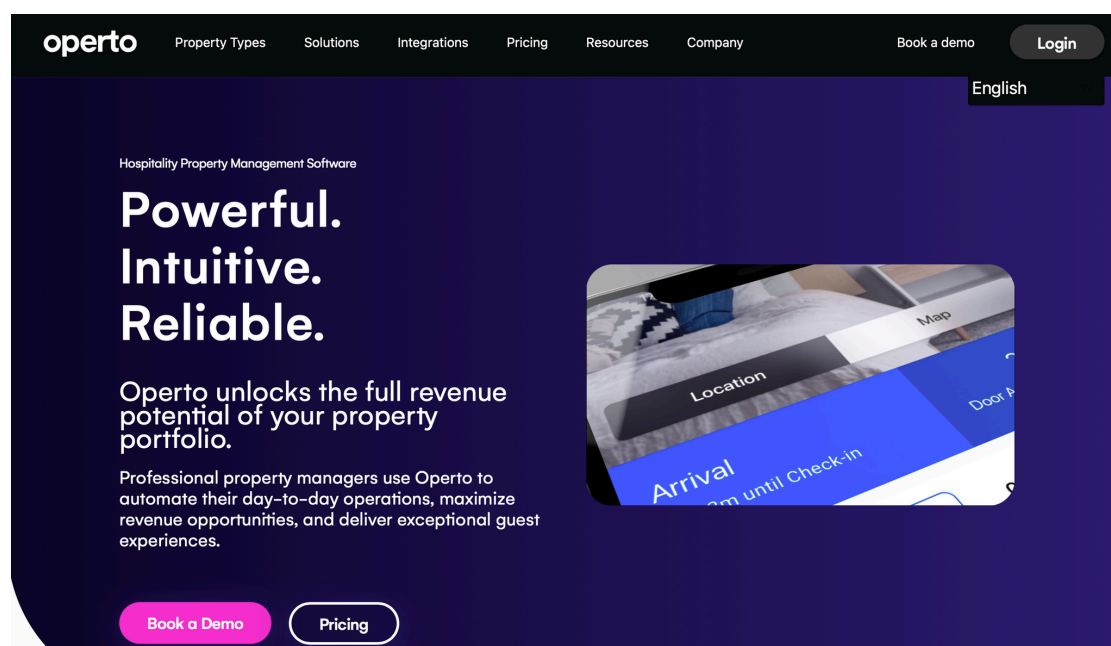


# VSA VENTURE SUCCESS ACADEMY

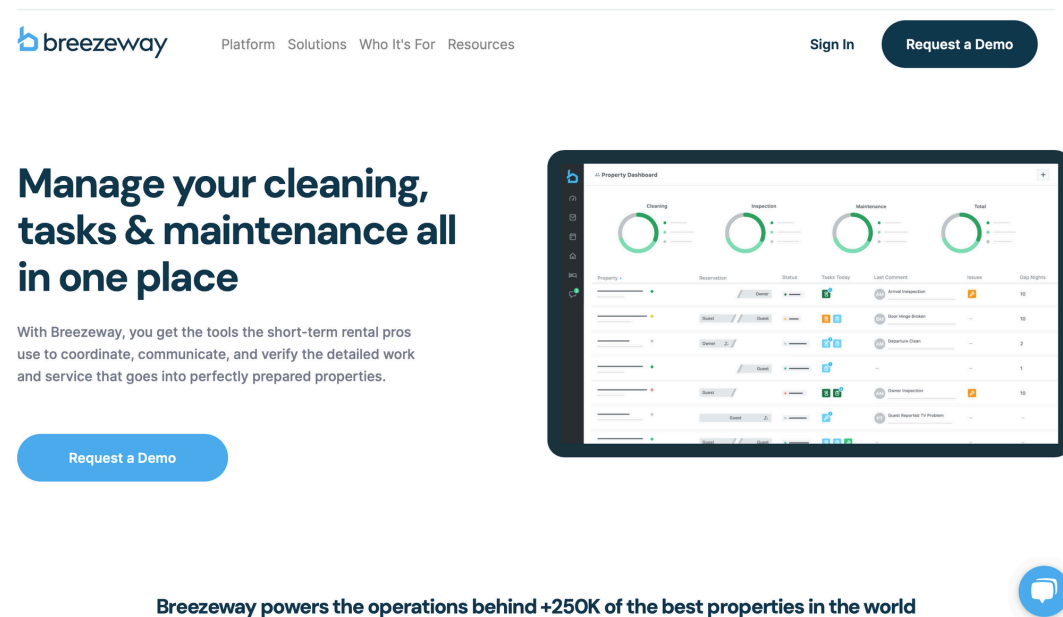
## Links to Build Your Airbnb Business

<https://operto.com> -



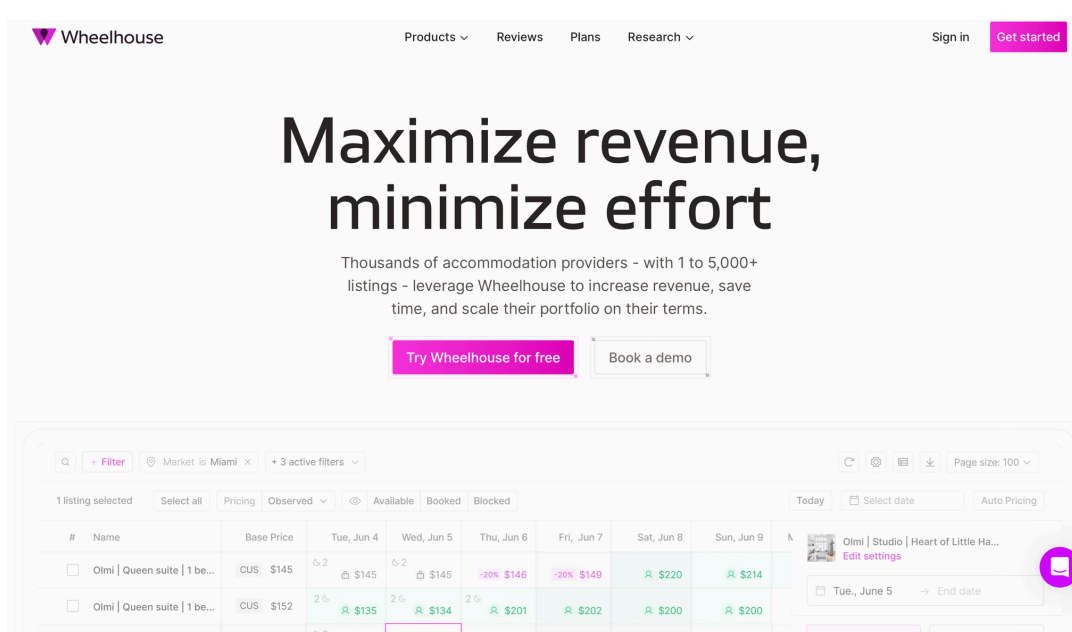
Operto was born from a desire to make life better for property managers - the busiest people we've ever met. The world's leading property automation system, Operto is a platform for managing short-term vacation rentals, hotels, and all types of guest accommodation. The purpose-built software combined with a curated range of smart home devices to offer property managers real-time visibility and control over their units. Automation features include integrated keyless entry, energy savings, noise and occupancy monitoring, as well as personalized in-suite technology designed to make guests feel at home.

<https://www.breezeway.io> -



Breezeway's property care and operations platform helps coordinate, communicate, and verify detailed work, and deliver the best service experience to clients. Breezeway is a mobile solution for intelligent property care and maintenance. Combining robust property profiles with straightforward task management, Breezeway enables managers and owners to improve the quality and efficiency of their operations and enjoy seamless rental turnovers. Its client's leverage Breezeway's integrated platform to conduct inspections, monitor property cleaning and readiness, and coordinate tasks with internal staff or remote service partners.

