



STAYMARQUIS

**How StayMarquis Works with Travel Advisors**

*March 2025*

## *INTRODUCTION TO STAYMARQUIS*

StayMarquis is a full-service vacation rental company that represents over 500 luxury vacation rental homes throughout the Hamptons from Westhampton to Montauk, including Shelter Island and North Fork.

We represent all types of properties from a 1-bedroom bungalow to a 12-bedroom estate so long as each property meets our quality standards.

We provide our clients, both owners and guests, with first-class services:

- From a guest's perspective, we bring the "hospitality to the home"
- From an owner's perspective, we handle the entire vacation rental process from start to finish





## *WHY GUESTS CHOOSE STAYMARQUIS*

### Premier Properties

- Meticulously designed and decorated
- Fully inspected and vetted
- Equipped with household essentials
- Property damage and liability insurance with every booking

### Premier Service

- Reservationist to help you find the perfect property
- Dedicated rental management team to help with any property-related inquiry
- Guest services team to assist with any concierge request
- 24/7 email or phone support



## *WHY GUESTS CHOOSE STAYMARQUIS*

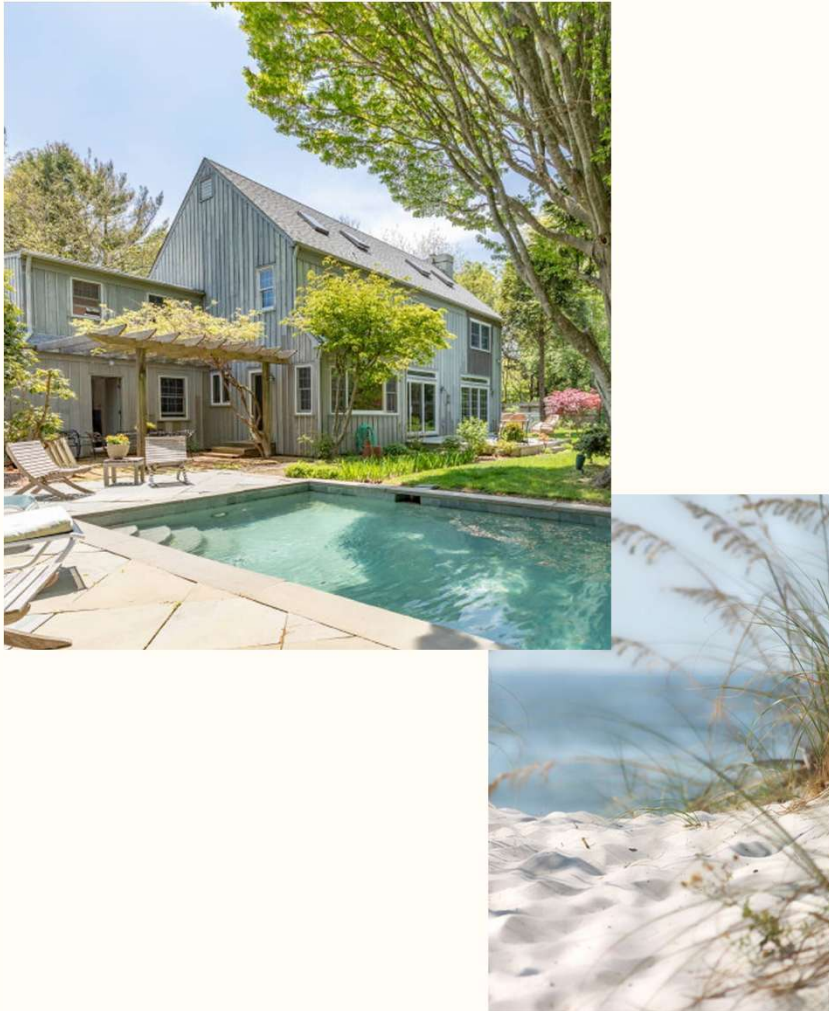
StayMarquis goes far beyond home rentals. From personal greetings to offering a wide variety of concierge services and unique experiences, we are committed to creating everlasting memories for every guest, each and every stay.

