

A&K GUIDE

# HOW TO SELL A&K VILLAS

*The finest global villa collection*



Abercrombie & Kent  
VILLAS

Speak to a villa specialist today  
03308 088 189 | [akvillas.com](http://akvillas.com)

# The A&K difference

Our range of luxury villas has been carefully selected to provide your clients with the highest level of comfort, facilities and service. With A&K, you're guaranteed the right choice every time



## ► Quality & assurance

Each of our luxury villas is inspected regularly to ensure that every expectation is met and exceeded, from the moment of arrival until the point of departure. With us, excellence is the norm.

## ► Our local team

As with any A&K booking, we have our own staff managing things on the ground. On-hand to welcome and support, we provide your clients with a local 24/7 emergency contact number for peace of mind. The local team will also ensure the house is maintained and stocked with all your clients' requirements.

## ► Exceptional service as standard

We understand that everyone's idea of a villa holiday may differ, so we've created a formula that offers your clients the flexibility and the freedom to design their holiday (with your and our assistance) to a tee. Here are just a few examples of the types of experiences our local teams can curate to make your clients' stay truly memorable.

**Private chef services:** these culinary artists cook with delicious seasonal and local produce, and cater to all tastes and group sizes, from large to small.

**Orientation tours, private transfers, wine tasting, and more:** our local teams will ensure that your clients are familiar with the surrounding area and that they don't miss out on a single thing while on holiday.

**Shopping services:** from a pre-stocked drinks fridge to a mid-week grocery shop, organising everything ahead of schedule will make sure that your clients won't need to worry where their next meal is coming from while at their villa.

**Bespoke service options:** we can organise everything from in-villa parties and cookery classes to yacht charters and helicopter flights. Thanks to our little black book, developed over years of far-reaching and wide-ranging requests, we can help you accommodate the wishes of every client.



THE BLISS ESTATE, CORFU

## More than 600 luxury properties to choose from in destinations throughout the world

### CARIBBEAN DESTINATIONS



### TURKS & CAICOS



### EUROPEAN DESTINATIONS



FRONT-COVER VILLA: VILLA MYSTIKO, SANTORINI

## Beach villas

From the sun-drenched Côte d'Azur to the hidden coves of Majorca, these luxury coastal villas enjoy a privileged location close to some of the world's best beaches



**BEDROOMS: 8 SLEEPS: 16**

**Villa Dieci Stelle, Sardinia**



**BEDROOMS: 5 SLEEPS: 10**

**Villa Neptune, Côte d'Azur**



**BEDROOMS: 5 SLEEPS: 10**

**Lara Waters, Turks & Caicos**



**BEDROOMS: 4 SLEEPS: 8**

**Villa Meleda, Croatia**



**BEDROOMS: 5 SLEEPS: 10**

**Villa la Silda, Majorca**



**BEDROOMS: 8 SLEEPS: 16**

**Aguarhea Estate, Corfu**



**BEDROOMS: 8 SLEEPS: 16**

**La Limonaia, Tuscany**



**BEDROOMS: 7 SLEEPS: 14**

**The Messel Estate, Barbados**



**BEDROOMS: 5 SLEEPS: 10**

**La Borie, Provence**



**BEDROOMS: 8 SLEEPS: 16+2**

**La Marchesa, Lake Como**



**BEDROOMS: 5 SLEEPS: 10**

**Villa Can Tierra, Majorca**



**BEDROOMS: 7 SLEEPS: 14**

**Villa Ramatuelle, Côte d'Azur**

## Large group villas

Whether it's for a celebration with a long guest list, or a break for the whole family, our portfolio of large luxury villas ticks all the boxes



**BEDROOMS: 7 SLEEPS: 14**

**La Maroma Estate, Andalusia**



**BEDROOMS: 11 SLEEPS: 21**

**Farleigh Wallop, England**



**BEDROOMS: 4 SLEEPS: 8**

**La Mignonne, Provence**



**BEDROOMS: 8 SLEEPS: 16**

**Soukia Cove, Corfu**



**BEDROOMS: 9 SLEEPS: 16+2**

**Le Mas d'Elise, Provence**



**BEDROOMS: 8 SLEEPS: 12+4**

**Simeroma, Crete**



**BEDROOMS: 1 SLEEPS: 2**

**Gardenia Lodge, Turks & Caicos**



**BEDROOMS: 5 SLEEPS: 8+6**

**Villa Estila, Majorca**



**BEDROOMS: 6 SLEEPS: 12**

**Quinta da Alegria, Portugal**



**BEDROOMS: 10 SLEEPS: 20**

**The Gallery, Anguilla**



**BEDROOMS: 7 SLEEPS: 10+4**

**Dalmatian Dream, Dubrovnik**



**BEDROOMS: 6 SLEEPS: 12**

**Casa degli Agrumi, Amalfi Coast**

## Villas for the local life

Perfect for clients who wish to feel immersed in the local lifestyle, these villas provide easy access to nearby towns and their attractions – from the weekly market to the quaintest cafés

## Fully serviced villas

These luxury properties are sure to please clients looking for the benefits of hotel service with the peace and privacy of a villa holiday