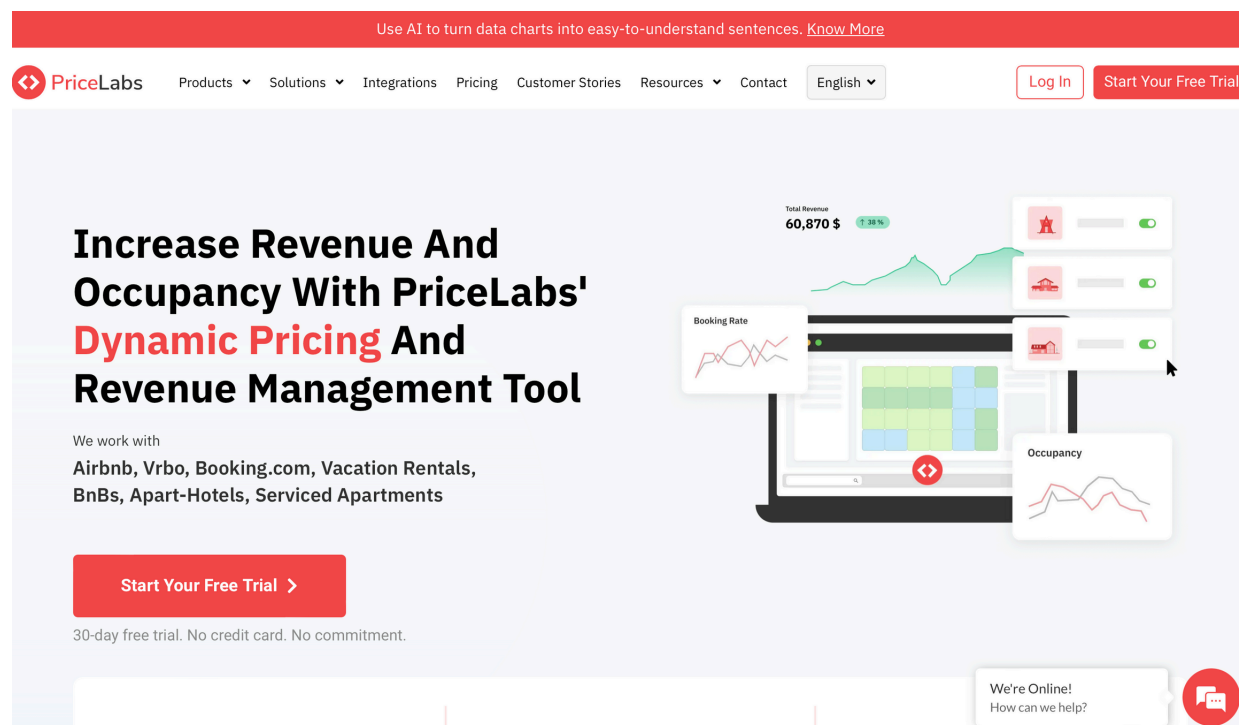
<https://www.usewheelhouse.com> -



Wheelhouse is an intelligent pricing platform using data-driven software and machine learning to help you earn more revenue. Wheelhouse is a business intelligence platform that helps turn the hosts & owners into superheroes. We're proud that thousands of hosts & owners have used our flagship product, data-driven pricing, to earn significantly more revenue from their business. Wheelhouse is a team of YC alums, data science PhD's, hedge fund engineers, product evangelists, and hustlers.

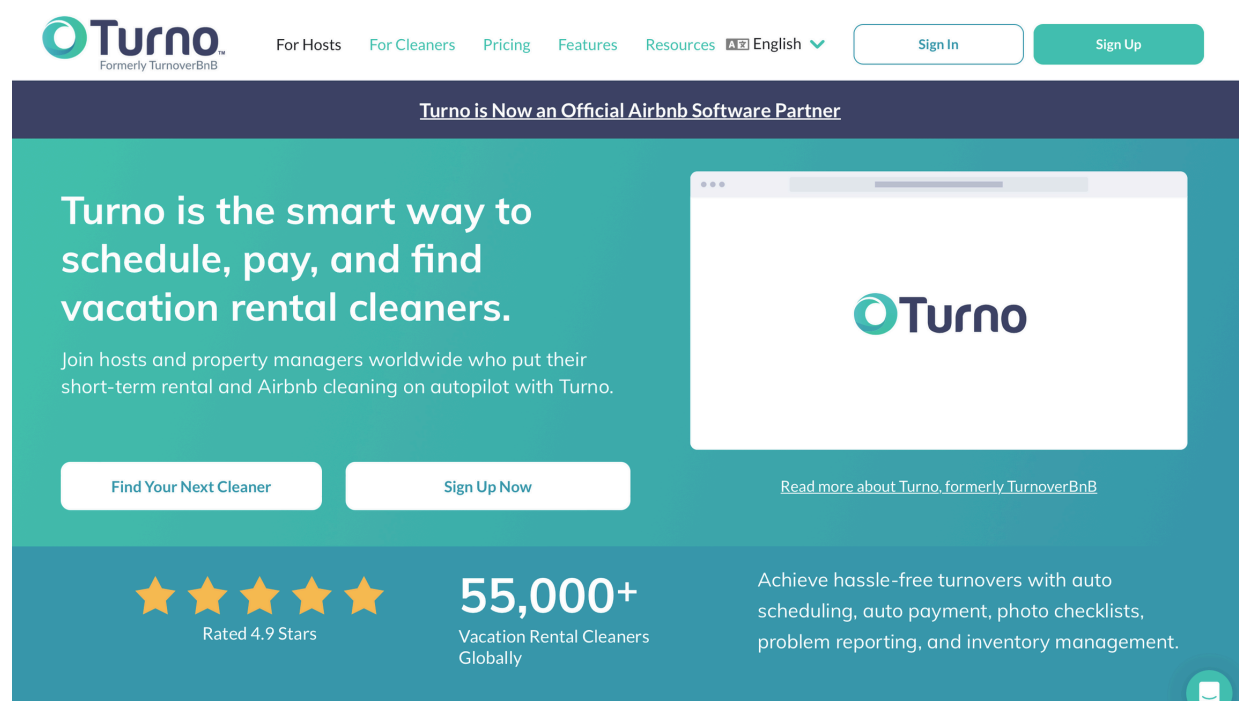
# VSA VENTURE SUCCESS ACADEMY

<https://hello.pricelabs.co> -



PriceLabs is a powerful web-based revenue management & dynamic pricing software for vacation and short-term rentals that integrates with various Property Management Systems. A data-driven approach, automation rules, and customizations to manage pricing and stay restrictions help vacation rentals increase revenues and save them hours in the process. With integrations to a growing list of channels and property management systems, automated revenue management is a few clicks away!

<https://turnoverbnb.com> -



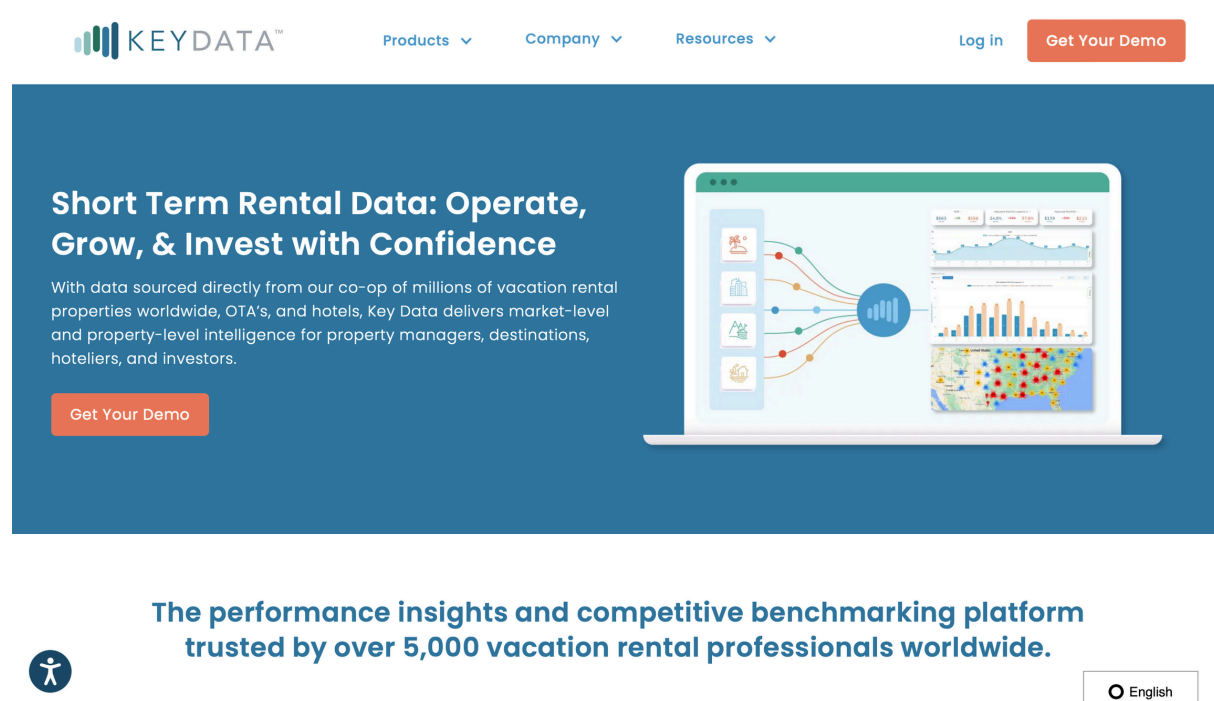
Turno, formerly TurnoverBnB, helps vacation rental Hosts simplify and automate cleanings. Easily find, schedule, and pay Airbnb cleaners. Centralize turnovers with auto scheduling, auto payments, checklists, photo sharing, inventory management, problem reporting, and more. Turno solves cleaning for the short-term rental industry. Formerly TurnoverBnB, Turno helps vacation rental hosts and property management companies simplify and automate recurring property services like cleaning. STR operators schedule, find, manage, and pay for turnover services – all on one easy-to-use, reliable platform.

