

**Parr, Christine E. (BA) (FBI)**

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**From:** Andy <andy@execvillas.com>  
**Sent:** Friday, August 27, 2021 2:10 PM  
**To:** Parr, Christine E. (BA) (FBI)  
**Subject:** [EXTERNAL EMAIL] - FW: September statment

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**From:** Marilyn Mosby <marilynmosby@hotmail.com>  
**Sent:** Friday, November 27, 2020 3:38 PM  
**To:** Felipe <felipe@execvillas.com>  
**Cc:** Andy <andy@execvillas.com>  
**Subject:** Re: September statment

Still waiting on the updated statement.

Sent from my iPhone

On Oct 21, 2020, at 12:38 PM, Felipe <[felipe@execvillas.com](mailto:felipe@execvillas.com)> wrote:

Hi Marilyn, I hope that you are fine!

Attached the September statement as per your request.

Thank you,

**Best regards,**

**Felipe Jorge**  
**Executive Villas Florida**  
[www.executivevillasflorida.com](http://www.executivevillasflorida.com)  
Email: [felipe@execvillas.com](mailto:felipe@execvillas.com)

<EscrowMonthly.pdf>

**From:** Marilyn Mosby <[marilynmosby@hotmail.com](mailto:marilynmosby@hotmail.com)>  
**Sent:** Monday, November 23, 2020 4:20 PM  
**To:** Felipe <[felipe@execvillas.com](mailto:felipe@execvillas.com)>; Andy <[andy@execvillas.com](mailto:andy@execvillas.com)>  
**Subject:** Fwd: Management Presentation

Sent from my iPhone

Begin forwarded message:

**From:** Marilyn Mosby <[marilynmosby@hotmail.com](mailto:marilynmosby@hotmail.com)>  
**Date:** November 23, 2020 at 12:59:08 PM EST  
**To:** Andy <[andy@execvillas.com](mailto:andy@execvillas.com)>  
**Cc:** Felipe <[felipe@execvillas.com](mailto:felipe@execvillas.com)>  
**Subject:** Re: Management Presentation

Please give me a call. 617-633-8328.

Sent from my iPhone

On Nov 23, 2020, at 11:26 AM, Andy <[andy@execvillas.com](mailto:andy@execvillas.com)> wrote:

Hi Marilyn

Sorry I dot understand what you are asking us

Sorry if I'm missing something ? did you get the October statement ?

**Executive Villas Florida**  
8390 Champions Gate Blvd Suite 100  
Davenport  
33896  
1-800-563-1222  
[www.executivevillasflorida.com](http://www.executivevillasflorida.com)

**From:** Marilyn Mosby <[marilynmosby@hotmail.com](mailto:marilynmosby@hotmail.com)>  
**Sent:** Monday, November 23, 2020 9:49 AM  
**To:** Andy <[andy@execvillas.com](mailto:andy@execvillas.com)>  
**Cc:** Felipe <[felipe@execvillas.com](mailto:felipe@execvillas.com)>  
**Subject:** Re: Management Presentation

Andy,

Do you all intend to send me another invoice for payment? I still haven't received the total amount received for last month's renter. I look forward to your response.

Thanks,  
Marilyn

Sent from my iPhone

On Nov 19, 2020, at 12:15 PM, Marilyn Mosby <[marilynmosby@hotmail.com](mailto:marilynmosby@hotmail.com)> wrote:

Perfect! Thank you. Do you all intend to send me an updated statement for October?

Sent from my iPhone

On Nov 18, 2020, at 8:06 PM, Andy <[andy@execvillas.com](mailto:andy@execvillas.com)> wrote:

Hi Marilyn

I have sent this out to some agents and has some positive feedback

I'm just waiting on our computer software people to see if they can add it on the back end also but they believe they can no issues

Sent from my iPhone

On Nov 17, 2020, at 10:51 PM, Marilyn Mosby <[marilynmosby@hotmail.com](mailto:marilynmosby@hotmail.com)> wrote:

It doesn't make sense to increase the rental fee, where you get 15% of that amount for a cleaning fee.

Why can't you charge a cleaning fee for those that stay 7 days or more the same way that you charge a cleaning fee for those that stay 5 days or less or the same way you charge an additional fee directly paid by the renter for pool heat?

Sent from my iPhone

On Nov 17, 2020, at 7:02 PM, Andy <[andy@execvillas.com](mailto:andy@execvillas.com)> wrote:

Hi Marilyn

I apologize if you misunderstood regarding the cleaning as that's normally something we go over and is in our presentation etc. When you asked the question also below in the email I see I may not have answered it clearly enough so my apologies if its not been made clear.

I have attached the occupancy report for the property so you can see the reservations and the dates of the bookings and length.

