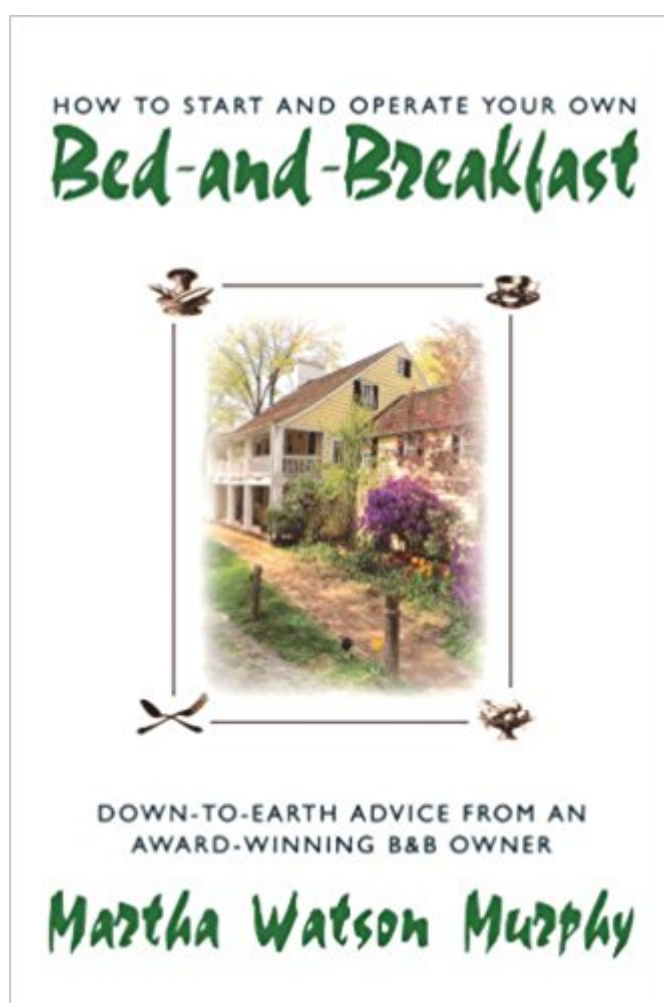


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How To Start And Operate Your Own Bed-and-Breakfast: Down-To-Earth Advice From An Award-Winning B&B Owner



Synopsis

Down to earth advice from an award-winning B&B owner. Illustrated with charming line drawings and lightened by real-life anecdotes, this is an easily accessible guide to an ever growing small-business niche.

Book Information

Paperback: 224 pages

Publisher: Holt Paperbacks; 1st edition (May 15, 1994)

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Average Customer Review: 4.2 out of 5 stars 13 customer reviews

Best Sellers Rank: #886,487 in Books (See Top 100 in Books) #46 in [Books > Travel > Food, Lodging & Transportation > Bed & Breakfasts](#) #1634 in [Books > Business & Money > Industries > Hospitality, Travel & Tourism](#) #5969 in [Books > Business & Money > Small Business & Entrepreneurship > Entrepreneurship](#)

Customer Reviews

Martha Watson Murphy is the owner of Murphy's B&B in Narragansett, Rhode Island. She teaches a seminar based on the book at Brown University's Learning Community.

While this title is a little out of date (published in 1994), its essence is still accurate. From the beginning of time, a successful innkeeper has to provide certain services in order to create a successful, growing business. Martha Murphy tells the budding host the essentials of hospitality, starting with your attitude, the house you're using, the beds and their care, bathrooms, meals, how to handle guests, marketing and the importance of record keeping. There are also plenty of stories about good guests and how to keep the "bad" ones from coming back (tell 'em you're already fully booked the next time they call). What is missing is modern information about marketing through the internet, which was in its infancy in 1994. Other than that, the information is priceless and timeless. The book also makes it pretty clear that hosting a B&B is WORK. You're not going to get rich by simply changing the sheets and hanging out a sign.

Relevant useful info for all thinking about the exciting B&B world. Be prepared to work hard and enjoy the client as you go.

The tone of this book is as lovely as I'm sure the author/innkeeper is. She's experienced at her business and her craft of teaching the art of owning a Bed and Breakfast. This is one of many books you should purchase/read if you are interested in this field. Look for others (So-You Want to Be an Innkeeper: The Definitive Guide to Operating a Successful Bed-And-Breakfast or Country Inn, for example) for more hard-core business advice, and "I'm Living Your Dream Life: The Story of a Northwoods Resort Owner, for true a taste of owner experience in the business

very readable, helpful, and honest.

This book is a good introduction to the Bed & Breakfast business; I'm glad I read it first. It contains useful information and the tone is pleasant and light. But it is just a little dated (almost 10 years old), and you need to read several more books to get all the information you need (such as The Complete Idiot's Guide. . .)

In great condition.

If you've just been bitten with the idea of starting a B & B as I have, this is a good book to start with. Lot's of info, with just enough detail to keep it from being a text book. I'm looking ahead to about 10 years before I go this route in my retirement, and this is a book I will always keep handy. It answered questions I didn't even know I had at this stage and kept my feet on the ground without bursting my bubble as some other books did.

Helpful if you want to set up your whole home as a B& B. I was looking to set up a portion of my home as a weekend rental.

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