

Vantage Insurance Partners with The Benefits Warehouse

By Bill Shaw, President, Vantage Insurance Services, Inc.



Vantage Insurance has partnered with The Benefits Warehouse to bring members of Vantage's brands and their employees a private healthcare exchange program. This effort allows affordable alternatives for companies not offering group healthcare, as well as free to very low-cost health insurance for employees who qualify.

You can learn more about these opportunities at one of our scheduled webinars. Dave Combs, president of The Benefits Warehouse, has over 20 years as a professional health care consultant and will present a 30-minute session followed by a question and answer session for all attendees. Please register early, as space is limited to 25 participants.

Spring webinars will be held:

2:00 pm ET (11:00 am PT)

Monday, April 15 • Monday, May 6 • Monday, May 20

Please check your emails and facsimiles for the enrollment information. For more information or to sign up, please contact Andy Kasten at 866-550-8474 ext. 172 or via email at akasten@vantagehospitality.com.

You can also visit us at VantageInsuranceServices.com and click on the Insurance Exchange link located on our homepage.



Hotel & Motel Values are on the Rise

By Chuck Nester, President, Brown Nester Hospitality Services, Inc.



How long has it been since we could say, "Values are on the rise?" I just returned from the ALIS Conference (American Lodging Investment Summit) in Los Angeles and the buzz is very encouraging. Recent studies by Expert Analysts from Smith Travel Research and Pennell, Kerr, Forster are showing that we hit bottom and are moving upward! Lenders are talking to us again and the future looks promising.

Be a part of this increased value trend. If you are thinking about selling or buying, now is the time to contact your hotel brokerage experts at Brown Nester Hospitality Services (BNHS) for your FREE Brokers Opinion of Value. We have been serving the Hospitality and Lodging Industry for over six decades!

Visit www.BrownNester.com to become a BNHS Ad-Vantage Club member to receive alerts of our new listings before anyone else! Contact us today, coast to coast.

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ATTENTION Brown Nester Ad-Vantage Club Members: ABVIs FOR SALE!

**Americas Best Value Palmer Inn
York, Nebraska**



Price: \$1,500,000
Rooms: 40
Year Built: 1969
Land: 4.84 Acres

**Americas Best Value Inn & Suites
McCall, Idaho**



Price: \$2,400,000
Rooms & Suites: 79
Year Built: 1994
Converted to Americas Best Value Inn: May 2011