Concierge services include (but are not limited to):

- Packages (backyard games, baby gear, beach essentials)
- Services (grocery delivery, private chef, turndown service, babysitting)
- Transportation (airport transportation, car rental, private driver)
- Activities (sunset cruise, beer + wine tour, fishing trip)
- Fitness & Wellness (at-home fitness/yoga, tennis lessons, massage therapy)
- Active Rentals (bike, stand up paddle board, kayak)
- Add-ons (board games, puzzles, pool toys, sports equipment)







## *WHY OWNERS CHOOSE STAYMARQUIS*

We offer owners a turnkey vacation rental solution so they can be completely hands off in the management of their home.

Specifically, we offer marketing, booking, revenue management, rental management and property management services.

We offer 2 programs that owners can choose from (detailed below and on the following page):

- Elite program (10% commission) – this program is for owners who want to be more hands on and would like to directly manage the guest experience
- Marquis program (25% commission) – this program is for owners who want to be completely removed from the rental experience

**\*It's important to note that all bookings through travel advisors will automatically receive the service level offered in the "Marquis" program**

# OWNER PROGRAMS

**ELITE**  
10% pre-booking fee

**MARQUIS**  
25% pre-booking fee

## MARKETING SERVICES

- Create a property listing with professional photos and copywriting
- Showcase property on StayMarquis website
- Advertise property on over two dozen partner websites
- Build property's online reputation by sourcing reviews from guests
- Take high-definition video of property (including drone footage)
- Advertise property on our social media accounts and email campaigns

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## BOOKING EXECUTION

- Respond to guest inquiries in a timely and professional manner
- Process bookings electronically and deposit funds directly into bank account
- Suggest pricing based on historical performance of competitive properties
- Monitor and adjust pricing regularly to adjust for shifting supply/demand dynamics

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## CONCIERGE SERVICES

- Provide 24/7 concierge service to assist owners and guests
- Plan half-day and full-day excursions

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## RENTAL MANAGEMENT

- Prepare property prior to guest arrival
- Greet guest upon arrival
- Maintain communication with guest before, during, and after their stay
- Clean the property after guest departs
- Perform walkthrough of property after guest departs

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## *HOW WE WORK WITH TRAVEL ADVISORS (“TA”)*

TA works directly with our StayMarquis’ Travel Concierge team to find the perfect property for their client

- Travel Concierge team can be reached at [travel@staymarquis.com](mailto:travel@staymarquis.com)

Pricing advertised on [www.staymarquis.com](http://www.staymarquis.com) only incorporates StayMarquis’ commission so TA can choose to incorporate their commission in 1 of 2 ways:

- Option 1 (Recommended): incorporate an “Agent Fee”, which is a mark up on the gross rental amount, 100% of which is paid to TA
- Option 2: split commissions 5% and 5% (cost to client will be the same as the amount shown on the StayMarquis website)

We offer white-label solutions to remove any indication that the property is listed and managed by StayMarquis

## OPTION 1: INCORPORATE AGENT FEE

The image below is a snapshot of our backend. When TAs elect to incorporate an agent fee into the total booking amount, we add the amount to the listing and share the URL with the TA:

Inc.	In R.	Description	Amount
		30 Nights Rate	\$ 175000
		30 Night Discount	\$ 0
		<b>Nightly Total</b>	<b>\$ 175000.00</b>
		MR Commission: \$17481.17	
		Owner's Amount: \$157518.83	
<b>Agent Fees:</b>			<b>\$ 15000</b>
<b>Total + Agent Fees</b>			<b>\$ 190000.00</b>

This is “nightly total” that is shown on the website

This is the “Agent Fee” that gets lumped into the “nightly total” so the client does not know the amount of this fee. However, when the booking is effectuated, a separate line item is registered in our backend for accounting purposes



## OPTION 2: *SPLIT COMMISSIONS*

Client or TA on behalf of client can book the property

TA to receive 5% of the “nightly total”, which excludes all ancillary fees including cleaning, utilities, admin, convenience, property damage insurance, and refundable security deposit

