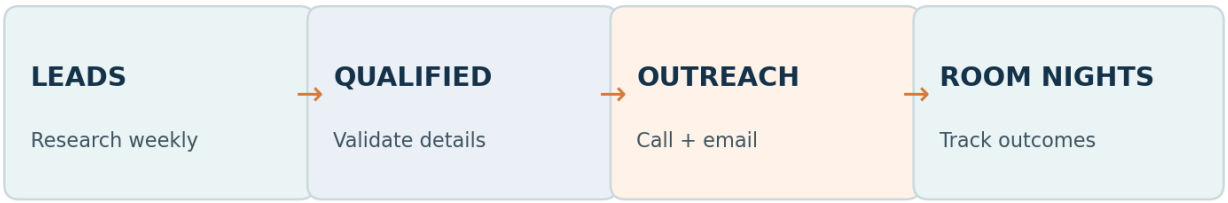
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Beyond the Nightly Stay

How Extended-Stay Hotels Can Win Construction Crew and Insurance-Related Business

A revenue-opportunity guide for extended-stay hotel owners and management companies | November 2026



Construction and insurance-related stays can create meaningful room-night opportunities. The difference between spotting demand and winning it is a consistent sales process. Dellisart Hospitality's Hotel Sales Max program helps hotels identify, qualify and pursue those opportunities.

Executive summary

A construction project may need rotating crews for weeks. A household displaced by property damage may need temporary accommodations while repairs are completed. Both can be attractive sources of extended-stay demand, but neither automatically becomes hotel revenue. Hotels need early intelligence, the right relationships, a credible property offer and disciplined follow-through.

- Construction opportunities often appear in permits, bid notices, contractor announcements and project databases before crews arrive.
- Insurance opportunities are commonly intermediated by temporary-housing companies, claims-related providers and relocation coordinators. A disaster declaration alone is not a hotel booking lead.
- AI can accelerate discovery and preparation, but every company, project, contact, timeline and coverage assumption must be independently verified.

1 | Construction: Find the project before the crew arrives



Step 1. Define the right project

Prioritize projects within a practical commute of the hotel: highway work, utilities, industrial builds, distribution centers, hospital expansions, school renovations, multifamily developments and disaster reconstruction. Look for multi-week schedules, out-of-town subcontractors, shift work and predictable headcount.

Step 2. Search for projects and contractors

Start with local city/county permit portals, planning commission agendas, state DOT project pages, SAM.gov, USACE district notices, and commercial construction intelligence services. Public permits can identify a project or applicant, but they do not necessarily confirm crew lodging demand.

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Act as a hotel sales research assistant. Find publicly documented construction projects within 25 miles of [HOTEL ADDRESS] scheduled or underway in the next 6 months. For each, provide project name, location, type, status, named general contractor, publicly available source URL, publication date and evidence of timeline. Do not invent contacts. Mark missing fields “not verified.”

Step 3. Locate the lodging decision-maker

Contact the general contractor’s project manager, superintendent, field operations coordinator, travel administrator, procurement team or subcontractor owner. Ask who handles lodging for traveling crews; the project owner is not always the buyer.

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Using this verified project: [PROJECT NAME + SOURCE URL], identify the contractor and any publicly listed office contact. Suggest likely job titles responsible for out-of-town crew accommodations. Separate sourced facts from assumptions and give a short phone script to identify the actual lodging buyer.

Step 4. Present a crew-friendly offer

- Quote weekly and 30+ night rates with taxes and local occupancy-tax rules checked.
- Lead with full kitchens, laundry, parking for work trucks, early breakfast, Wi-Fi and flexible extensions only when the property actually offers them.
- Clarify room mix, billing terms, deposits, cancellation rules, late arrivals and minimum nights.
- Ask for start date, number of rooms, length of stay, crew rotation and who authorizes payment.

