs breakfast room to be shown through the software on how to assess the capitalised worth of a motel
- Inspect reception to witness the Guest checkout procedure using computerised front office systems with associated Microsoft programs.
- Discuss the kitchen systems and the importance of cleaning up after preparation of breakfasts.
- Witness the close-off of the checkout procedure
- Check the condition of the grounds to make sure that all is in place and it is neat & tidy.
- Complete a daily system check of key infrastructure in operation around the motel
- Witness entering of transactions into the relevant computer programs such as milk used, linen delivered, mini-bar stock also top up mini-bar stock in all rooms.
- **Important** Check by Management, all rooms and grounds are presentable and presented to standard.
- Check motel stock levels and place orders if necessary.
- Witness the check in procedure to see how a room is presented and sold to a "walk in" or introduced to a telephone enquiry.

Many interruptions will be experienced in our staff's daily duties from guests arranging their bookings by telephone or email. During the week many company representatives call offering their services and goods.

- Back office accounting system will be shown and discussions on all the other duties that fit into a weekly cycle.

An important area to assess is

- on-line bookings, which now account for over 70% of the motel's revenue.

Cost per couple:

Our Priority Corporate Guest tariff includes one continental breakfast. [\$120/Night]

Depending on your demands a cost of \$397.00 for a one-day observance including a meal for two with a courtesy bottle of wine at The Grill Restaurant overlooking the Hastings River.

[Total Cost \$517.00 for a one-night stay and \$637.00 for a two-night stay]

These viewing day sessions are limited to a maximum of two couples.

Due to Insurance and current NSW Work Health & Safety obligations this experience is witnessing only without actual involvement of duties.

At the end of your viewing either the Owner, Annette Zivkovic or Russ Dodson of Motel Assist will be available to answer any questions you may have from your experience.

Comment: There are numerous Hospitality Courses available across Australia. This presentation is designed to only introduce you to the physical existence in experiencing life and operating a country coastal located motel.