



## The Shore Club - General Manager

- Bermudian born and raised
- International experience in Washington D.C., Hawaii, Mexico, and Bermuda
- Experience with Four Seasons Hotels & Resorts, Rosewood Hotels & Resorts, as well as independently owned and operated hotels and resorts
- Management career progression starting in Food & Beverage, then evolving through Spa/Health Club/Activities, Rooms Division, Hotel Manager, Managing Director/General Manager
- Fluent in Spanish
- Bachelor of Science Degree - International Hotel Management - University of Buckingham, U.K.
- Chairman of the Board - Bermuda Tourism Authority
- Member of YPO

Thank you kindly for allowing me to introduce myself, Paul Telford, son, father, and passionate hotelier. I am a dual citizen of the U.S. and Bermuda, who has lived, studied and worked in Bermuda, the United States, including Hawaii, the United Kingdom, and Mexico. I have two children from a previous marriage who live with their mother in the Washington, DC area.

I am a passionate hotelier who fell in love with Hotels at the age of 18 while working as a bus boy at the Elbow Beach Hotel in Bermuda. I was seduced into the industry by the environment, my colleagues, the travelers I met, the sights, sounds, and smells of the hotel.

Wanting to grow my hospitality career, I chose to study International Hotel Management in the U.K. The decision to study in the U.K. was based on my desire to learn about hotel management in Europe, what I considered at the time to be the birthplace of the hotel industry. My experiences of working in various countries over the years has taught me that the industry is rich with tradition in so many places around the world, not just Europe, and each place has its own special way of executing warm, polished hospitality.

As a senior leader, I consider myself as having a strong operations background which allows me to work well with teams throughout the resort, contributing innovative ideas to unique challenges. I am highly competitive, focusing efforts on producing results, working hard, and having fun. I also believe in the importance of being the 'cheerleader' for the team, coaching them to become their absolute best, challenging them to constantly move the needle, getting to know them well, supporting them when necessary and ensuring that they know how much their individual effort makes the difference.

Having managed through brand changes/re-flagging, resort openings, receivership, ownership changes, closure, renovations and relaunches, I believe I'm well equipped to adapt to a new resort relatively quickly.

It is an honor to join team Hartling as the General Manager of The Shore Club. The resort is absolutely stunning and the team has great potential. I truly look forward to meeting all of The Shore Club owners in the weeks and months ahead.

Warmest regards,

Paul D. Telford