



Hotel Lawyers

Aggressive and passionate advocacy
for hotel owners and lenders

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JMBM's Global Hospitality Group® Unequaled international hotel experience

It doesn't matter where you and your hotel are located. We can handle it.

We are hotel lawyers representing hotel lenders, owners, developers, independent operators and capital providers worldwide.

What makes us different?

The key to success for hotel projects is a combination of *international hotel business experience* and *international hotel-specific legal experience*. As a law firm based in California with global reach, we have unsurpassed international hotel expertise and produce unequalled results for hotels all over the world.

We are business and legal architects for your hotel transaction or litigation. You get the most out of our international expertise and experience when you bring us in early – at the very outset of a project – long before the “legal” work starts and before term sheets, acquisition offers and due diligence are even contemplated.

Why so early? Why before the “legal” work starts? Because by the time the documentation starts or breach notices are sent, most of the critical deal points have been won, lost or overlooked. Once missed, these deal points can rarely be salvaged when “legal” implementation is beginning.

We do not need offices around the globe, because most of our work is done by virtual meetings, email and conference calls.

Wherever you and your hotel are located, we can handle it!

We do not need offices around the globe to bring our international expertise to your hotel matter, because most of our work is done by virtual meetings, email and conference calls. We transparently work across all time zones, making our physical office location immaterial. This is nothing new for us; we have serviced clients worldwide for decades.

We use our international hotel industry knowhow to help senior executives develop the best approach to set and achieve their goals for both hotel business and litigation projects. With our hotel business experience, important points will not be missed before the opportunity window closes. We provide guidance on market terms for the hotel industry and offer time-tested alternative solutions to international hotel industry matters.

Who do you choose? Your regular trusted advisors, a big international law firm, or the international hotel experts?

It is always easier to work with the professionals you have used successfully before. If they or a (seemingly) more "convenient" firm has international hotel business and legal experience even close to ours, then you should hire them. But compare their hotel qualifications to [our credentials](#) first . . . and then decide. We don't know any other law firm – even the largest international firm – that has the hotel-specific business and legal experience we have, or they might be a good choice.

Local or regional advisors are a good choice for handling local law permits or regulatory issues (and we work with them frequently for that), but the overwhelming portion of our clients' hotel projects that we work on does not even involve local law issues. They are shaped by international hotel industry business standards and the hotel-specific legal issues surrounding them.

Unequaled international hotel business and legal experience

We have more than 30 years of international hotel business and legal experience working with lenders, owners, developers, independent management companies and capital providers. Our experience is grounded on the work we have done on more 4,700 hotel properties worth more than \$125 billion – experience that will benefit you no matter where you are.

We have been engaged by some of the best known names in the industry, including Disney, MGM Resorts, Trump, Michael Dell and others. We have worked on some of the world's most iconic, luxury and ultra-luxury hotels such as The Plaza in NYC, Turnberry Resort & Spa, Mandarin Oriental Costa Rica, Las Ventanas al Paraiso Cabo, Four Seasons Mexico City,

No other law firm – even the largest international firm – has the hotel-specific business and legal experience that we have

Acapulco Princess Resort, Baja Mar Hotel & Casino Nassau, Porto Montenegro Resort, Residences & Spa, Ritz-Carlton Bali, InterContinental Jakarta, and Regent Hotels in 14 countries.

We have negotiated, re-negotiated, terminated, defended, litigated, arbitrated and advised on more than 2,800 hotel management agreements and franchise agreements around the globe. We have a virtual data base of deal term experience that covers nearly every brand and brand family of the international brands as well as many dozens of independent hotel operators.

Seamless hotel industry advice

JMBM's Global Hospitality Group® offers seamless hotel business and legal advice. Our hotel team members work on nothing but hotel deals every day, every month, and every year – and have done so for more than 30 years. We know who to call, and how they do business.

Wherever you and your hotel project are located, we can help. Contact Jim Butler to explore your hotel matter. +1-310-201-3526 or jbutler@jmbm.com.