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Structuring Your Rental Business for Freedom and Growth



Steve Davis
Operto



Julie George
Million Dollar Host

Agenda:



My Story

:



Business Plan

:



Self Assessment



Julie's Structure

:



Secret Role

:



Tips/Takeaways



Did you know?

It is possible to work **ON** the business
NOT IN it....

Julie averaged 10 hours a week while managing 130 properties

My Story



My Story



AIRBNB PROPERTY MANAGEMENT

Airbnb Property Management Services

- Furnishing and setting up properties
- Creating Airbnb listings
- Guest communication
- Meet & greet guests in person
- Cleaning & maintenance
- Replenishment of consumables
- Laundry/linen service

Management Fee

- 25% of income received from Airbnb or direct bookings plus full cleaning fee from guest

Business Plan



Self Assessment

Tasks you
like doing

Tasks you **DON'T**
like doing

Your strengths

Your
weaknesses

Use a tool such as Toggle to track your time, assign a dollar value to these tasks to identify you are working on 'High Value' tasks and delegate the rest.

Self Assessment

Worksheet
available to
all attendees

BUILD YOUR TEAM

WITH THE MILLION DOLLAR HOST - JULIE GEORGE

Identify what you need help with in your business by completing this self assessment:

TOP TIPS

Put a dollar value on each task to identify that you are only working on 'High Value' tasks and outsourcing the rest.

TOP TIPS

Using an app like 'Toggle' to track your time spent on a task to provide an extra incentive to outsource.



IDENTIFY THE NEED OR THE PROBLEM

TASKS YOU LIKE DOING

TASKS YOU DON'T LIKE DOING

YOUR STRENGTHS

YOUR WEAKNESSES



IMPLEMENT YOUR NEW STRATEGY

- 1 Build out your Dream Organizational Chart and know exactly what role you want to play in your business!
- 2 Consider changing your narrative when recruiting your team... Offer up budding entrepreneurs a 'Business Opportunity' as opposed to a 'J-O-B'!
- 3 Pay handsomely and offer up Incentives and Bonuses to EVERY team member. When you SHARE the love with your team it will come back to you ten fold!
- 4 DO NOT be afraid to DELEGATE to other people and TRUST they will do a good job... because they are likely to do a GREAT job and make your life so much better!

NOW YOU'RE ON YOUR WAY TO WORKING *ON* YOUR BUSINESS, NOT *IN* IT!

Julie's Structure



Secret Role

6% commission
PLUS
Full Cleaning Fee

Property Host (Contractor)



Ensure properties are ready for the first guests including ensuring supplies are in place, internet is working, beds are made, keys work and inventory list accurate.



Screen guest inquiries and manage bookings. All guest communications.



Personal check in of guests (where possible) and be on-call during guests stay.



Cleaning and laundry of property. Preparing the property for new guests.



Reporting any claims or maintenance issues to the Property Managers to action.

Top Tip

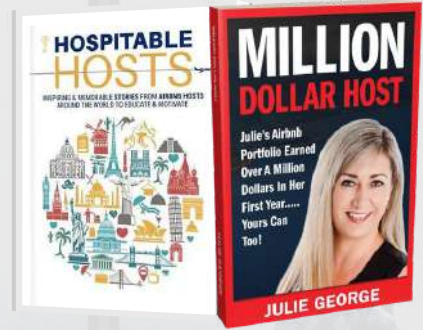
Do not reinvent the wheel... find
yourself a **coach/mentor** and fast
track your **success!!**



Mastermind Community, Consultations, Books & Templates available at:



www.milliondollarhost.com.au



Be sure to connect with Julie on Facebook, LinkedIn, Tik Tok & Instagram



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Thank you.

Q&A



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