



February 2018 Newsletter

The Way I Do Business

In prior newsletters, I have discussed our companion selection process. I know of one other provider who offers advanced selection. There may be others. With advanced selection, we can control the quality of the companions provided which includes assurance that the companion is free of disease. Guests should note that our companions are NOT professional. They are just girls who like what they are doing and they are making money for their families. For the record, we pay very well. If a company has a line-up, the girls most likely work in a brothel. This really destroys any medical assurance.

The booking deposit is necessary to ensure that a guest travels as agreed. The fact is that I do not require a repeat guest to pay a booking deposit before travelling. The business is providing vacations not collecting booking deposits. The booking deposit is merely incentive for a guest to travel. We cannot leave a room unfilled and a companion waiting. In addition, we must produce a payment to the hotel and the companion.

Vacation providers that request deposits submitted by MoneyGram or Western Union do not have a business or corporation that allows them to do business. We have a third party that allows us to collect booking deposit legally and in a business way. MoneyGram and Western Union go out of their way to tell someone send money that the recipient is a fraud. I will say that is not necessarily true.

The fact is I am very flexible. A guest who has a problem that interferes with the vacation should call me. I am sure we can work things out. Once paid a booking deposit is not refundable. However, I will gladly save the deposit for any subsequent vacation. If a guest simply is a no show, I am only flexible for a short while.

I once had a guest who called me in the morning and wanted a vacation starting that day. He got flights and I met him at the airport at 3 AM.

At the hotel, we go out of our way not to say no to a guest. This is especially so if there is money to be made responding to the request.

Companion Selection Process

My companion is straight up and at times might be a little sloppy.

1. From a list of companions provided by the potential guest, the process first determines who is able to work.
2. The second iteration determines from the list of available companions who the guest prefers as a companion and in what order.
3. Lastly, we confirm a guest's primary choice of companions and at least two secondary choices. Each time vacation staff contact the companions named.

Vacation Booking / Deposit Payment System

My relationship with the company that accepts payment on my behalf is such that they need minimal information. The company sends the invoice to my guest with links in the email to affect payment. A fourth party uses financial data provided by the guest to process the payment. This party is a well-known secure financial services provider. Neither my services company nor I have access to any financial data whatsoever.

My original partner over many years developed the policy of limiting the time to receive the deposit payment before vacating the arrangements. That is the guest would have to start the booking process again. I need to be fair the companions. I cannot hold a companion for a guest who cancels and prevent her from becoming a primary companion on a guest who completes the booking process. The fact is that I prefer to provide a guest with his primary companion choice.

When we have reached the point in the booking process where we have vacation date, flights, and companion selection, it is time for the guest to provide a booking deposit to secure the reservation. When the potential guest agrees I will request that my payment processing company enter the vanilla payment information and forward the invoice. The guest will have two business days or three days (when one of the days is a weekend day) to submit payment. When selected as a primary companion, the companion is not available to other guests. We must confirm this status quickly or release her to the general pool of available. When a guest fails to confirm the agreed arrangement, the booking must start again from the beginning.

Vacation No Tipping Policy

When my partner and I originated this vacation, we tried to overcome the traditionally bad practises of the service providers of anywhere. That is the expectation of a tip as well as the stated tariff. They seemed to ignore the fact that the guest has already paid a very high price. Hence the started the No Tipping Policy. At the time, some vacation providers merely provided the opportunity for intimacy. The guest and the companion had to negotiate the fee. While the terms were not used at that time, the companions were essentially women trafficked for sexual services.

The problem is that the general **no tipping policy** means that the staff of the hotel itself is under paid. The remuneration system in the hospitality industry in any Caribbean country assumes that hotel workers will receive a "Propina" (Gratuity) from all guests. Our no tipping policy applies to the companion service only.

We encourage guests to leave what they consider as an adequate gratuity when the hotel staff has provided good service. When I stay at the hotel for business reasons, I tip the house cleaner for laundry services. I merely ask guests to consider the staff and act accordingly.

Carlos