Example: a hypothetical 14-room crew

A contractor needs 14 rooms for 42 nights. That is 588 potential room nights before cancellations or changes. At an illustrative $109 average room rate, gross room revenue would be $64,092, excluding taxes, fees and ancillary revenue. This is a scenario, not a market benchmark or forecast.

2 | Insurance: Become an easy temporary-housing option



Insurance-related lodging can arise after a covered fire, water loss, storm or other property event. Coverage, eligibility, duration, payment authorization and accommodation type depend on the policy and claims process. Hotels should not promise that an insurer will pay.

Step 1. Map the referral ecosystem

Research temporary-housing and relocation coordinators, claims service companies, third-party administrators, restoration firms and local insurance agents. The most relevant partner may be a placement coordinator rather than an individual insurance carrier.

Step 2. Register where appropriate

Sedgwick publicly describes a Temporary Housing Directory for property listings. Check property eligibility, geography, contractual terms and whether a hotel qualifies before applying. Research other housing placement networks and verify their current onboarding requirements directly.

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Identify established temporary-housing placement providers serving [COUNTY/STATE] for displaced insurance policyholders. Use official company pages only. For each provider, provide its verified website, whether it publicly accepts hotel or accommodation partners, the exact registration/contact page, and any stated eligibility requirements. Say “not found” rather than guessing.

Step 3. Prepare an insurance placement sheet

- One contact available to respond quickly, including after-hours escalation if staffed.
- Room inventory, kitchen facilities, accessibility features, pet rules, parking, laundry and proximity to affected neighborhoods.
- Weekly/monthly rate structure, taxes, extension policy and direct-bill capabilities if offered.
- Written process for authorization, payment responsibility, guest privacy and changes to stay dates.

Step 4. Build restoration and adjuster relationships

Approach restoration companies professionally as referral partners, not as a source of private claimant lists. Offer a simple availability sheet and a fast contact channel. Never request confidential claim details without proper authorization.

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Find licensed or established property restoration companies serving [CITY] that advertise fire, water or storm remediation. Provide official company URLs, office phone numbers published by the companies and evidence of service area. Suggest a respectful partnership introduction; do not search for private claimants or personal loss details.

Example: a hypothetical displaced household

A family needs 28 nights while repairs proceed. A hotel with an appropriate room configuration and approved payment terms may be considered by a placement coordinator. The booking is not secured until the authorized party confirms the rate, dates, room type and billing arrangement.

3 | Where to find qualified leads

SOURCE	WHAT IT HELPS FIND	START HERE
Local permit portals / planning agendas	Project name, address, applicant and status	Search “[county] building permit search” or planning agenda
State DOT capital project portals	Road, bridge and infrastructure schedules	Search the state DOT project database
SAM.gov / USACE	Federal construction solicitations and awarded work	sam.gov/content/opportunities
Construction Monitor (commercial)	Permit-based construction lead data	constructionmonitor.com
Dodge Construction Network (commercial)	Project intelligence and contractor data	construction.com
FEMA disaster declarations	Areas affected; market context, not individual leads	fema.gov/disaster/declarations
Sedgwick vendor network	Temporary-housing directory information	sedgwick.com/vendor-network
Restoration industry directories / local search	Restoration company partnerships	Verify company websites and licensing
LinkedIn / ZoomInfo (commercial)	Identify and verify relevant business decision-makers	Cross-check job roles and contact permissions

4 | AI prompts that move a lead toward a sale

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Evaluate these 12 sourced projects [PASTE LIST]. Score each from 1–5 for likely extended-stay fit based on verified distance, project duration, contractor travel footprint and project stage. Show your reasoning, cite each source, and flag all unknowns. Do not label any account “high intent” without supporting evidence.

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Draft a 90-word personalized email to the project manager at [COMPANY] about lodging for crews assigned to [VERIFIED PROJECT]. Mention only verified facts. Include our actual hotel features [FEATURES], distance [VERIFIED DISTANCE], and one clear question about who handles lodging.

