



THANK YOU FOR YOUR INTEREST IN OUR PHOTOGRAPHY & V-BROCHURE™

I greatly appreciate your interest and value the time you are taking to review this information. Hospitality v-Marketing **provides unique products to the hospitality industry** with our family of **Interactive v-Brochure applications**. Our v-Brochure application, coupled with our **HDRI photography, videography, graphic design** and **web development** services, has uniquely positioned us as a full service creative *and* design studio to serve the exclusive needs of the hospitality industry.

HvM applications and imagery assets create new sales opportunities for hotelier sales teams that are accomplished only through our interactive v-Brochure application. The emotional appeal component to sales team presentations **psychologically bolsters a prospects experience** thereby enhancing the uniqueness of the hotel property. This experience then reinforces the prospect's instinctive decision making process. Based on **experience**, which is accomplished through the **interaction and visual stimulation** of our v-Brochure application, prospects engage emotionally with the hotel property and therefore are more likely to book business at the property because of their experience.

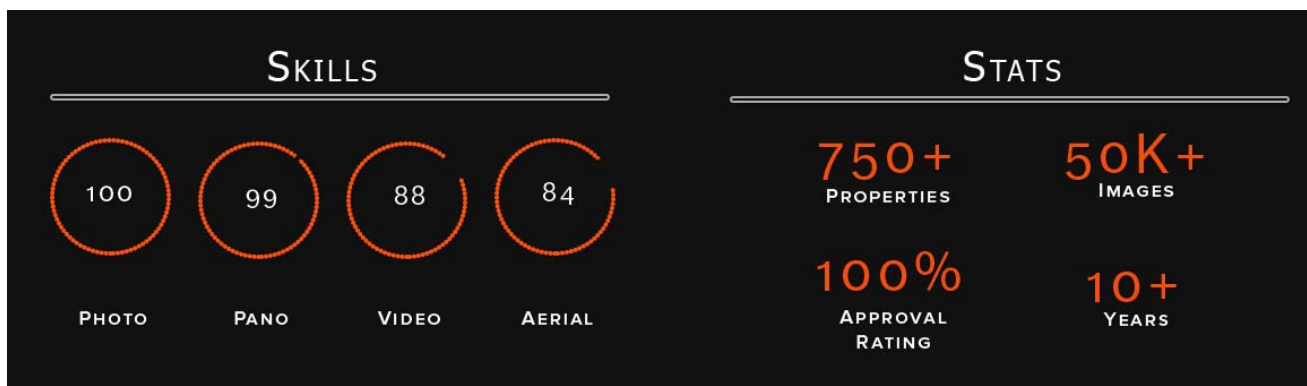
SERVING LEADING MANAGEMENT COMPANIES & HOTEL BRANDS

HvM has had the privilege to serve and deliver our visual assets (photography / video) and v-Brochure applications to many hotels, hotel brands and large and small management companies. Marriott, Hilton, IHG, and Starwood branded properties are included in our clientele as well Interstate Hotels & Resorts, GF Management, JQ Hammons, Noble Investments, Shamin Hotels, Summit Management Group and many other management groups.

ONLY HOTEL & RESORT PROPERTIES

Hotels and resorts are the only properties that we shoot. We **understand** fully *franchise brand standards* and factually, have *never* had any image not accepted by a brand franchise. Confident in our work for all brands, **we guarantee** the **photos** we shoot for any property **will be accepted** by a brand franchise or *we'll replace them at no cost to your property*. We are confident in our work and we believe it shows.

We will shoot **Still & 360 VTs** simultaneously with some image acquisition packages to include video. With over **13 years** in business, **50K captured** client images (the number *actually delivered* to our clients), **100%** of our photography accepted on *first submission* and hundreds of **properties serviced internationally**, you can rest assured; we're professionals at what we do and will deliver what you need and how and when you need it – on time, every time.





HOSPITALITY V-MARKETING™

ECO FRIENDLY INTERACTIVE MARKETING SPECIALISTS

WE ARE LIKE NONE OTHER; ONE FEE — NO HIDDEN COSTS

Please compare **what most vendors do not include** in their price quote:

| Item | Hospitality v-Marketing (included) | Most Vendors (not included) |
|----------------------|---------------------------------------|--------------------------------|
| Airfare | ✓ | ✗ |
| Baggage Fees | ✓ | ✗ |
| Transportation Costs | ✓ | ✗ |
| Meal Per Diem | ✓ | ✗ |
| Photo Editing | ✓ | ✗ |
| v-Brochure™ | ✓ | not applicable |

Your "Quote"
is your
Final Price.

You cannot control costs if you don't know what the final invoice will include. With Hospitality v-Marketing, there are no guesses. The only times our clients receive supplementary invoices is for additional products or services ordered – but that's well within their control.

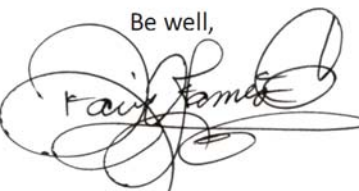
Please consider the following as you enter the decision making process and photography vendor/service comparisons:

1. **Convenient.** One company provides all your digital imaging needs by shooting Still, 360 VTs and HD-Film™ at one time.
2. **Experienced.** We understand the brand requirements of many hotel brands and fulfill them. We have a 100% approval score and have maintained that rating since 2003.
3. **Extended Services.** We will ensure the transition process between HvM and the brand goes smoothly.

Decide on HvM's Interactive v-Brochure™ application:

1. **Organized.** All hotel documents are placed within the v-Brochure adding the benefit of saving time.
2. **Time Saver.** No need for sales members to email PDFs or other files; they are available through the online v-Brochure.
3. **Visual Sales.** Studies indicate* 69% of travelers specify that visuals are extremely important when considering a property for an event or stay. *Harris Interactive
4. **Statistics Reporting.** The v-Brochure is complete with statistics detailing all user data information of your v-Brochure helping you to understand your ROI.
5. **Value Add-ons:** HvM offers many options to help grow your online merchandising appeal with many v-Brochure add-ons.

HvM's number one goal is, at minimum, to meet each client's needs. I know we can accomplish for you what we've done for other properties and management companies. I am confident you'll be extremely satisfied with your choice of HvM to provide photography, and a merchandising and sales tool simple to incorporate into sales presentations and that effortlessly helps prospects to sell themselves.

Be well,

David James Cro