With separate mobile apps for hosts and cleaners, Turno syncs guest calendars from all major booking platforms. Send secure payments automatically and manage invoices all on one platform. Offering 24/7 live customer support and available in six languages, features include auto scheduling, auto payment, in-app chat, and robust tools to improve efficiencies and ensure quality cleans every time. Unique in the industry, Turno's localized, vetted Cleaner Marketplaces include 25K+ STR cleaners across the United States, Canada, Europe, and beyond. Vacation rental operators can invite their current service providers to the platform as well as find and connect with experienced Marketplace cleaners.

- Automated Cleaner Scheduling
- Automated Cleaner Payments
- Checklists,
- Cleaner Marketplace
- Photo Documentation & Guidance Images
- Problem Reporting & Resolution
- Inventory Management
- In-App Chat
- Mobile and Web Apps
- 24/7 Live Customer Support

# VSA VENTURE SUCCESS — ACADEMY —

<https://keydatadashboard.com> -

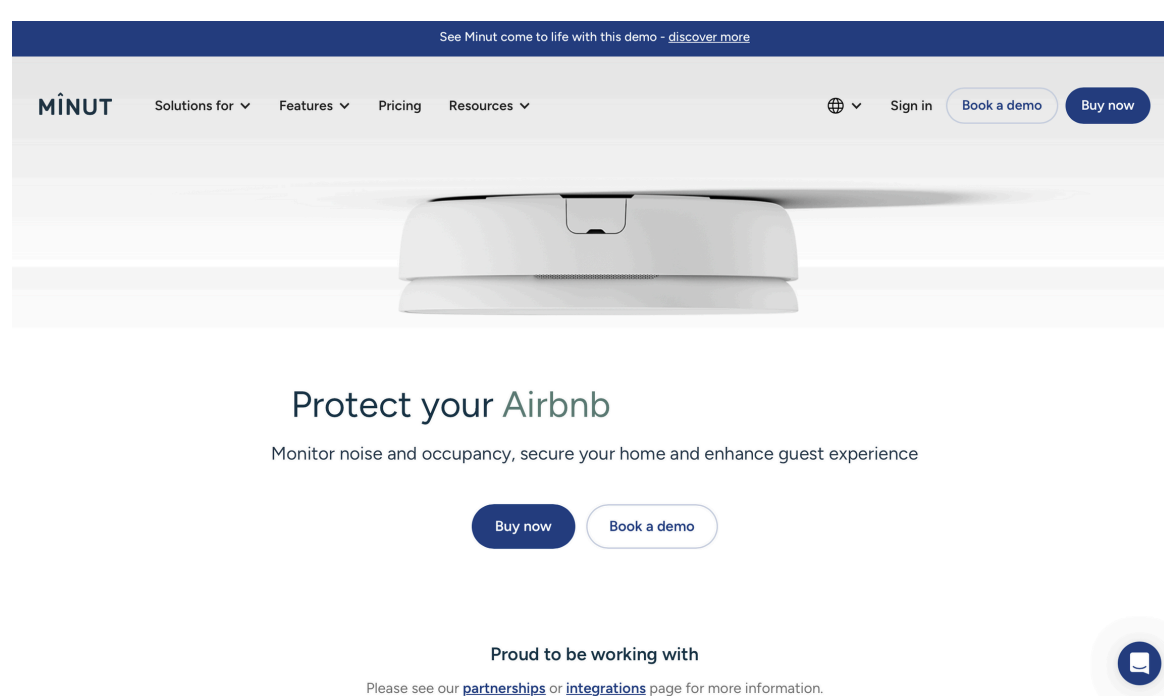


Key Data is committed to being the most trusted global solution for short-term rental market data, unlocking expert insights for every aspect of your business. Adapt your strategy to changing market trends in real time and compare your performance to competitors with the easy-to-use ProData Dashboard.

Key Data is committed to being the most trusted global solution of short-term rental market data, unlocking expert insights for every property manager, destination marketing organization, hotelier, and tourism business. By utilizing our intuitive dashboards, vacation rental professionals can access over forty key metrics they need to make data-driven decisions for their organization. From strengthening communications with stakeholders to confidently adapting to changing market trends, Key Data's insights provide industry leaders with the actionable insights they need to achieve their goals. Key Data aggregates historical and forward-looking data in real-time providing the hospitality industry with in-depth performance analysis and comparative data to understand your position in the market and areas for improvement.

- Streamlined & Automated Reporting
- Comprehensive Competitive Analysis Benchmarking & Performance Tracking
- Real-Time Data Insights
- Individual Owner Reports
- Informed Rental Projections

<https://www.minut.com> -

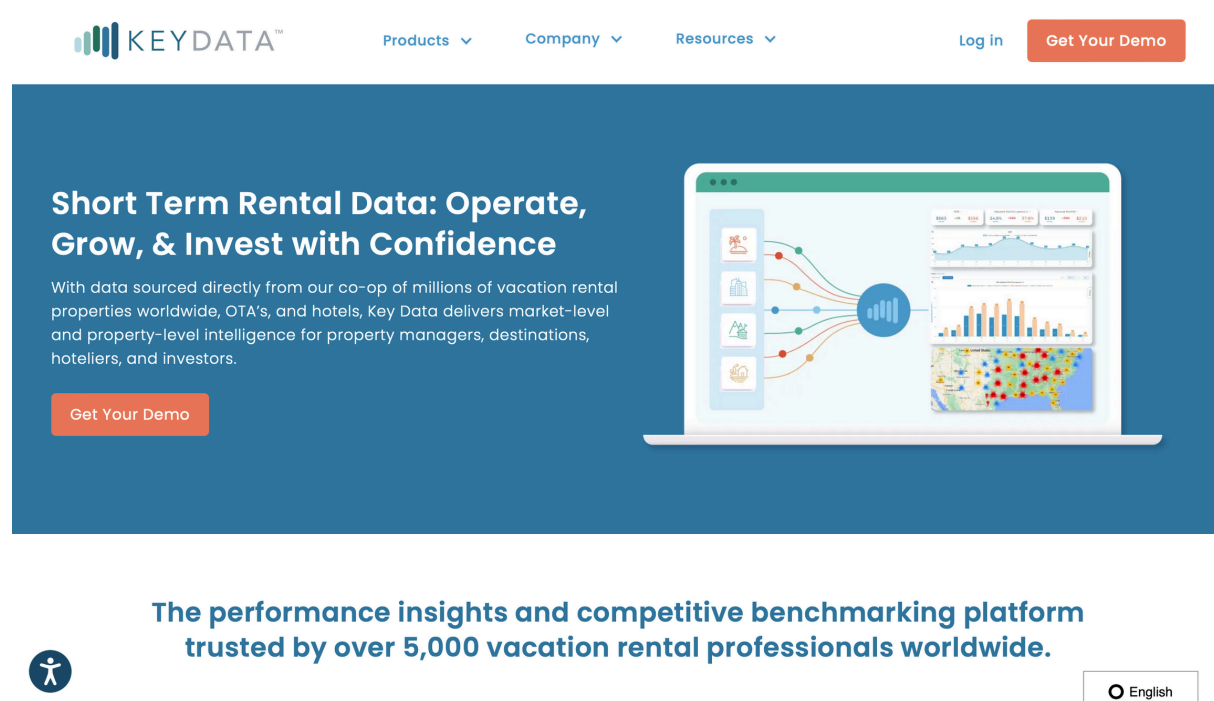


Minut is a privacy-safe noise monitoring device that also detects motion, recognizes other alarms and tracks temperature, is truly wireless and works anywhere in the world.

Minut is a computer software company that specializes in product design, hardware, electronics, software, IoT, and smart home. Its technology helps individuals to keep their house secure and manage their house security using their smartphones. The company was founded in 2014 and headquartered in Malmö, Skane Lan.

