

Have you ever wondered how your Management Rights Business performs compared to your competitors?

MANAGEMENT RIGHTS BENCHMARKING

Survival in today's business climate requires you to spend more time working *on* your business. Have you ever wondered how your Management Right business performs compared to your competitors?

- Are you charging enough for your services?
- Are your tariffs too low?
- Are you charging enough for your cleans?
- Is your return guests program effective?



Management Right benchmarking is a powerful tool that can aid managers in answering these questions.

In nearly every industry, certain businesses outperform others. This is because they are doing certain things in a certain way, which is superior to their competitors. By understanding exactly what it is these businesses are doing it's possible to identify the 'best practices' being used. Lesser performing businesses can then see what areas can be improved upon and put strategies in place to improve. By comparing similar Management Right businesses; benchmarking can highlight your businesses relative performance in terms of costs, charges, productivity and efficiency.

Using a benchmarking approach, managers are able to:

Find out how well their complex is performing by comparing it to other Management Right businesses of similar location and size.

Measure and improve the performance of their business in key areas such as tariffs, cleans, linen hire, letting commissions and occupancy rates.

Identify the strengths and weaknesses of their business.

Highlight opportunities for making their business more competitive.

As part of our annual services and at no additional cost to our clients, we offer all Management Rights clients to participate in our annual benchmarking survey.

If you would like to learn more about our services and how they can help you Secure Your Profit and Stimulate Your Cash Flow please contact John Siemon on 54748955.

Please mention the above voucher to receive our first Consultation free of charge. We service the entire Sunshine Coast region and will come directly to your Management Rights



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Secure Profits, Stimulate Cashflow"

Consultants in:



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Is a CPA Practice

