



January 2018 Newsletter

Welcome to the New Year

Companions

We understand some potential guests prefer a light-skinned companion. It is not always possible. The Dominican government has reported that 84% of the population of the República Dominicana has at least some African ancestry. The genetics are such that parents who are dark skinned may have light-skinned offspring and vice versa. It is true that light-skinned Dominicans are generally better off economically. This means that the young women who wish to supplement their family's income would tend to be in the lower economic class and have darker skin.

I have no preference and believe that an attractive girl is just that, attractive. That means that I disagree with the meaning of the preference, however, we are recruiting companions constantly. We actively seek lighter skinned companions.

Companion Selection Process

Our companion selection process requires that a guest select their companion in advance from our companion gallery. My guaranty is that the guest will know in advance which companion he will be meeting upon arrival. We may have to adjust the list; however, I will ensure that the guest understands which companion(s) he has selected and will provide his choice to him on arrival.

Companions, designated secondary, are subject to assignment as a primary companion to another guest. If the primary companion becomes unavailable, I will substitute the next companion in order of the original selection. Guests should note that as soon as he selects companions, I am able to disqualify some companions based the timing of her monthly cycle. We contact the remaining companions to confirm that they are in fact available. Upon completion of the vacation sales cycle, companions are informed of their status.

At the hotel, guests seeking information about our companions are encouraged to speak with our server (Camarera) who understands the recruiting process very well.

Vacation Booking Deposit

I am proud of our policy that allows a special (repeat) guest to travel without first paying a booking deposit. I can do this because I control all aspects of the vacation. However, this feature may add to the costs of provisioning the vacation. That is bank transfer costs to forward the funds to our North American businesses. For some guests the policy makes sense. That is guests travelling from locations that would otherwise pay high funds transfer fees would be allowed to travel in accordance with the existing policy.

So our policy of not requiring a booking deposit for special guests is modified somewhat by common sense. Actually, many repeat guests prefer to pay in full in advance. I am happy to oblige however that means I have to send fund to the hotel.

Professional (Dental) Services

I have taken advantage of high quality but lower cost Dominican Dental services. I advertise those services here because it offers guests a chance to save money on needed procedures. Please note that I have no financial interest in any dental services provided. I am merely referring patients to a highly qualified dental professionals based on my personal experience.

Vacation No Tipping Policy

When my partner and I originated this vacation, we tried to overcome the traditionally bad practices 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 we started the No Tipping Policy. At the time, some vacation providers merely provided the opportunity for intimacy. The guest was left to negotiate with his companion. While the terms were not used, 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 is under paid. The remuneration system in the hospitality industry in any Caribbean country assumes that hotel workers will receive a "Propina" (Gratuity) from 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