



## How to Open a Financially Successful Bed & Breakfast or Small Hotel: With Companion CD-ROM

By Arduser, Lora; Brown, Douglas R

Atlantic Publishing Group Inc., 2004. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service! Summary: This comprehensive handbook with companion CD ROM will clearly demonstrate how to set up, operate and manage a financially successful bed-and-breakfast or small hotel. Whatever your reason for wanting to open a bed and breakfast, keep in mind that at it takes more than dreams and rooms to achieve success, it is a business that must show a profit. This book will separate the romantic notions of owning a B&B from the business end. While providing detailed instruction and examples, the author leads you through finding a location that will bring success, learn how to draw up a winning business plan ( The Companion CD Rom has the actual business plan you can use in MS Word tm.), how to buy and (sell ) a B&B, basic cost control systems, profitable menu planning, Reservation Systems, sample floor plans & diagrams, successful kitchen management, equipment layout and planning, food safety & HACCP, housekeeping, successful beverage management, reservation networks, legal concerns, sales and marketing techniques, room rate formulas, arrival, billing, departure, learn how to set up computer systems to save time and money, learn...



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