

Do you know your HMAs from your NDAs?

If not, you need the CMS Little Blue Book on hotel management agreements - a must have guide for new and existing participants in the hotel industry.

This pocket sized book gives you all the information you need to gain a better understanding of hotel management agreements and non-disturbance agreements.

The guide aims to:

- summarise the basic principles of the management agreement and non disturbance agreements and identify common pitfalls
- provide hints and tips on how you can negotiate effectively with a hotel operator
- explain some of the jargon used in the industry
- provide information on our management agreement experience and how we can help you.

'Number 1 hotel lawyers in Europe for 5 consecutive years'
Legal 500, 2004-2009

One particular area of expertise for the CMS Hotel & Leisure group is in negotiating hotel management agreements and non-disturbance agreements. The group has primarily acted for owners and financiers but also for operators. In doing so, we have the particular advantage of not only knowing these types of agreements inside out but what each player will be willing to concede.

Despite the fact that management agreements have been used in the hotel industry for many years, they are unique to the hotel industry and we have found that many owners and investors who are relatively new to the industry and are unfamiliar with the basic structure of these arrangements. This lack of familiarity is contrasted with that of the international hotel operating companies who deal with these arrangements on a daily basis. An operator will know the implications of agreeing to certain provisions both at an operational and corporate level and where the market stands on a particular issue. The owner or investor should also have this knowledge as without it, they are at risk of not only misunderstanding the deal but also potentially decreasing the value of their asset.

For your copy of the CMS Little Blue Book, please contact any of the hotel experts listed to the right.

Contact us

For your copy of the CMS Little Blue Book, please contact us on the details below.



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