# VSA VENTURE SUCCESS — ACADEMY —

<https://keydatadashboard.com> -

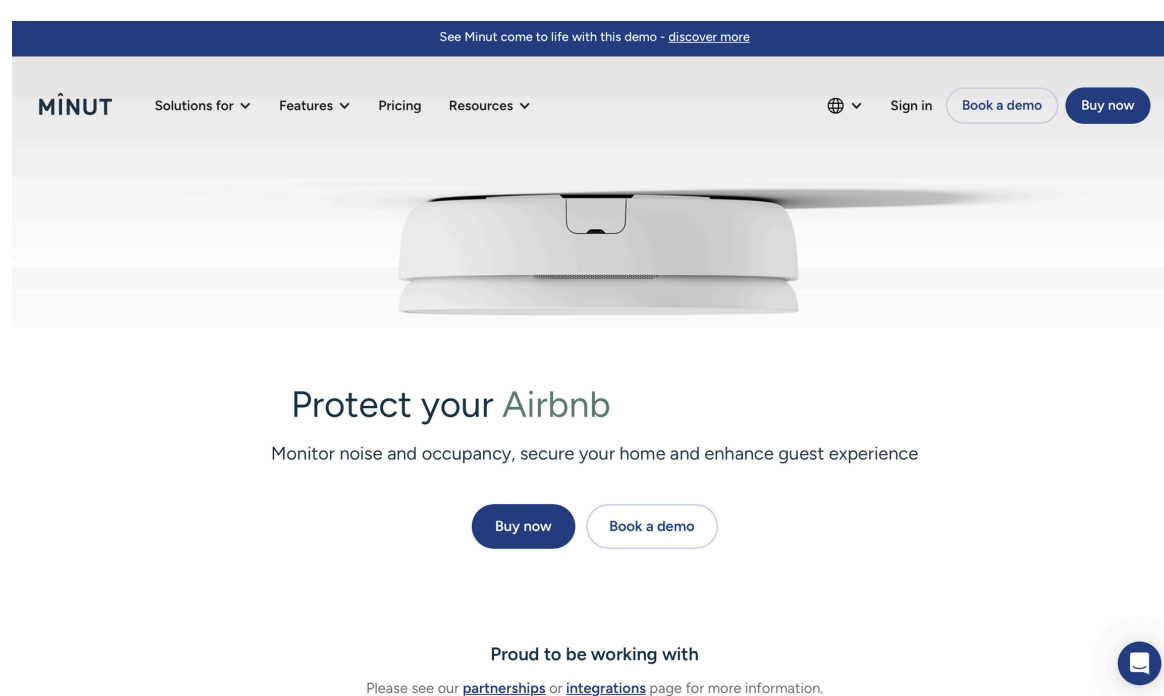


Key Data is committed to being the most trusted global solution for short-term rental market data, unlocking expert insights for every aspect of your business. Adapt your strategy to changing market trends in real time and compare your performance to competitors with the easy-to-use ProData Dashboard.

Key Data is committed to being the most trusted global solution of short-term rental market data, unlocking expert insights for every property manager, destination marketing organization, hotelier, and tourism business. By utilizing our intuitive dashboards, vacation rental professionals can access over forty key metrics they need to make data-driven decisions for their organization. From strengthening communications with stakeholders to confidently adapting to changing market trends, Key Data's insights provide industry leaders with the actionable insights they need to achieve their goals. Key Data aggregates historical and forward-looking data in real-time providing the hospitality industry with in-depth performance analysis and comparative data to understand your position in the market and areas for improvement.

- Streamlined & Automated Reporting
- Comprehensive Competitive Analysis Benchmarking & Performance Tracking
- Real-Time Data Insights
- Individual Owner Reports
- Informed Rental Projections

<https://www.minut.com> -

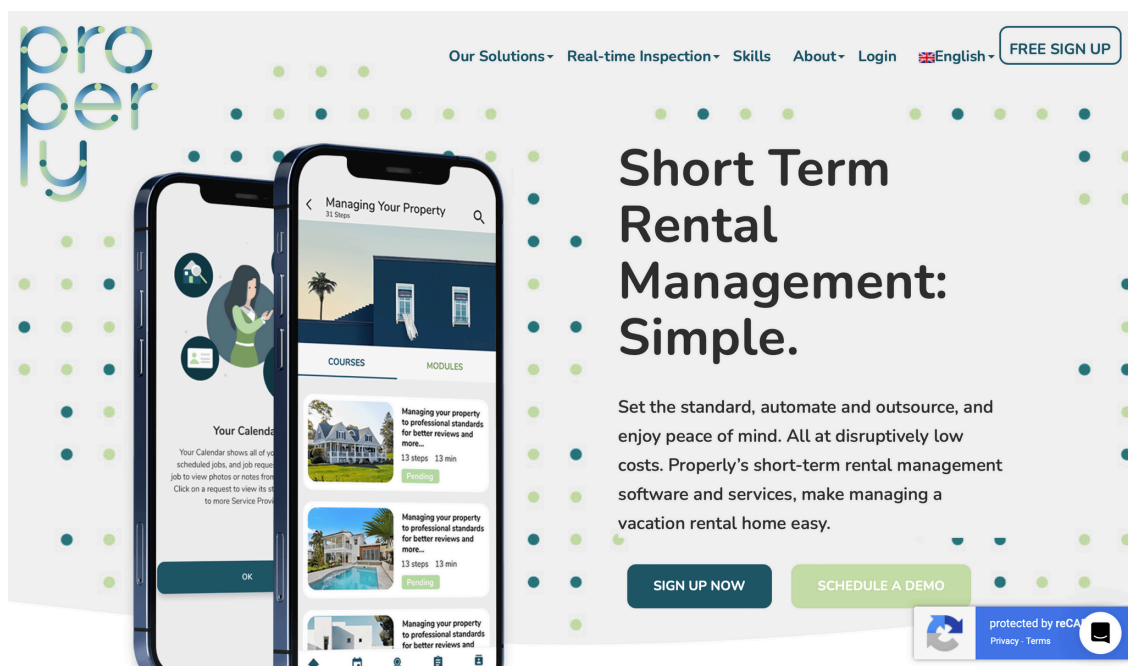


Minut is a privacy-safe noise monitoring device that also detects motion, recognizes other alarms and tracks temperature, is truly wireless and works anywhere in the world.

Minut is a computer software company that specializes in product design, hardware, electronics, software, IoT, and smart home. Its technology helps individuals to keep their house secure and manage their house security using their smartphones. The company was founded in 2014 and headquartered in Malmö, Skane Lan.

# VSA VENTURE SUCCESS — ACADEMY —

<https://www.getproperly.com> -

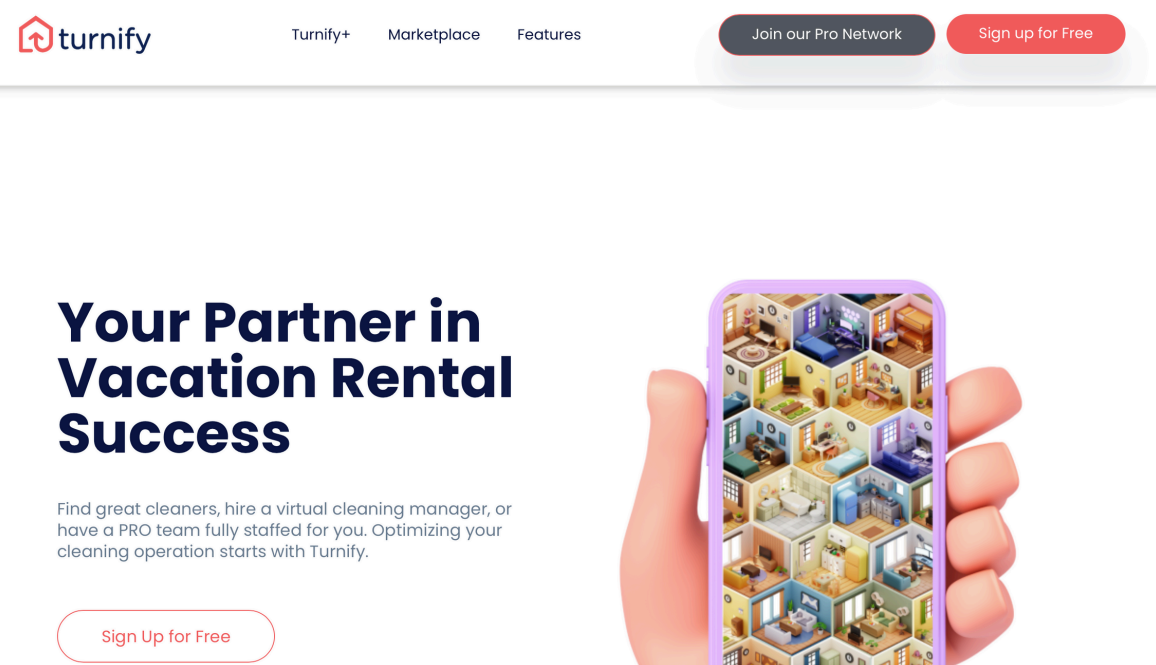


Properly offers software and services for property management. Features include scheduling, inspecting, and paying for cleaning/maintenance, plus training and incentivizing cleaners. Services include real-time inspections and housekeeping management.

Properly delivers specialized software and services designed for property owners, cohosts, cleaners, and managers, streamlining their operational tasks. Its software suite enables efficient scheduling, detailed inspections, and seamless payment processing for cleaning and maintenance jobs. Additionally, Properly offers extensive solutions to find, train, and motivate cleaning professionals.

The service range encompasses real-time inspections, ensuring quality control, 24/7 guest support and comprehensive outsourcing options for housekeeping and maintenance management. These tools and services are tailored to enhance efficiency and quality in property management.

