

A&K GUIDE

# HOW TO SELL A&K VILLAS

*Home coming – Europe's finest rental villas*



Abercrombie & Kent  
VILLAS • SKI

Speak to a villas specialist today  
01242 547 705 | [akvillas.com](http://akvillas.com)

# Clients wishing to be wowed should be introduced to The Black Collection



RAY RESIDENCE, CROATIA



VILLA MACHIAVELLI, ITALY

## CHOOSING ONE OF OUR CONCIERGE PACKAGES:

### Gold – £500\*

- An A&K host with extensive knowledge of the local area, available 24 hours
- The ability to book activities, excursions and extra services locally throughout a stay
- An introductory orientation tour of the local area with the A&K concierge on the clients' arrival weekend (own transport required if not within walking distance)
- A pre-arrival grocery shopping service to be delivered to the booked villa (cost of groceries excluded)

### Platinum – £2,000\*

- A continental style buffet on the first morning
- A pre-stocked drinks fridge
- Fresh flowers and initial provisions
- Starter pack of luxurious toiletries per bathroom
- Daily maid service (Monday to Friday and on Saturdays for multiple-week bookings)
- Mid-week linen and towel change
- A light, self-served supper on the clients' arrival evening
- Mid-week grocery shopping service (cost of groceries excluded)
- Private chef service for a lunch or dinner, once during the stay (pre-booking necessary, cost of groceries excluded)

*\*Prices may vary, depending on villa*

## THE BLACK COLLECTION

An annual list of 40 of the *crème de la crème* of our range of holiday properties. Chosen by a panel of villa experts based on factors such as client feedback, amenities, location, star quality and more.

## PERFECT FOR...

### Beach lovers

- Almyra Residence, Chania, Crete
- La Fossette, Côte d'Azur, France
- Villa Can Caya, Majorca, Spain

### Celebrations

- Domaine St Honorat, Côte d'Azur, France
- Villa Sant'Andrea, Lucca, Italy
- Zarassi Estate, Mykonos, Greece

### Foodies

- Domaine de Thenac, Bordeaux, France
- Il Convento di Siena, Tuscany, Italy
- Villa Thelo, Santorini, Greece

### History buffs

- Maison des Amis, Bordeaux, France
- Rehema Palace, Dubrovnik, Croatia
- Villa Cetinale, Tuscany, Italy

### Little ones

- Casa St Antony, Majorca, Spain
- L'Olivo, Perugia, Italy
- Villa Florescer, Algarve, Portugal

### Lovers of the contemporary look

- Casa Vissa, Santa Eulalia, Ibiza, Spain
- La Blanche, Lucca, Italy
- Vue d'Azur, Côte d'Azur, France

### Pets

- Casa Maremma, Gavorrano, Italy
- La Mignonne, St Remy de Provence, France
- Villa Sindica, Chania, Crete

### Teens

- La Bastide St Patrick, Côte d'Azur, France
- La Chinampa, Majorca, Spain
- Villa Azul, Algarve, Portugal



VILLA CAN CAYA, MAJORCA, SPAIN



ZARASSI ESTATE, MYKONOS, GREECE



LA BLANCHE, LUCCA, ITALY

## THE A&K DIFFERENCE

**Our local teams** As with any A&K booking, we have our own staff managing things on the ground, whichever villa your client chooses. On hand to welcome and support, we provide them with a local 24/7 emergency contact number for peace of mind.

**Quality & assurance** Each of our villas is inspected to ensure quality, comfort and safety.

**Your local representative** Local 'friends in the know' are there to welcome clients and assist with anything unexpected. Having lived in the region, they know the people and its attractions inside out. They'll also ensure the house is well maintained and stocked with all your clients' requirements.

**Concierge** This service takes care of those pre-arrival finishing touches that ensure clients have an extra-special stay. This team of experts will arrange additional services from car hire and chef to sightseeing and yacht charters.



## *Destinations in Europe*



*Over 800 luxury properties to choose from  
in destinations throughout Europe*

Our portfolio includes villas that sleep from  
two to 45 clients. Prices start from £2,000 per week

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