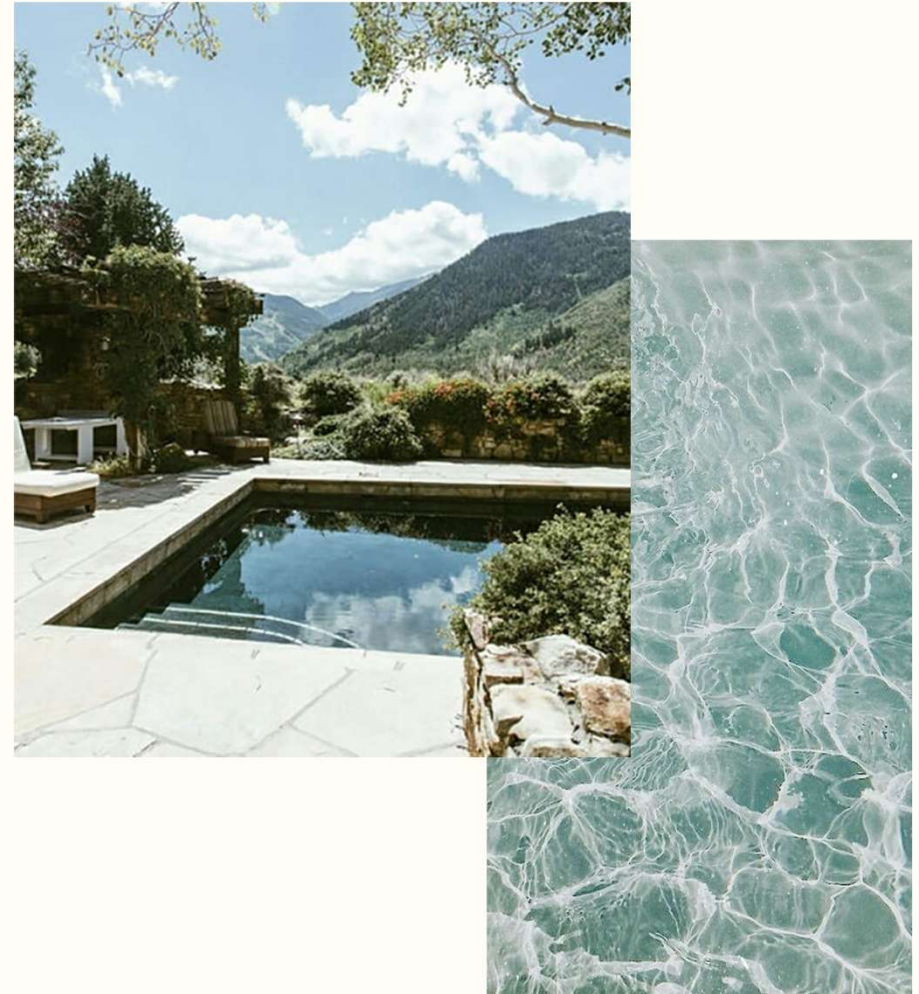
## *WHITE-LABEL SOLUTION*

StayMarquis developed a white-label solution to mitigate the possibility of clients finding the same property marketed for a lower amount on the StayMarquis platform

The white-label solution removes any mention of StayMarquis in the listing and produces an unbranded booking link and PDF that the TA can share with the client


We can change the name of the property on the white-label solution so that it would be impossible for the client to find the property on our site using the name

We can also route any future communications to the TA instead of the client so all communication can flow through the TA



# WHITE-LABEL SOLUTION

## Booking Link for TA or client to book:



**101 Farm**

Overview Gallery Features Policies Reviews Location

4 Beds  
5 Bathrooms  
3 Car Garages  
Pool

**DESCRIPTION**

### 101 Farm

**NEW LISTING! EXPERIENCE BRILLIANT SUNRISES AND SUNSETS ACROSS THE PRIVATE PASTORAL LANDSCAPE IN THIS BRIDGEMANPTON COMPOUND!**

**78x7.58x of heated granite pool, two fully equipped pool cabanas, tennis court, Montecito horse ball court, fire pit, resort like amenities and more!**

Situated in Bridgemanpton's horse country, this 8.5 acre compound boasts a 7,000 sq ft estate with 7 bedrooms, 7 full and 1 half bathrooms. Experience brilliant sunrises and sunsets across the private pastoral landscape. A compound with unlimited privacy, there are no visible neighbors from the included lot which still maintains close proximity to shopping, beaches, shops and restaurants.