<https://www.turnify.com> -

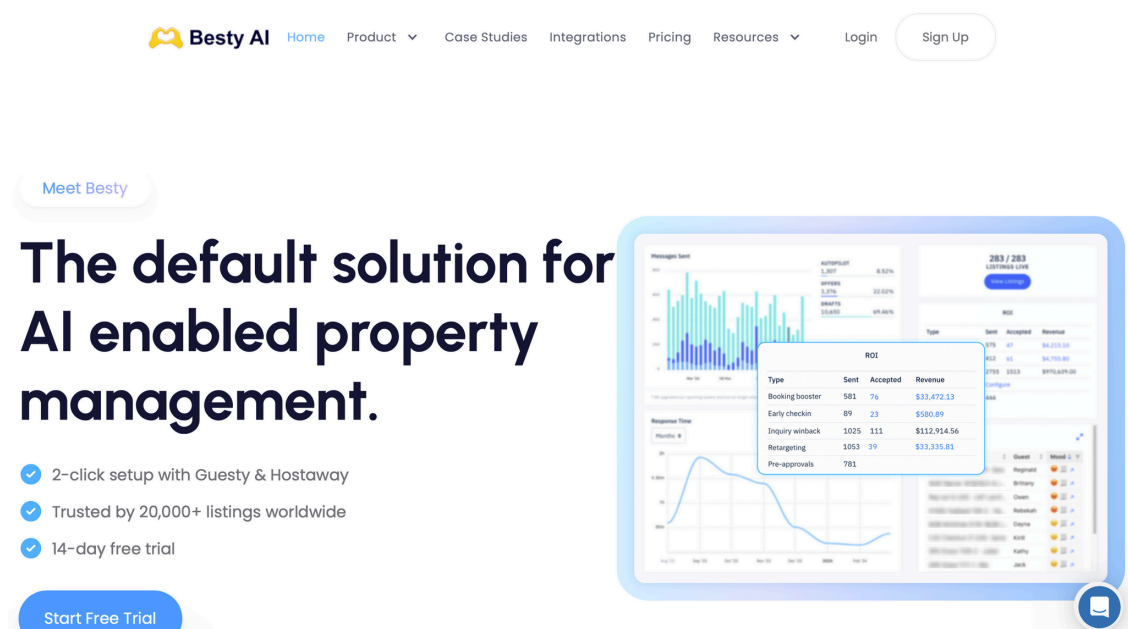


Turnify offers a wide variety of services for hosts under the Turnify - cleaning, photography and more!

Founded as an automated, short term rental cleaning service in 2016, TidyHost (now Turnify) found that all new hosts had a similar problem; they all had to manage their own Airbnb cleaners, and few had ever been Directors of Housekeeping, nor did they wish to become one.

After servicing 1 million guests, our experience lent itself to create the easiest to use Airbnb cleaning app which is intuitive enough to solve headaches for hosts and cleaners alike. With Turnify, you can manage your Airbnb from anywhere in the world, while keeping tabs on your team, cleaning fees, virtual inspections, and more.

<http://getbesty.ai> -



Auto-respond to 77% of guest messages with Besty's ChatGPT4 AI engine. 14-day free trial then starts at \$6/month/listing. 2-click setup, no credit card required.

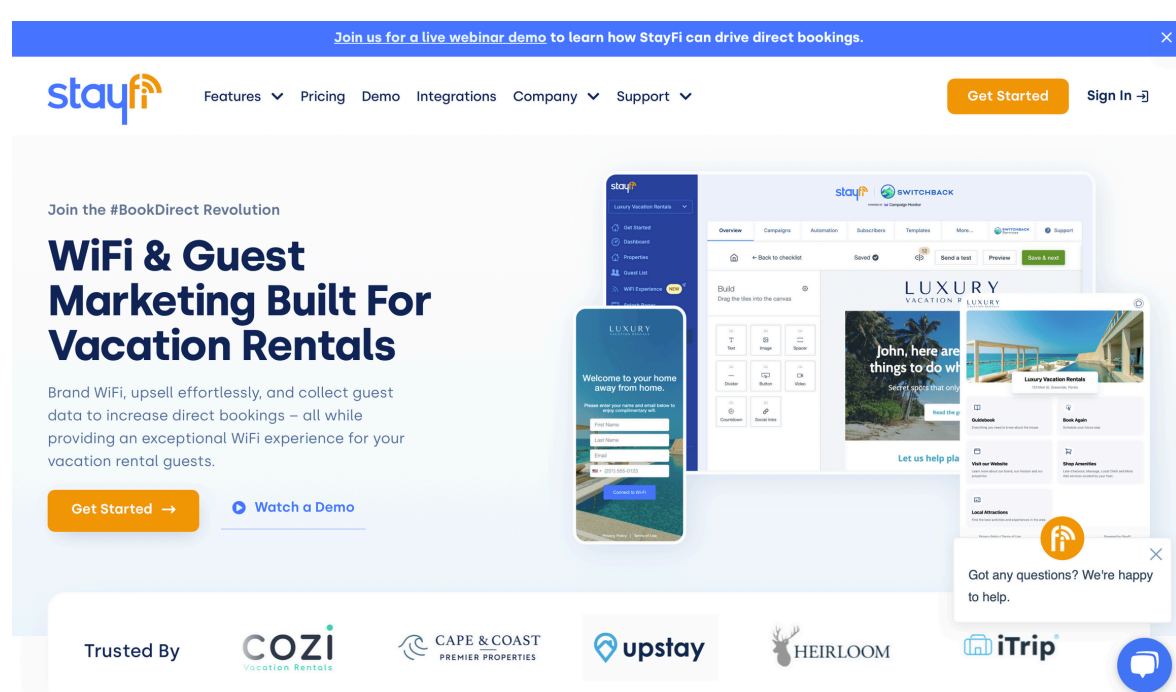
Betsy is a new AI startup founded by a property manager with 30+ listings, an AI scientist from Yale, and an all-star team of software engineers.

Besty's mission is to automate guest messaging and unlock more revenue for hosts with AI. Hosts love Besty so much that usage has been doubling every 2 weeks.

Auto-respond to 77% of guest messages with Besty's ChatGPT4 AI chatbot  
No setup required: Besty's AI engine automatically reads through all of your past conversations/PMS data/guidebooks to surface the data needed to automatically answer guests' questions on your behalf while matching your tone and language  
Revenue lift: Besty finds gap days between bookings and proactively reaches out to guests to modify their reservation with a discount. This generates 1.2 extra bookings per month per listing on average, 14-day free trial then \$6/month/listing, No credit card required

# VSA VENTURE SUCCESS — ACADEMY —

<https://stayfi.com> -



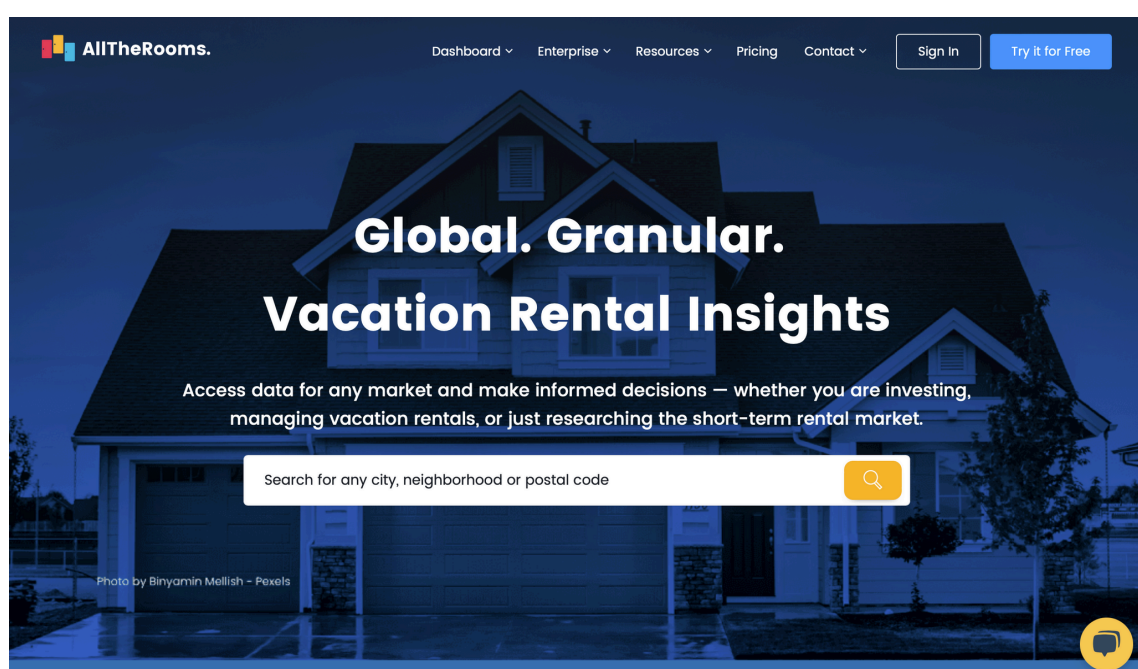
Vacation Rental WiFi That Collects Valuable Guest Data. Brand WiFi, collect guest data, and increase direct bookings – all while providing a better WiFi experience for vacation rental guests.

Vacation Rental Managers use StayFi's cloud-managed WiFi technology to seamlessly collect guest information, build brand awareness, and drive more direct bookings.

StayFi was born out of its founder, Arthur Colker's real-life experience working with some of the top Vacation Rental Management Companies in the United States.

StayFi's mission is to elevate the brands of Vacation Rental Management Companies, empowering guests to discover and stay at reputable, high-quality rentals across the globe. Everyone benefits when StayFi opens new lines of communication between Vacation Rental Management Companies and their guests.

