

Here, There and Everywhere

When something new is brewing in lodging finance, Mike Cahill is usually around.

Mike Cahill likes to say that success is 50 percent timing. When he graduated from Cornell's hotel school in the early 1980s, he became the 11th employee of the now powerhouse HVS International. The timing was good, Cahill says, because HVS offered him several opportunities, such as the chance to co-found HVS Executive Search and the Microtel brand. But timing only explains a part of Cahill's rise. He's also productive.

In 1994, he and his wife, Jill, took a year off, traveled the world and came back with the idea to launch Hospitality Real Estate Counselors.

Denver-based HREC began small with a mission to be a real estate investment and advisory firm concentrating on hotels and casinos.

Today, HREC has offices in Denver and seven other cities. He created his brokerage component on the principle that his staff would operate only as a team, rather than according to the traditional model where brokers under one roof compete with each other for clients. It's an approach that paid big dividends for

HREC, and Cahill says a number of hotel brokerage firms have since emulated his model.

He's particularly proud of his work on behalf of two industry think tanks, the Lodging Industry Council and the International Lodging Finance Council, both of which he serves as co-chairman.

It's safe to say that a sense of good timing explains Cahill's presence at so many critical intersections of the lodging industry. He

allows that he's entrepreneurial to the bone, good with numbers and has a love of marketing, which one could say safely explains the other 50 percent of his success. ■



Mike Cahill