

CREATE HOTEL TEAMS THAT KNOW HOW TO INCREASE PROFIT

Poor Leadership and Lack of Communication are costing you money. You Need to Conquer Your Financials with the Hotel Financial Coach, David Lund.



David Lund
Author &
Financial Coach

If you are losing sleep at night because your profit lines are sagging it's more than likely that your hotel departments lack financial understanding. **Expert Hotel Financial Coach, David Lund shows you how to effectively manage your operational finances with a proven system that results in higher profits.** Whether you're an owner looking to stop the financial hemorrhaging or working in Operations and wanting to grow your career, you must understand how money comes in and where it goes out of your hotel.

David speaks to hotel leadership teams, executives and associations about finance for the non-financial. **Your managers will have accessibility and accountability like never before!**

For over 15 years he has led seminars for dozens of hotel clients and successfully mentored clients 1 on 1, working with top brands including Fairmont, Hilton, and Sheraton.

As an industry leader and author of over 150 weekly blogs with a circulation of thousands of subscribers (plus popular publications like ehotelier, Today's Hotelier and Hospitalitynet,) **you'll walk away from his coaching with an actionable plan to turn your business around.**

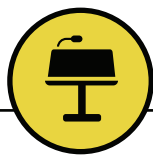
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In my role, one of the principle goals is to develop, support and drive my teams. This is where David Lund comes in to deliver his unique business thinking insights and a concrete system that leads teams to superior results. **David Lund delivers financial results.**

- David Munteer, President Jonview

I cannot recommend working with David enough! I was at a pivotal time in my career. I knew that I needed to improve my financial knowledge. I learned so much with David, and **he also gave me the confidence to finally take a giant step forward in my career.**

- Mitchell Walder, GM Hotel NoMad



KEYNOTE

“The 7 Secrets to Create a Financially Engaged Leadership Team in Your Hotel”

Having a financially engaged leadership team eliminates surprises and produces an excellent ROI. With this Keynote talk you and your team will come away with education and a plan of action.

- Recognize that every leader can contribute financially.
- Acquire simple and easy tools to implement a system to follow for more predictable results.
- Achieve greater financial security with your hotel on the path to success. You will do this by investing in your leader’s financial abilities, and with it comes superior operating results.
- Create agreements in your organization and learn to drop expectations.
- See stronger and more engaged leadership from department managers who are motivated and want responsibility for their numbers.
- Demonstrate your commitment to your team’s personal development.
- Experience an ROI with financial leadership training in your hotel with a proven system to achieve your financial goals.

The solution to your financial performance is here. Managing, communicating and delivering consistent financial results is paramount to your hotel’s prosperity. Accomplish your financial goals for your business by creating a highly functioning team with communication around financial agreements, accountability, commitment and results. David’s valuable lessons give you the power of an aligned management team. Invest in your leadership and watch your hotel and personal prosperity grow.



WORKSHOPS

“Labor Productivity Workshop – Measurements, Tracking and Planning”

The labor productivity workshop introduces planning tools that any hotel can use right from the get-go. No software or apps are required. As hoteliers, we don’t control wage rates or how many customers come through the door, but we do control the schedule. **David explains why productivity measures are important and how to use them in scheduling, forecasting, and budgeting.** You’ll explore how to calculate EFTE’s and how to use benchmarking in hotels.

“Advanced Hospitality Financial Leadership – Ready to Go!”

The advanced workshop brings together business concepts and leadership models that will show your managers that they have what is necessary to grow and lead in their career. They’ll learn about the contribution that they can make to your business and feel a sense of pride knowing you will recognize them for their new found financial skills and abilities.