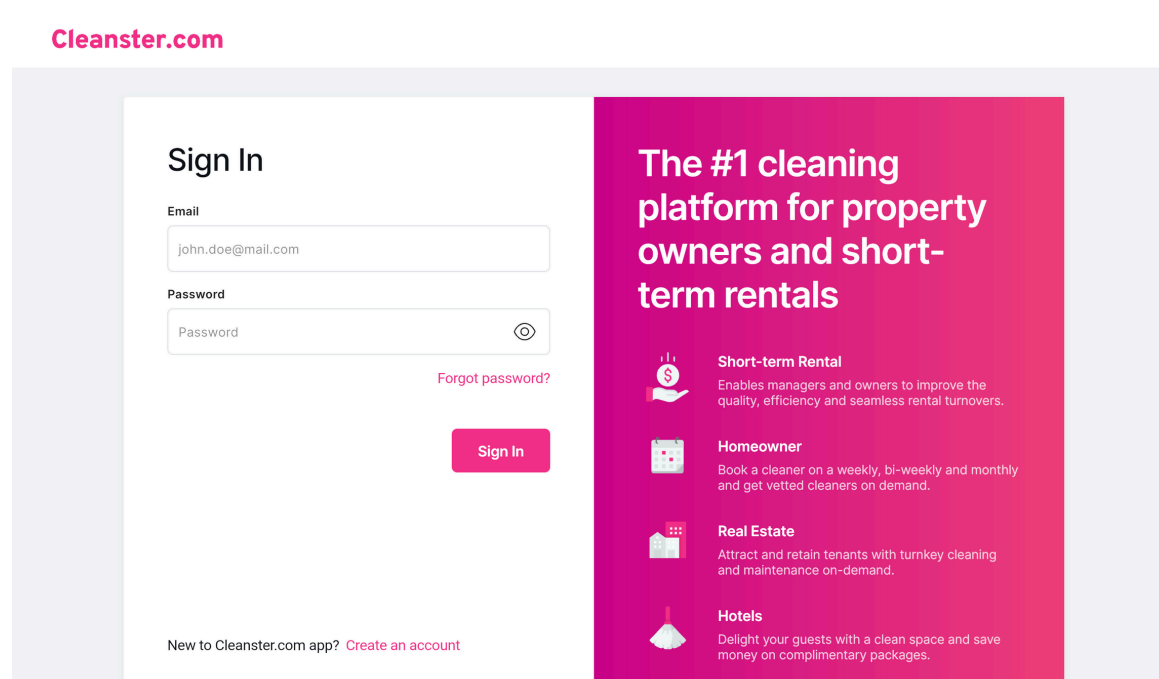
<https://www.alltherooms.com> -



Analyze any short-term rental market in the world using AllTheRooms Analytics, the world's most complete and comprehensive short-term rental analytics platform.

AllTheRooms is the world's first and only complete room metasearch engine, combining hotels with home stays (like Airbnb), secret deals (like Hotwire), and all other types of accommodations. Existing hotel-focused metasearch engines, never present travelers with all of the rooms available in a given destination, forcing the traveler to visit dozens of different sites. They save the customer time by combining absolutely every room on the internet.

<https://app.cleanster.com> -

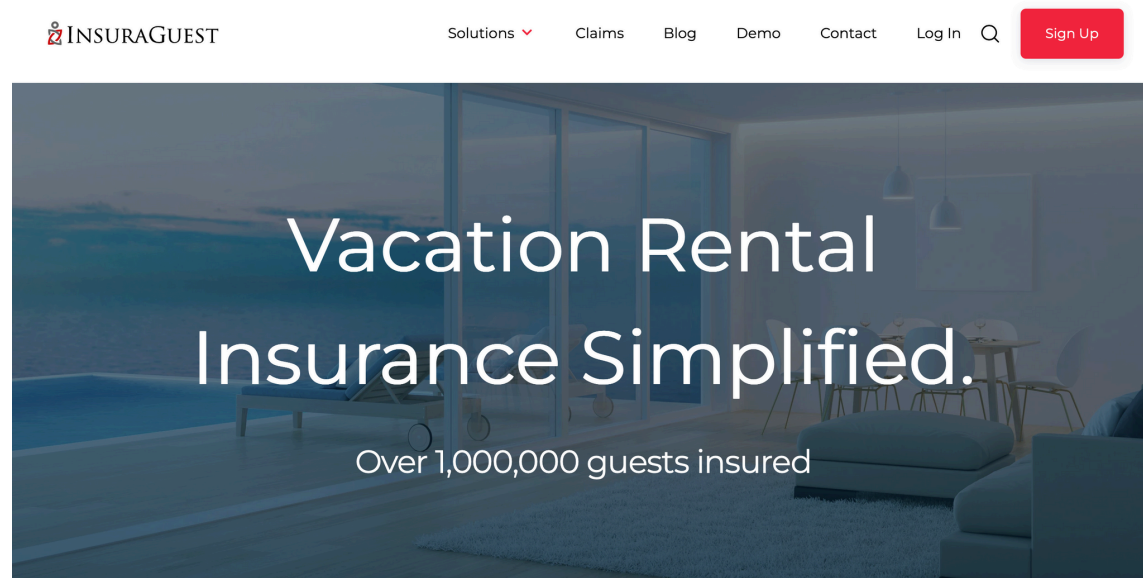


Cleanster.com is a leading cleaning platform for property owners and short-term rentals. We offer great quality control infrastructure and seamless customer experience. You can bring your own cleaners or use Cleanster.com's marketplace cleaners on-demand. Put your turnover cleaning on auto-pilot with Cleanster.com.

- Cleaning automation
- Communication
- Team Access
- Tracking of Task
- Multiple Location
- Build Edit & Bulk Assignments of Task
- Checklist
- Tracking Property Issues
- Communication with cleaners,
- Before and After Video & Photo

# VSA VENTURE SUCCESS ACADEMY

<https://insuraguest.com> -

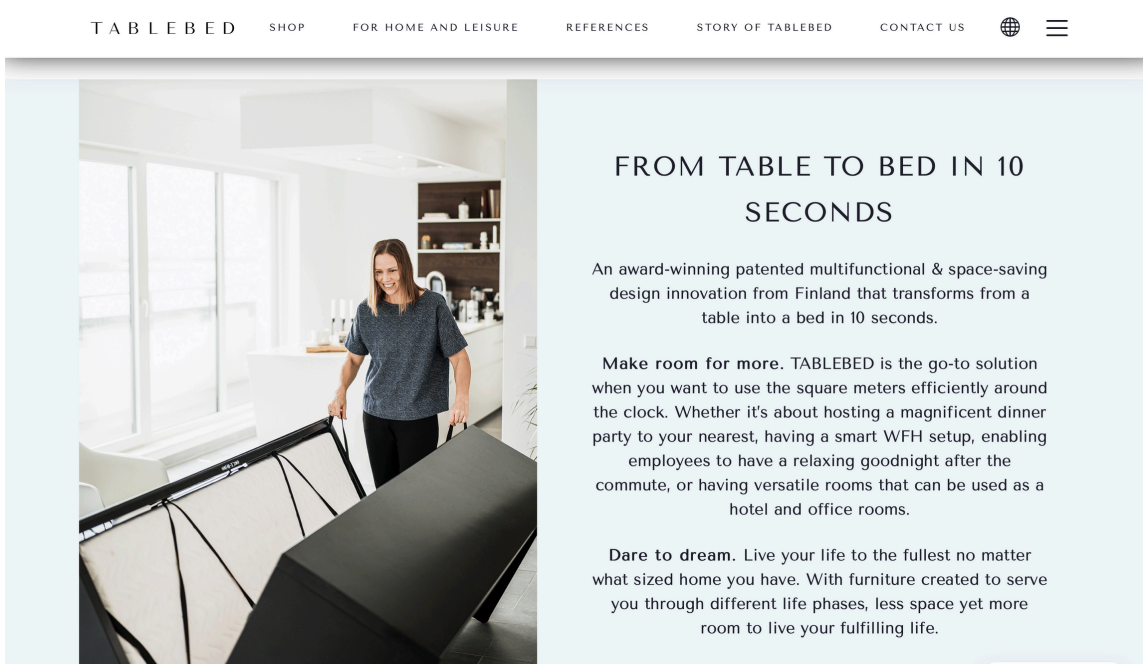


Providing our customers with access to an insurance vendor like InsuraGuest helps protect their properties and provide peace of mind to their guests. InsuraGuest Technologies, Inc. is a leading technology company leveraging its proprietary insurtech (insurance + technology) software platform, InsuraGuest, to digitally deliver custom insurance to its members.

InsuraGuest's Hospitality Liability coverages are purchased by the hotels and vacation rental properties, which can address claims from guests and their occupants. The combination of integrated software and customized insurance digitally provides the property with liability coverages the guests benefit from in the event a loss is incurred during their stay.

