

**Bill Stone**  
**Executive Managing Director**  
**Colliers International Hotels**

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Based in Toronto, Bill is Executive Managing Director of Colliers International Hotels, and co-leads the largest and most comprehensive hotel brokerage firm in Canada, specializing in the sale and financing of lodging properties, as well as providing financial and structuring advice. He has been involved in over 200 hotel transactions to on- and off-shore investors valued in excess of \$4 billion and his experience includes both single asset and portfolio sales covering independent and branded hotel assets up to almost 3,000 rooms, and ranging from two to five star assets. With a market share of nearly 80% in 2006 and an average of 55% over the last three years, Colliers has developed extensive relationships with today's strongest existing and emerging investors.

Bill brings a wide array of expertise having completed advisory and brokerage work in every province and at a minimum the top three markets within each province. He is an industry resource when assessing hotel values, and during management contract and franchise agreement negotiations.

Bill has specialized in hotel real estate since 1988 when he joined Colliers and prior to this, he handled numerous hotel feasibility studies and valuations, both domestically and internationally, for Laventhol & Horwath. He received his undergraduate degree from the University of Toronto and a diploma from the School of Hospitality and Tourism Management from Ryerson University. Bill is a former President and board member of the International Association of Hospitality Accountants. He sits on Ryerson University's Campaign Cabinet, one of the fundraising catalysts for its Faculty of Business. Bill is Co-Chair of the Canadian Hotel Investment Conference and is widely quoted across national media.