

# Ferguson Partners

## Hospitality & Leisure Practice

After years of aggressive expansion and unbridled growth, the hospitality and leisure industry has come face-to-face with new challenges and opportunities in the marketplace. Innovative organizations are now working to increase market share through exceptional service, financial discipline, and international expansion. The demand for top, senior-level talent who can build brand value, strengthen marketing and sales, and pursue sustainable growth strategies is higher than ever before.

Ferguson Partners' Hospitality & Leisure Practice provides superior service and execution for clients within the Lodging, Gaming, Restaurant, and Entertainment fields. Our extensive relationships and industry expertise have been built over more than two decades and enable us to access a candidate pool which is unmatched in quality, depth, and breadth of experience. We have extensive experience helping clients across a variety of sectors, including:

### Lodging

We recruit operations, development, and finance executives across the entire spectrum of the lodging industry, including upscale and luxury hotels, resorts, extended stay hotels, and limited- and full-service hotels.

### Gaming Resorts & Casinos

We understand the complex profile required for today's industry leaders in the gaming sector. Clients continue to appreciate our deep knowledge and personal relationships with respected senior leaders around the globe.

### Restaurants & Cafes

We have an extraordinary reputation for the successful recruitment of talented restaurant executives across upscale dining, casual dining, quick service, and specialty eateries.

### Sports & Recreation

We often look outside the sector to find executives who have broad business perspective and the financial acumen necessary to manage a complex business. Our consultants offer a range of search experience working closely with associations, professional leagues and teams, universities, and foundations.

### Amusement Parks & Attractions

Our consultants, with their personal knowledge of the industry and access to top executives, have the network and industry understanding to attract outstanding, senior-level talent for clients.

The following list of recent search assignments highlights our broad experience:

- **Vice President of Real Estate** for a leading operator of full-service casual dining eateries
- **Board Member** for one of the nation's largest independent hotel operators in the U.S.
- **Chief Financial Officer** for one of North America's leading mountain resort operators
- **Vice President of Sales and Marketing** for one of the world's largest hotel and leisure companies
- **Head of Development, International** for a top operator of full-service luxury hotels and resorts
- **Chief Executive Officer** for a leader in the development and management of experiential destination resorts
- **Vice President Design and Construction** for a premier manager of ultra-luxury properties throughout the world
- **Senior Vice President** for a leading club, manager, and promoter of professional sports teams, organizations, and entertainment networks
- **Senior Vice President, Resort Development** for one of the world's largest full-service hotel operators
- **Chief Executive Officer** for a leading hotel and resort real estate investment trust
- **Chief Financial Officer** for an industry-leading owner and asset manager of high-end hotels and resorts
- **Board Member** for a leading upscale hotel and property real estate investment trust



## Contact Us

It would be our pleasure to discuss our services with you. For additional information please contact:

### William J. Ferguson

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FPL Advisory Group

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## About FPL Advisory Group

FPL is comprised of two primary operating companies that work together to serve a common client base. Ferguson Partners provides executive, director, and professional search services. FPL Associates provides a range of specialized consulting and finance-related services. FPL's survey practice conducts regular surveys on hiring and compensation practices.

### Recruitment

C-level  
(CEO/CFO/CIO/COO)  
Board of Directors/Trustees  
senior management

### Consulting

compensation  
management consulting  
executive onboarding  
succession planning

### Finance

transaction advisory  
valuations  
merchant banking

Ferguson Partners

FPL Associates

CHICAGO LONDON NEW YORK SAN FRANCISCO TOKYO

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