InsuraGuest's Hospitality Liability coverages add a layer of protection for the property on a primary basis, should a guest experience an accident or theft while staying at an InsuraGuest member hotel or vacation rental property.

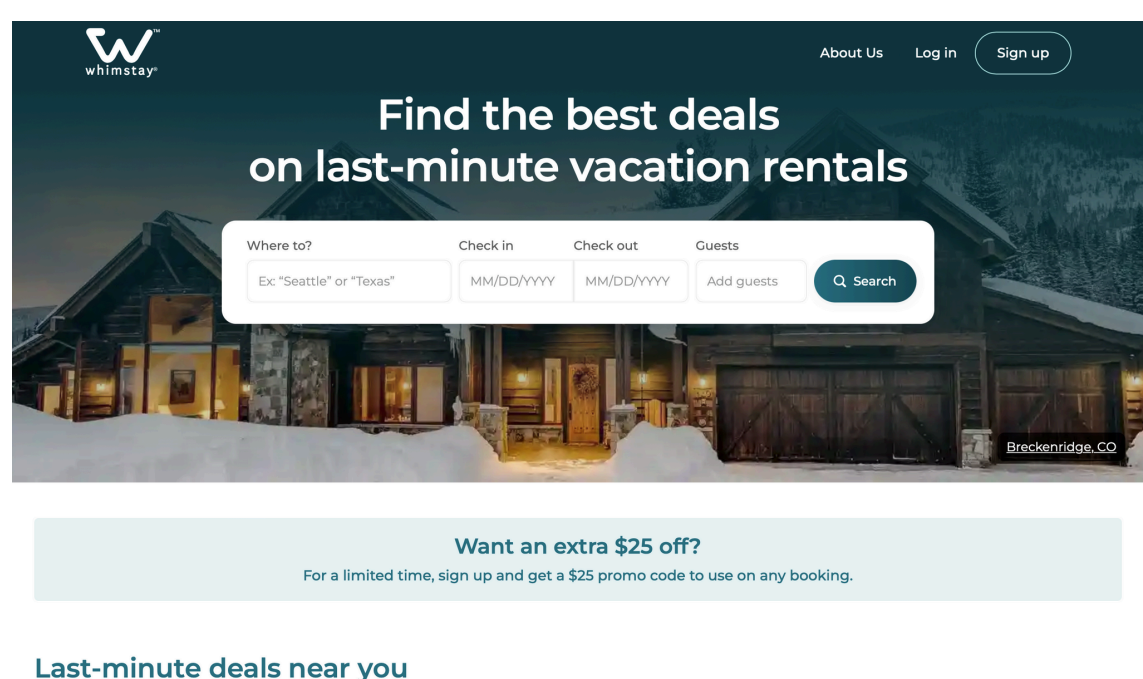
<https://www.tablebed.com> -



TABLEBED is a smart solution if you want to use the space in your apartment, house or summer house efficiently. The furniture can easily be turned from a table into a bed.

The innovative furniture can be used both as a table and as a bed. In just a few seconds, you can change from one to the other. The Tablebed is a smart solution for anyone wanting to get the maximum benefit from the living space of their apartment, house, or cottage.

<https://whimstay.com> -

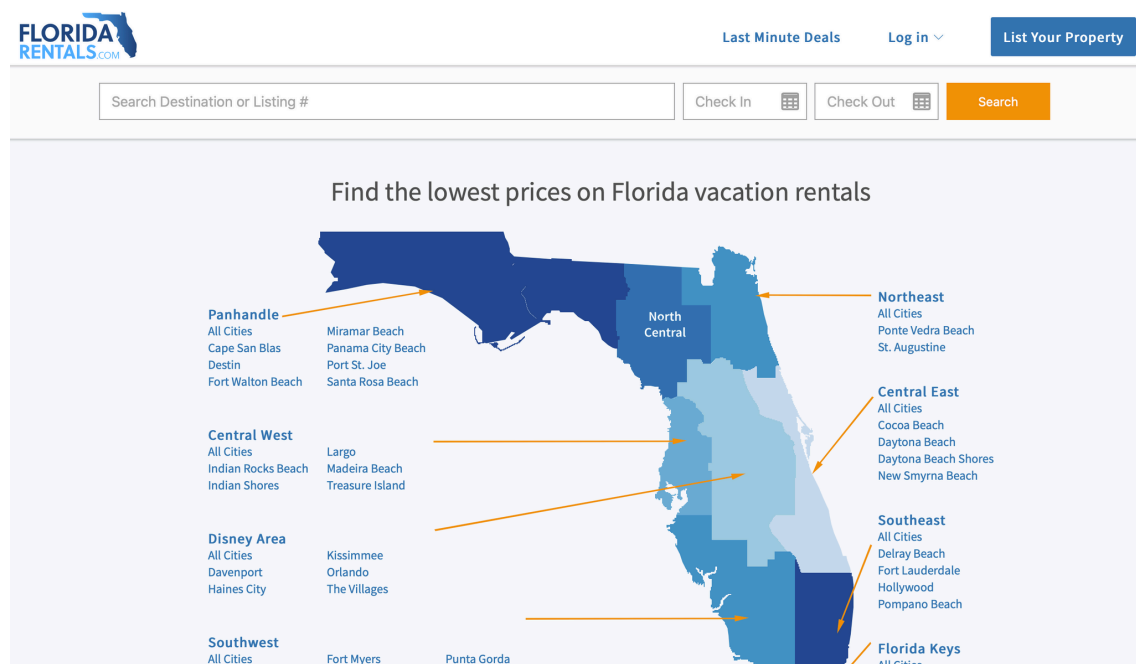


Whimstay is a vacation rental marketplace for PMCs looking to increase occupancy rates by filling unsold nights, last minute. Whimstay offers exclusive discounts on expiring inventory while driving additional revenue. Onboarding takes 20 minutes.

Whimstay is a vacation rental marketplace for property managers looking to increase occupancy rates by filling their unsold nights, last minute. Whimstay partners with professional property managers to offer travelers exclusive discounts on expiring inventory while driving additional revenue for property owners. Whimstay delivers a best-in-class user experience via a mobile app and website and provides hosts with top-notch support and an intuitive platform which makes filling last-minute inventory easy. Plus, onboarding takes only 20 minutes. With nearly 52% of all vacation rentals sitting vacant each night, Whimstay delivers a solution to help maximize property manager's efforts to fill gap nights and cancellations with ease.

# VSA VENTURE SUCCESS — ACADEMY —

<https://www.floridarentals.com> -



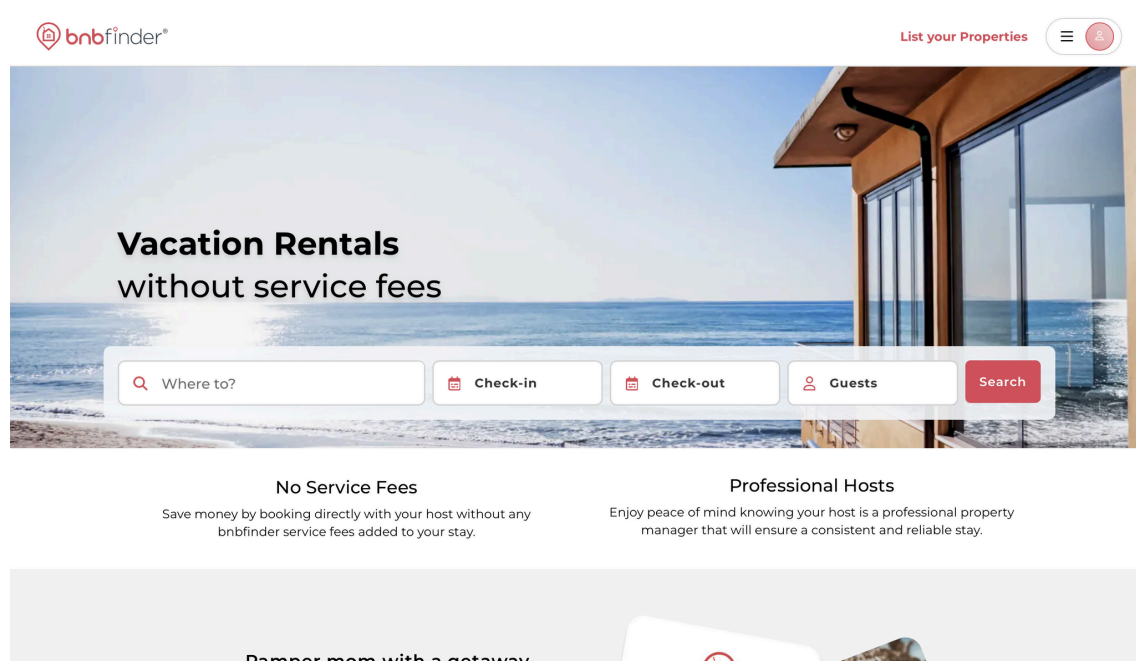
FloridaRentals.com is trusted by thousands of Florida's top owners and managers. Over 8 million traveler visits annually | Over 210,00+ vacations booked | Over 22,000+ traveler reviews | \$0 Traveler Fees Collected

FloridaRentals.com is trusted by thousands of Florida's top owners and managers. Over 8 million traveler visits annually | Over 210,00+ vacations booked | Over 22,000+ traveler reviews | \$0 Traveler Fees Collected

Thousands of travelers visit FloridaRentals.com site every day looking to book a property.

