

Summary of Services

prepared for

BLU ASTOR
CABARET



HB
HEART BREAKERS



BLU
SAPPHIRES
CABARET

Presented by





We are a business coach, educational resource and technology implementation specialist for the hospitality and nightlife industry! We craft customized solutions specific to our clients' circumstances. We are excited to be of assistance in the following ways:

Acquire!

- ❖ Identify Targets
- ❖ Generate Pro Forma
- ❖ Work with 3rd Parties

Market & Promote!

- ❖ Digitally Market
- ❖ Plan Promotions
- ❖ Coordinate Events

Analyze & Coach!

- ❖ Assess the Operation
- ❖ Find Opportunities
- ❖ Provide Solutions

Educate & Develop!

- Provide ...
- ❖ Resource Farm
- ❖ Online Platform
- ❖ Proprietary Instruction

❖ Proprietary Instruction

Acquire!

KMA has experience working with brokers and principals. We create our own market analyses, valuations, P&L forecasts and timelines to determine which targets make sense—and what their ultimate potential might be! We can review and expedite LOIs, purchase agreements, assignments, leases and related documents.

Analyze markets and identify acquisition targets.

Generate valuations, revenue models, profit forecasts & other financials.

Work with third parties to facilitate agreements.





Market & Promote!

We are so confident in our ability to guide our clients through the realm of marketing that we created our own school – MEPA Bootcamp! Along with live and digital access to the course, we'll provide individual marketing plans, event calendars and promotional roadmaps for each venue!

Audit digital presence & provide analysis.

Create Resource Farm for specials, promos & events.

Grant full digital and onsite access to MEPA Bootcamp.

hionce gup/olc

hionce gup/olc

Bootcamp

Analyze & Coach!

We would be excited to look at your current operation—including concept, marketing, entertainment, hospitality, F&B, security, technology, finance and compliance—to identify areas of opportunity. We review policies, procedures, systems, forms and data management. Then we work with the team to suggest and implement solutions!

*“Mystery shop”
venues and
provide detailed
reporting.*

*Review policy &
procedure
organization-wide;
work with team to
further assess
operations.*

*Provide
comprehensive
solutions with a
range of
implementation
options.*





Educate & Develop!

We pride ourselves on the ability to share our hard-won knowledge with team members in a way they can wrap their heads and arms around! We provide deep dive training in areas such as Culture, Marketing, Hospitality, Beverage, Finance and Technology.

Populate a Resource Farm with expert hacks, available on demand.

demand

Develop an online platform and video-conference education program.

program

Provide deep dive onsite education, including our proven BevEdge, MEPA and Next Level Leadership.

*Level Leadership
MEPA and Next*



Additional Resources

Marketing. Events. Promotions. Advertising.

Unleash your creative beast, then learn how to tame it! Next level digital tactics meet guerrilla marketing muscle!

KMA CONSULTING GROUP presents **NEXT LEVEL LEADERSHIP** EST. 2024

LEADERSHIP COACHING FOR THE HOSPITALITY INDUSTRY BY THE HOSPITALITY INDUSTRY

- Culture
- Leadership
- Cast Relations
- Guest Relations
- Marketing
- Finance
- Revenue Centers
- Beverage
- Technology
- Entertainment



BEVERAGE EDUCATION BY OPERATORS, FOR OPERATORS

- The Unofficial History of Beverage
- Everyday Mixology
- Your Guide to Outrageous Service

This interactive adventure is designed to give your business an edge! During these twenty hours of live content, your venue is the classroom as cast and leaders learn beside one another. Measurable results in less than a week!



Kelly Skillen is the founder of KMA Consulting Group. She has worked in hospitality for over 30 years, in jobs ranging from bartender and server in New York's infamous Times Square to Executive Director of Operations for national organizations such as Scores and Larry Flynt's Hustler Clubs. She formed KMA to work with businesses who genuinely wanted to grow and benefit from forward thinking!

Neil Kluttz began his career in nightlife as a security host but quickly ascended to the ranks of leadership, serving as general manager at MAL for over 20 years. He moved to multi-unit management for Go BEST! before joining KMA.