Designed to entertain, abundant amenities abound at this estate, including a heated granite pool, two fully equipped pool cabanas, a regulation size U.S. Open custom tennis court with beautiful, illuminated horse ball court, and 5 outdoor fire pits. The resort like amenities throughout the property offer activities for all interests.

Two guest services, enter the exclusive motor court with plentiful parking for guests where you are greeted by a morning estate. Completely renovated inside and out in 2019, no detail went overlooked in the design of this home. The finest in modern luxury with top-of-the-line fixtures.

Thu, Jul 31 <sup>st</sup> - Sat, Aug 31 <sup>st</sup>	
Reserve amount	\$10,000.00
Option	\$0.00
<b>TOTAL</b>	<b>\$110,740.00</b>
(\$10,000.00 refundable)	\$100,740.00
<b>Market Price</b>	<b>\$206,740.00</b>

[Book Now](#)

# WHITE-LABEL SOLUTION

## PDF w/ Rates

The Hamptons, NY > Bridgehampton, NY

### 101 Farm

Jul 1st - 31st, 2021

Price: \$193,740.00 including taxes & fees  
plus a \$15,000.00 refundable security deposit



**New Listing: Experience brilliant sunrises and sunsets across the private pastoral landscape in this Bridgehampton compound!**

- House
- 7 Bedrooms
- 7 Beds
- 7.5 Bathrooms
- 12 Guests
- Pets Not Permitted

## PDF w/o Rates

The Hamptons, NY > Bridgehampton, NY

### 101 Farm



**New Listing: Experience brilliant sunrises and sunsets across the private pastoral landscape in this Bridgehampton compound!**

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# BOOKING PROCESS

BOOKING DETAILS
TERMS + PAYMENT

### Personal Details

**DATE OF BIRTH**

Month

Day

Year

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### Personal Address

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### Booking Details

Terms + Payment →

BOOKING DETAILS
TERMS + PAYMENT

### Payment Information

PAYMENT SCHEDULE

20% Now, 80% In 1 week

**DUE NOW** \$41,160.00

**DUE Jan 29, 2021** \$167,580.00

\*Business payments that are greater than \$10,000.00 must be paid by wire, ACH, or check.

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### Payment Method

Use New Card

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### Booking Agreement

THIS BOOKING AGREEMENT (this "Agreement"), is entered into as of the date set forth on the signature page of this Agreement (the "Effective Date") by and among the "Member" and the "Guest" (as each are defined on the booking confirmation page viewed and accepted by the Guest as a condition precedent to being presented with this Agreement (the "Booking Page")), and Marquis, as defined in Section 10(s) herein ("Marquis"), as an intended beneficiary with respect to, but only with respect to, those particular provisions within which Marquis is explicitly referenced. The Member and the Guest may be referred to as the "Parties" and each individually as a "Party" throughout this Agreement.

By clicking "Agree + Pay", I Bryan Fedner agree to the Terms and Conditions, Privacy Policy, Booking Agreement, Utilities Disclaimer, and Dispute Disclaimer.

I also understand that all payments are non-refundable pursuant to the Booking Agreement displayed above, a copy of which will be emailed to bfedner@gmail.com, the email address associated with this booking.

← Booking Details

Agree + Pay



## *CLIENT COMMUNICATION*

Client will receive the following communication:

- Booking request
- Booking confirmation
- Arrival instructions (at time reservation is paid in full)
- Arrival instructions (3 days before check-in)
- Check-out instructions (24 hours before check-out)
- Leave review (24 hours after check-out)

TA may elect to receive all communications, but we will require contact information for client in event of emergencies







STAYMARQUIS

For any questions, please email [travel@staymarquis.com](mailto:travel@staymarquis.com)

Thank you!