To explain maybe a little more regarding the cleaning its similar to the hotel concept. If you book a hotel you pay a total price which is what the room is. Its not broken down for you as a guest where the room is x amount and then you pay the cleaning on top as a guests as its all in one price.

What we could do is increase the weekly rate by say \$200 which then means in effect the future reservations you are not paying for the clean as we have increased the rate to absorb it ? Also on any booking over 7 nights you will also be beneficial as the increase would be per night ?

Please let me know if this would work and we can start to implement it

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**From:** Marilyn Mosby <[marilynmosby@hotmail.com](mailto:marilynmosby@hotmail.com)>  
**Sent:** Tuesday, November 17, 2020 6:53 PM  
**To:** Andy <[andy@execvillas.com](mailto:andy@execvillas.com)>  
**Subject:** Fwd: Management Presentation

Sent from my iPhone

Begin forwarded message:

**From:** Marilyn Mosby <[marilynmosby@hotmail.com](mailto:marilynmosby@hotmail.com)>  
**Date:** November 16, 2020 at 5:40:31 PM EST  
**To:** Andy <[andy@execvillas.com](mailto:andy@execvillas.com)>  
**Cc:** Felipe <[felipe@execvillas.com](mailto:felipe@execvillas.com)>  
**Subject: Re: Management Presentation**

Andy,

I've asked to see the last total booking (Alan Hoff) so that I'm clear about what is and isn't being charged to me. The majority of the bookings are booked for more than 7 days and I don't intend to pay for their cleaning as some sort of incentive. That was not ever my understanding of our agreement.

Sent from my iPhone

On Nov 16, 2020, at 4:10 PM, Andy <[andy@execvillas.com](mailto:andy@execvillas.com)> wrote:

Hi Marilyn

I think you spoke to Felipe today regarding the cleaning on the property , I just wanted to drop you a line to clear things up so there is no issues

When you asked the question (copied below we mention the price ) I hope this clears it up a little more but to confirm on booking less than 7 nights the guests actually pay the cleaning and we pay it to you. Even though it shows on the monthly statement its cancels out as you are paid

I have show the example of a booking below showing the guests are charged it and you received the monies

I have also checked the future bookings which look great there is 76k of future reservations in place which looks great moving forward

If you have any queries please don't hesitate to reach out to me

<image001.jpg>

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**From:** Andy  
**Sent:** Wednesday, August 12, 2020 7:42 AM  
**To:** Marilyn Mosby <[marilynmosby@hotmail.com](mailto:marilynmosby@hotmail.com)>  
**Cc:** Felipe <[felipe@execvillas.com](mailto:felipe@execvillas.com)>  
**Subject:** Re: Management Presentation

Hi Marilyn

The cleaning on a 8 bedroom property is \$180 per clean and is performed after every guest. It's not a monthly fee it's as and when needed

We have around 30 -40 agents all around the world that supply us with reservations which means we are not reliant on one market place . As holiday seasons vary around the world it enables us to get to the occupancy levels we need to get to so our clients get a return on the investment. For example in January / February we have a large South American company we deal with who do a lot of bookings then as it's there summer holidays where as from the UK for example it's quiet as it's a different season

We are also linked into all the major websites like vrbo , booking.com , Agoda , Airbnb etc etc but this only gives us around 10% of our total revenue

The commission is 15% in any reservations we generate of you are to generate the booking it would be put in the system as a owner reservation and no 15% commission taken

Hope this answers the queries but please don't hesitate to ask if you have any more or would simply like to proceed

Regards

Andy

Sent from my iPhone

On Aug 12, 2020, at 7:35 AM, Marilyn Mosby <[marilynmosby@hotmail.com](mailto:marilynmosby@hotmail.com)> wrote:

How much are the cleaning services for an 8 bedroom house? Is there a monthly rate for the cleaning services as well? What mediums do you use to advertise the property? Do you only receive a commission on the rentals that you generate? How do you know the rental is generated by your advertisement?

Please let me know at your earliest convenience.

Thanks

Sent from my iPhone

On Aug 11, 2020, at 4:20 PM, Felipe <[felipe@execvillas.com](mailto:felipe@execvillas.com)> wrote:

Hi Marilyn,

First of all thank you for the opportunity to introduce our company to you.

Attached our management presentation for you appreciation.

We have a simple and easy contract that the owner can look and sign electronically.

We provide an username and password to access our portal that the owner can tracking the bookings, create your own bookings, check statements and etc..

If you have any questions please let me know,

Thank you,

Best Regards,

**Felipe Jorge**

**Executive Villas Florida**

**[www.executivevillasflorida.com](http://www.executivevillasflorida.com)**

Email: [felipe@execvillas.com](mailto:felipe@execvillas.com)

<Management Presentation.pdf>

<OccupancyReport.pdf>