AI SEARCH PROMPT | COPY & CUSTOMIZE
Create a call-preparation sheet for [TEMPORARY HOUSING PROVIDER] using only its official website and information I supply. Include possible partnership requirements, five qualification questions, a 30-second introduction and a follow-up email. Do not claim vendor acceptance or preferred status.

5 | Outreach examples

Construction email

Subject: Crew accommodations near [Project Name]
Hello [First Name], I noticed [Company] is involved with [verified project]. Our extended-stay property at [location] may be a convenient option for team members working nearby. We offer [verified features] and can prepare weekly or longer-stay pricing based on your crew schedule. Who coordinates lodging for this project? I would be glad to send a concise rate and availability proposal.
[Name] | [Hotel] | [Direct number]

Insurance placement introduction

Subject: Extended-stay availability in [Market]
Hello [First Name], I am reaching out from [Hotel] in [City]. We would like to understand your process for evaluating extended-stay accommodations for temporary housing placements. Our property offers [verified features], and our team can respond promptly to availability requests. Could you direct me to the appropriate lodging partner or vendor onboarding contact?
[Name] | [Hotel] | [Direct number]

6 | A 30-day Sales Max execution plan

Week 1 | Build the market map

Set a 15–25 mile catchment area, compile 20 sourced construction projects and 10 placement/restoration organizations, confirm hotel selling points.

Week 2 | Qualify the pipeline

Verify contractor names and project status, identify 15 likely business contacts, and confirm 5–10 legitimate housing-partner contact routes.

Week 3 | Begin targeted outreach

Make personalized calls and emails, send rate sheets where requested, log responses, and schedule follow-ups.

Week 4 | Convert and optimize

Review quotes, referrals, room nights booked, average rate, lost reasons and next actions. Re-rank opportunities based on verified buyer feedback.

7 | Sales Max scorecard

Track weekly: new sourced opportunities; verified decision-makers; first conversations; qualified room-night requests; proposals; bookings; booked room nights; realized average daily rate; and referral partners activated. A lead is not revenue, and an inquiry is not a confirmed booking.

Suggested CRM fields: source URL, source date, company, project/placement type, contact, role, verification status, expected arrival, estimated rooms, estimated nights, proposal value, next action, owner and outcome.

8 | Turn market opportunity into booked room nights with Hotel Sales Max

Knowing where to look is only the first step. Hotel Sales Max helps owners and management companies translate market intelligence into consistent sales execution: identifying relevant projects and placement partners, verifying decision-makers, developing a property-specific value proposition, managing outreach and follow-up, and measuring qualified leads, proposals and booked room nights. Results depend on market demand, hotel fit, pricing and execution; no booking volume is guaranteed.

Explore a property-specific opportunity assessment with Dellisart Hospitality. Discuss your hotel's location, room mix, extended-stay amenities and current sales coverage to determine whether Hotel Sales Max is a fit.

Learn more at https://www.dellisart.com/.

☐ Can management track qualified opportunities and actual room nights generated?

☐ Is every lead assigned an owner, next action and follow-up date?

☐ Are negotiated crew rates, billing terms and extended-stay amenities ready to share?

☐ Do you have verified relationships with temporary-housing coordinators or restoration companies?

☐ Can your sales team name five active construction projects within a practical commute?

Sources and verification notes

SAM.gov contract opportunities | https://sam.gov/content/opportunities

U.S. Army Corps of Engineers, Business With Us | https://www.usace.army.mil/Strategic-Partnerships/

FEMA Disaster Declarations Summaries v2 | https://www.fema.gov/openfema-dataset-disaster-declarations-summaries-v2

Sedgwick vendor network and Temporary Housing Directory | https://www.sedgwick.com/vendor-network/

Construction Monitor | https://www.constructionmonitor.com/

U.S. Census Building Permits Survey | https://www.census.gov/construction/bps/

Editorial note: examples, revenue arithmetic and suggested activity targets are illustrative. Confirm current vendor rules, data licenses, outreach compliance, local tax treatment and insurance payment terms before acting.