

**From:** Stephen Hanson <[REDACTED]>  
**To:** Lesley / Jeffs secretary / Epstein <[REDACTED]>  
**Subject:** Fwd: Service Supervisor/Trainer  
**Date:** Wed, 10 Sep 2014 18:56:36 +0000  
**Attachments:** PRIVATE.pdf.docx

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Can you open the below  
Take a look and I can call you regarding. But follow the trail and you will understand

Sent from my iPad

Begin forwarded message:

**From:** Benoit Gateau-Cumin <[REDACTED]>  
**Date:** September 10, 2014 at 2:44:07 PM EDT  
**To:** Stephen Hanson <[REDACTED]>  
**Subject:** Re: Service Supervisor/Trainer

Steve:

Can you open it now?

Benoit Gateau-Cumin  
Chief Recruiting Officer  
The Boutique Search Firm  
The Retained Source for Top Hospitality Talent  
1173 Rodeo Drive  
Los Angeles, CA 90035  
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Fax. (1) [REDACTED]  
<http://about.me/benoitgateaucumin>

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**From:** Steve Hanson <[REDACTED]>  
**Date:** Wednesday, September 10, 2014 at 8:45 AM  
**To:** Benoit Gateau-Cumin <[REDACTED]>  
**Subject:** Re: Service Supervisor/Trainer

I can not open. Can u send as a PDF

Sent from my iPad

On Sep 9, 2014, at 1:57 PM, Benoit Gateau-Cumin <[REDACTED]> wrote:

Steve:

See attached.

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**From:** Steve Hanson <[REDACTED]>  
**Date:** Tuesday, September 9, 2014 at 10:34 AM  
**To:** Benoit Gateau-Cumin <[REDACTED]>  
**Subject:** Re: Household Manager

Why don't you forward all that to me. Let me look at it all. Then forward it

Sent from my iPad

On Sep 9, 2014, at 12:12 PM, Benoit Gateau-Cumin <[REDACTED]> wrote:

If you want to go ahead, put me in touch with Leslie and I will prepare a contract for her review and signature, along with an invoice for our retainer.

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**From:** Steve Hanson <[REDACTED]>  
**Date:** Tuesday, September 9, 2014 at 7:50 AM  
**To:** Benoit Gateau-Cumin <[REDACTED]>  
**Subject:** Re: Household Manager

So what are the next steps?

Sent from my iPad

On Sep 8, 2014, at 7:29 PM, Benoit Gateau-Cumin <[REDACTED]> wrote:

OK

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**From:** Steve Hanson <[REDACTED]>  
**Date:** Monday, September 8, 2014 at 4:27 PM

**To:** Benoit Gateau-Cumin <[REDACTED]>  
**Subject:** Re: Household Manager

When u get going. Try both old and young. See how the interviews go.

Sent from my iPad

On Sep 8, 2014, at 6:51 PM, Benoit Gateau-Cumin <[REDACTED]> wrote:

“Happy people don’t leave.”

Private employment usually pays 20 to 25% higher than a public restaurant.

I’d be hard-pressed to tell you. I can get you a Floor Manager from the Four Seasons who is ready to face a lighter workload for less money. Would usually be on the senior side (50 or older).

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**From:** Steve Hanson <[REDACTED]>  
**Date:** Monday, September 8, 2014 at 3:04 PM  
**To:** Benoit Gateau-Cumin <[REDACTED]>  
**Subject:** Re: Household Manager

This salary is about?

Sent from my iPad

On Sep 8, 2014, at 5:57 PM, Benoit Gateau-Cumin <[REDACTED]> wrote:

Steve:

We are on the same page.

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**From:** Steve Hanson <[REDACTED]>  
**Date:** Monday, September 8, 2014 at 2:55 PM  
**To:** Benoit Gateau-Cumin <[REDACTED]>  
**Subject:** Re: Household Manager

We might be talking about the same thing  
Will the maître d direct service. In nyc this person just seats. Nothing to do with service  
We need a person to direct staff in proper service and actually perform this service  
We on the same page ?

Sent from my iPad

On Sep 8, 2014, at 4:18 PM, Benoit Gateau-Cumin <[REDACTED]> wrote:

Dear Steve:

Looking at it this way, we may not be the right channel to identify a super-captain type of profile.

I can get you a Maitre d' but nothing much below that level.

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**From:** Steve Hanson <[REDACTED]>  
**Date:** Monday, September 8, 2014 at 11:59 AM  
**To:** Benoit Gateau-Cumin <[REDACTED]>  
**Subject:** Re: Household Manager

He has a manager. If not a few

This is not what we are looking for. We are looking for a service person. A worker. Maybe a restaurant manager. Best would be a great high end 5\* actual server. A server from a real great 3\* nyc restaurant. A captain at a hotel restaurant.

Do not need someone with the below qualifications or needed salary. Maybe this is below your research and I possibly just need a great server employer. - if there is such ?

What do you suggest ?

We where looking

At the J1 program but they can not work in a private residence But some of those older j1 workers I have seen would have been perfect / if this info helps

So again. Any thoughts --as this is why I wanted to help start the process before I turn it over

Thanks

Sent from my iPad

On Sep 8, 2014, at 1:31 PM, Benoit Gateau-Cumin <[REDACTED]> wrote:

Dear Steve:

Thank you for your call. We would love to help your client in his search for a Household Manager, and have a few people at our fingertips who could meet the (potential) criteria. Whenever our high-net-worth clients seek a Household Manager, they look for someone who can, in addition to further improving overall service and security, can handle logistics and transportation when the family makes a seasonal move from one residence to another.

The salary for such a position would be between \$110K and \$140K, depending whether housing is provided.

Leslie would have to let me know of the following additional information:

How many members in the household

How many staff in the household

Any private vessel or jet

Entertainment: frequency and magnitude of same

Caribbean island: how frequent and long are the stays. Is the island "rented out" the rest of the time?

Our terms and conditions would be as follows:  
Our fee would amount to 30% of the base salary of the placed individual.  
Of that fee, one third is due upon agreeing to launch a search.  
The balance is due upon commencement date of the placed candidate.  
We guarantee all placements for a period of 12 months.

Once we have a signed agreement and our retainer has been paid, your client could expect to get a carefully chosen slate of candidates within a week or so.

Very best regards,

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