

PREMIUM HOSPITALITY BRIEF

The Premium Hospitality Operator's Brief

The post-suite layer for the top 10% of your relationships.

PARTNER BRIEF

Private. Not for redistribution.

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Why this brief exists

Premium hospitality leaders — suite directors, sponsorship principals, club operators — have already solved the in-venue experience. The harder problem is what happens between events. The relationships that pay for the suite, the box, the table, are not maintained by the event itself. They are maintained year-round, in the spaces between.

Elegasea exists for that gap. We are the private-access layer that runs in parallel to your venue and brand — yachts, residences, F1 weekends, owner-level access in Monaco, the Caribbean, Saudi, NEOM — quietly arranged, attribution preserved, no public marketplace exposure.

How Elegasea works for hospitality leaders

You bring the introduction. We hold it privately and route to the right operator within hours. Your relationship stays yours. Your credit stays attached. The client never sees a marketplace, a price grid, or a public listing.

We do not compete with your venue. We do not sell what you sell. We sit downstream of the suite and the season ticket — in the personal calendar of the principal, where their family travels, where they take meetings off-grid, where the next year of relationship value gets earned.

The work is built around restraint. Discreet routing, written briefs, owner-level operators only, and a partner attribution layer that preserves your introduction at every touch.

What is protected

- Relationship preserved — the principal stays your principal
- Attribution tracked — first-touch lock with a 30-day intro window
- Partner credit maintained across every routed experience
- Discreet routing — no marketplace, no listings, no public surface
- No outbound marketing to your introduced principals
- Client handoff documented in a private concierge file

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What happens after introduction

1. Brief — your introduction creates a private concierge file with context and constraints.
2. Route — Elegasea routes to the right owner-level operator within hours, not days.
3. Protect — your attribution and partner credit are preserved at every touch.
4. Report — a discreet status update so you stay close to the relationship.

Who this is for

- Suite, sponsorship, and premium club leaders managing seven- and eight-figure relationships
- Operators of executive lounges, owner clubs, founders' circles, and high-touch premium tiers
- Hospitality teams whose top 10% of accounts already travel privately
- Brands extending an event-year relationship into a year-round one

Who this is not for

- Mass-market loyalty programs or open-tier rewards
- Volume-based incentive trips at scale
- Public-facing sweepstakes, giveaways, or media campaigns

Next step

Email corporate@elegasea.com with the rough shape of your top tier — how many principals, where they travel, what is missing between events. We will reply with a private partnership note and a single recommended introduction to test.