After a small yearly fee to list a property, we charge no commissions on any bookings generated. FloridaRentals.com's owner rental platform is easy-to-use, and customer service agents are ready to assist any one who lists a property.

<https://www.bnbfinder.com> -



bnbfinder is a book-direct VR marketplace built for property managers. There are no service fees or commissions on bookings, just a low, flat, monthly subscription. You own the customer relationship while bnbfinder promotes your brand.

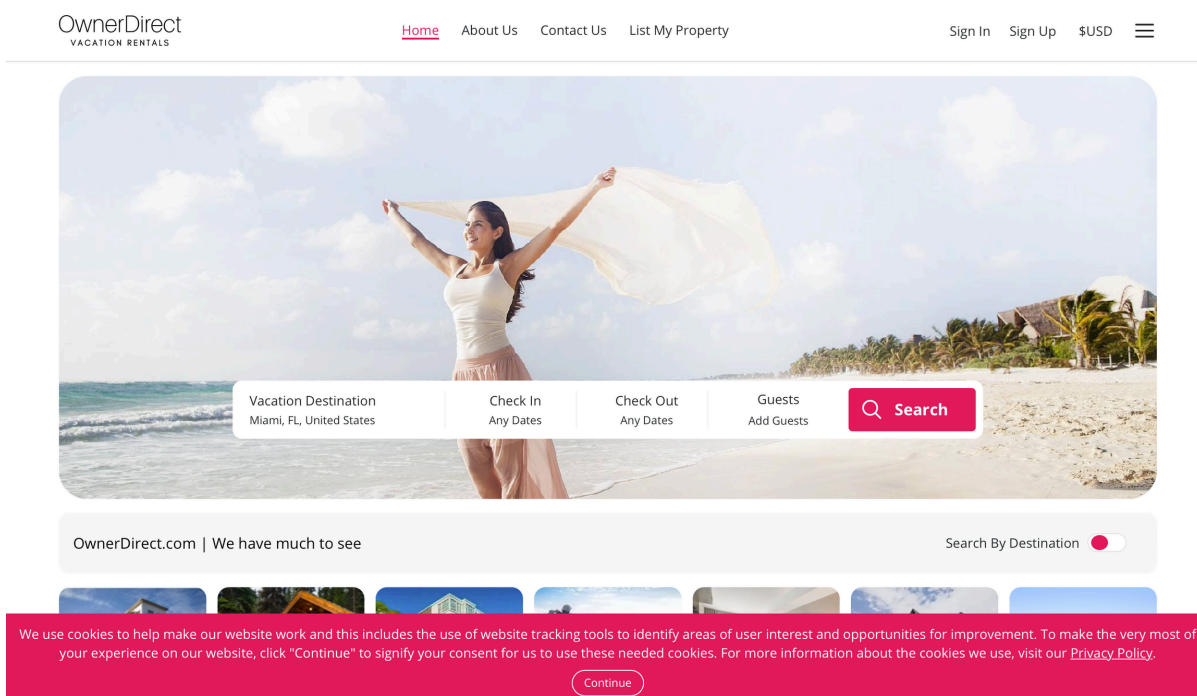
bnbfinder is a BOOK DIRECT marketplace with a 20+ year history connecting travelers with unique places to stay. No commissions, no processing fees, no service fees.

The world-class website provides travelers with comprehensive information on vacation rentals, bnb's, boutique hotels, and other unique lodging options.

- You Own the Guest Relationship
- Hosts receive traveler information immediately, communicate directly with guests, and own the booking process end to end.
- They Promote Your Brand
- Your logo and company information is displayed prominently
- on all of your listings and your own Property Manager page.
- Dramatically Lower Pricing
- We charge a low monthly subscription.

# VSA VENTURE SUCCESS — ACADEMY —

<https://www.ownerdirect.com> -



OwnerDirect.com helps property managers advertise vacation rentals online. Beautifully styled and proven effective, OwnerDirect.com has more than 20 years of industry experience. Free to list; activate your entire vacation rental inventory on OwnerDirect.com today!

OwnerDirect.com is a leading Short-Term Vacation Rental marketplace. A pioneer in the vacation rental industry with more than 20 years of operating history, OwnerDirect.com has evolved with the changing landscape of the vacation rental industry while promoting rental properties in countries from around the world.

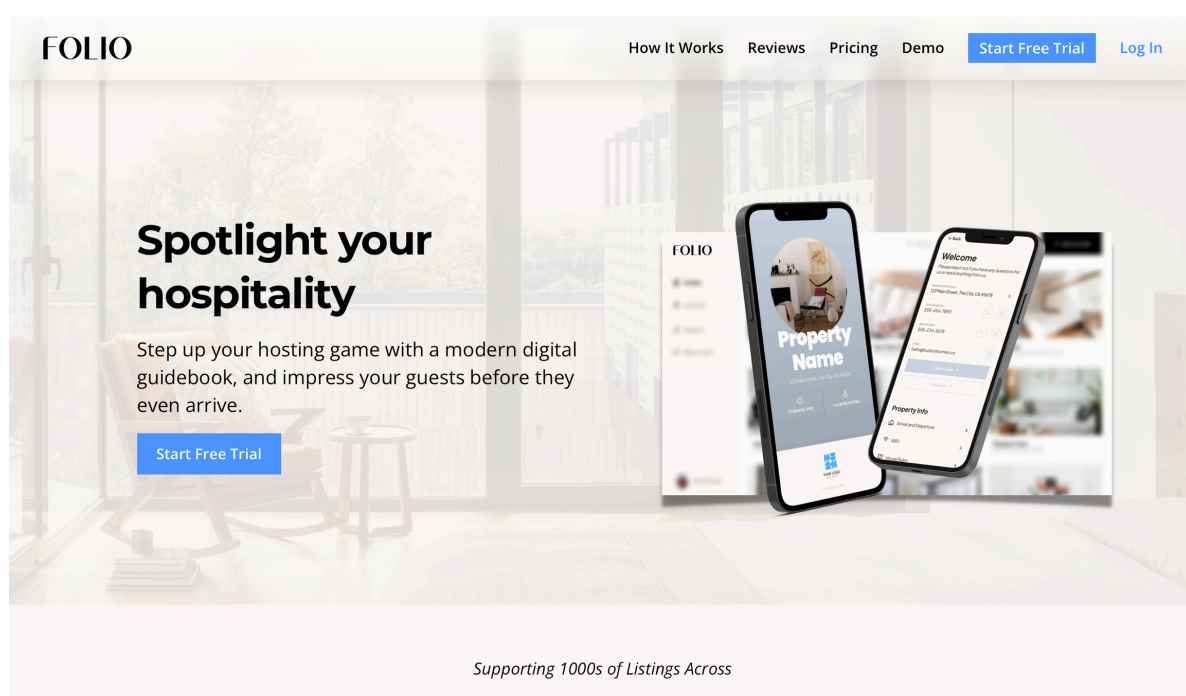
Beautifully styled and easy-to-use, OwnerDirect.com promotes vacation homes, condos, cabins, villas, and all other property types leading to unique and memorable holidays for the millions of users who trust OwnerDirect.com when making travel plans. Based in Canada with offices across North America, OwnerDirect.com earns a fee which is paid by guests at the time of reservation. It is free for property managers to advertise their entire vacation rental inventory on OwnerDirect.com.

A proud member of the Hostaway family, OwnerDirect.com is making the vacation rental industry safer by streamlining and accelerating the booking process and supporting owners and guests with superior customer service every day of the year. Activate your listings on OwnerDirect.com today!

- Booking and Reservation Assistance
- Booking Confirmation Emails
- Booking Request Notifications
- Calendar and Availability Management
- Cancellation Policy Management
- Daily Customer Support
- Detailed Property Listing Pages
- Dynamic Calendar Integrations
- Interactive Listing Map Display
- Favorite Property Lists
- Free to Advertise
- Custom Listing Filters
- User Reviews and Ratings
- Advanced Search Logic
- Secure Booking System
- Secure Online Payments

# VSA VENTURE SUCCESS — ACADEMY —

<http://www.foliotravel.com> -



Folio lets you create easy-to-use digital guides for your rentals that boost revenue while streamlining operations.

Folio helps hospitality providers deliver an exceptional guest experience while boosting revenue. Use the Folio platform to set up digital guides in under 10 mins to share information, give recommendations, and offer add-on services to guests. You have access to update and manage your content 24/7, and Folio's top-notch customer support team is available to answer any questions.

- Digital guide
- web-based guest app
- customizable guide URLs
- QR code
- Google Maps integration
- embedded photos
- embedded videos
- custom storefront to offer additional products/services
- approve/decline guest requests
- payment collection of guest purchases for products/services
- Stripe connect integration for payouts from guest purchases.