

Remarkable Consultingservices & Workshops for Hotel -Owners -operators -Investors:

The principal:

„Any employee—no matter what his function—owns (oneself) specific information—that is information that are not known by others- to improve his output, thus improving the overall profitability...“

(© Tom Peters)

„The best ideas rest always within the hotel—it's the moderation from outside that manifests them...“

(© Titscher AfU)

Individual personal consulting:

Owners-Investors talk

between andreas vögl the owner, operator and/or he investor. Based on the regular financial results solutions will be developed mutually and upon request the hotel internal implementation will be supported on site.

Supervisory Board mandate

for Hotel & Tourism Enterprises: andreas vögl represents successfully the interests of the owner/investor through specific supervisory board experience and unique trade competence and knowledge.

Turn Around Management

andreas vögl develops and coaches the implementation of a mutually agreed modular plan of activity that leads to a re-positioning and optimisation of the hotel & tourism enterprise.

All but common Workshops:



Topics:

1. 3x Quality in your Hotel
2. 3x Employees in your Hotel
3. 3x Selling in your Hotel
4. 3x Marketing in your Hotel
5. 3x Topics exclusively available at andreas vögl

New! We design-develop-deliver and operate a Hotel & Tourism Technical College in your country—fitting its capacity needs. [Read more...](#) (online)

What's Your choice...?

3x Quality in Your Hotel:

1. „Your Hotel a glittering Diamond!“
Your hotel a glittering diamond! „DIAMOONDFEVER“ is Austria’s unique workshop play stabilising and improving hotel quality. more details: www.andreasvoegl.com/diamondfever
2. „Quality is not expensive—it’s priceless!“
Some topics we raise: The Five Senses of Quality, Quality Standardisation, The Moment of Truth, beware of Quality Traps in Your Hotel, Your guests Quality Perceptions versus Reality experienced...
3. „See it from the guest's point of view“
(+ 400 individual points) for the hotelier from the hotelier—a basis for successful quality management in your Hotel from the guests’ point of view. Please visit for more details www.mysteryguestanalysis.com

3x Employees in Your Hotel:

1. „O.R.K.A.N.“ unique way to better motivation!
A unique concept of an excellent motivation strategy to improve hotel profit at no cost!
2. „S.M.A.R.T.“ Goal setting!
Explicit employees’ objectives – lead to explicit business results.
3. „Every employee is an entrepreneur“
„Bottom up instead of top down“—all human resources to be driven towards the enterprises’ business focus. Professional guest complaints procedure leads to better profits.

3x Selling in Your Hotel:

1. „Diamondmine in Your Hotel“
Identify the exceptional selling opportunities within Your Hotel! There are at least 10 points of active sales that will be developed.
2. „Packages—Packages“
Innovative-Unique F&B, Rooms -Packages successfully developed and launched in the market.
3. „Guest Service that sells!“
Every employee a salesperson (be it food & beverage or rooms...) Employees in direct guest contact to maximise their sales opportunities through optimal anticipation and questioning...

3x Marketing for your Hotel:

1. „Marketing Compass = Marketing Plan“
Your successful one page A 4marketing&guest relation & PR, Advertising traditional and virtual... see Branding & USP as an opportunity Risks and Opportunities of co-operations...
2. „The 6 P Secrets“ for Your Hotel/Department's success
Product, Price, Positioning, Programme, Place, People are the critical marketing criteria of Your Hotel...
3. „This way your guests come by themselves“
How can you achieve a sustainable increase of guest growth in Your Hotel?
What internal and external measures should you set?

3 Topics exclusively available at andreas vögl (!)

1. „Emotionalise your Hotel!“
Mutually we shall identify systematically potential story telling opportunities to emotionalise your product (hard and software); thus fulfilling your guests expectations to make contact with your product and its services during his/her stay.
2. „World 's best Hotel“—for anyone achievable!
The Hotel Imperial, (Vienna) has been awarded „World 's best Hotel“ by Conde Nast Traveller in 1994 under the management of andreas vögl (Hotelier of the year 1992—Gault & Millau).
3. „Service Design for Your Hotel“
How do you reshape your existing service offers as well as Develop new innovative guest services assuring that both functionality and emotion are met best for all five senses..?

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All listed workshops (© andreas vögl) have been designed as a 1 or 2 day event with high—„hands on“ driven practicability for max of 12 attendees. My workshops do take care of any hotel specific problems or relevance.

Practical implementation and high level motivation of all members do lead to a high degree of effectiveness.

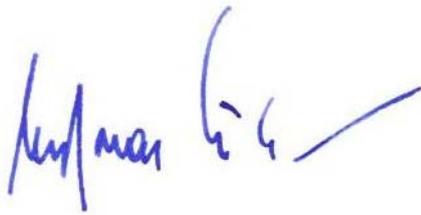
The unique „andreas vögl 3 P Know How transfer vehicle“ for topics discussed does support a sustainable transfer into your property.

All workshops will always be conducted by myself.

For more information please visit my website www.andreasvoegl.com

I would be delighted to support you and your team in all your Quality endeavours.

Many thanks!
Yours sincerely,



Ps: "Quality is not expensive—it's priceless..." (© Mahatma Gandhi)