**BEDROOMS: 16 SLEEPS: 18+17**  
**Mas Mateu, Catalonia**



**BEDROOMS: 9 SLEEPS: 18**  
**Mas Royal, Provence**



**BEDROOMS: 6 SLEEPS: 10+2**  
**Villa Destiny, Algarve**



**BEDROOMS: 10 SLEEPS: 20+2**  
**Il Convento dei Cappuccini, Umbria**



**BEDROOMS: 13 SLEEPS: 26**  
**The Aerial, BVI**



**BEDROOMS: 12 SLEEPS: 23+4**  
**Villa Cetinale, Tuscany**

## Resort villas

A quiet villa with access to all the facilities of a luxury resort is the ideal choice for clients seeking a stress-free holiday in the sun



**BEDROOMS: 12 SLEEPS: 24**  
**Sandy Lane Estate, Barbados**



**BEDROOMS: 6 SLEEPS: 12**  
**Villa del Mar, Andalusia**



**BEDROOMS: 5 SLEEPS: 10**  
**Villa Dahlia, Côte d'Azur**



**BEDROOMS: 5 SLEEPS: 10**  
**Villa Turquoise, Barbados**



**BEDROOMS: 3 SLEEPS: 6**  
**Villa Alba at Rosewood Castiglion del Bosco, Tuscany**



**BEDROOMS: 2 SLEEPS: 4**  
**The Villa at Grace Santorini, Santorini**

# A&K's top tips

Sometimes your client knows just what they want. Other times, they need your expert guidance. These questions will help you establish the kind of villa from our portfolio perfectly suited to them

## ► What's your client's budget?

Knowing your client's budget upfront helps you to provide realistic expectations and source the best-value properties for their needs.

## ► Are they flexible with travel dates?

Villa availability and rates can vary dramatically throughout the year. Knowing how flexible your client's travel dates are allows you to narrow down or open up their options.

## ► Self-drive or chauffeur-driven?

Is your client happy to drive themselves, or do they wish to be driven? This influences not only the villa location, but also the budget requirements, as private transfers and hire cars both incur costs.

## ► Are they travelling with children?

If so, how old are they? When guests include young children, child-safety features such as pool alarms are often paramount to ensure peace of mind. With older children, annexes, en suites and other features allowing for more independence often appeal.

## ► Beach or countryside?

Does your client wish to be beside the sea, or are they happiest in evergreen fields? Knowing this will help you determine the best European destination and villa type for them.

## ► Fully serviced or self-catering?

Many of our villas offer optional extras, such as grocery shopping and in-house chef services. Find out what service level your client is interested in to establish the right villa and extras for them.

## ► How will they spend their time?

Will they be whiling away the days poolside, or heading out on regular excursions? Knowing how your client plans to spend their holiday will help you focus on villas with the right amenities and in a suitable style.

## ► What are their passions?

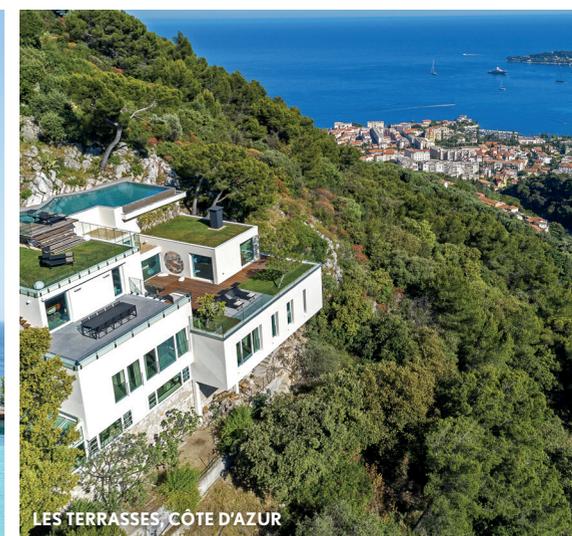
Are they wine enthusiasts? Amateur historians? Lovers of the great outdoors? Your client's interests will help guide you to their perfect property. It can also influence the extras they're interested in arranging with us, such as guided tours and tastings.



IL CONVENTO DEI CAPPUCCINI, UMBRIA



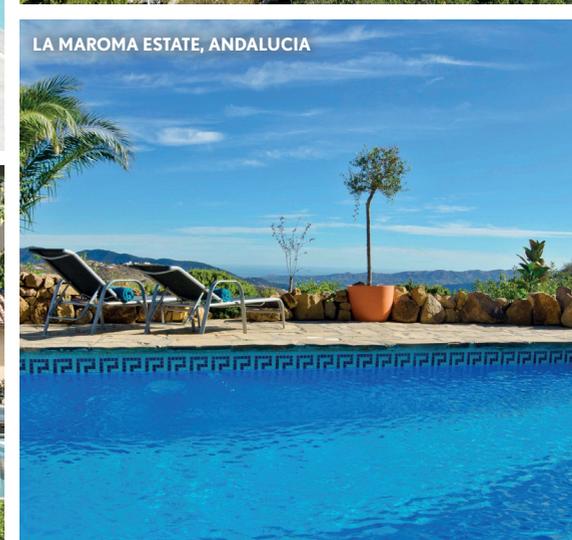
VILLA OCTAVIA, CRETE



LES TERRASSES, CÔTE D'AZUR



CHATEAU D'ESTOUBLON, PROVENCE



LA MAROMA ESTATE, ANDALUCIA

“We had all the amenities of a world class hotel,  
but the privacy away from the crowds for our  
family. Our pool was beautiful and the location  
of the villa was excellent.”

*Mr H., with reference to a stay at Villa Falesia, Portugal*



Abercrombie & Kent  
VILLAS

Speak to a villa specialist today  
03308 088 189 | [akvillas.com](http://akvillas.com)