

Partnering with Sunspots

For Lodging Managers, Real Estate Brokers and Executives

Ten years ago, the Internet jump started changes that continue to ripple through the lodging industry today. They are perhaps most rapid with the short-term rental of private vacation homes and condominiums. Due to the ever changing nature of the industry, a significant opportunity exists to grow by harnessing technology for the benefit of operations, marketing and sales.

To capitalize on the situation, Sunspots Inns, Resorts & Rentals is now branching out to new geographic areas and partnering with managers, brokers and executives to build the first widely known brand for “vacation rentals” and “holiday let” homes. Not simply another name or system, Sunspots provides extensive back-office lodging services to local managers, broker and executives to meld the best of on-site management with the strength of a centralized service organization. We profit together.



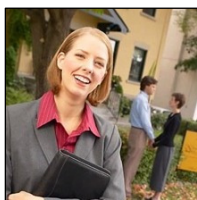
For Existing Managers

Companies that already manage homes are invited to join our Network in order to grow faster, decrease expenses, limit risk, work less and make more profit. That is done by sharing the work. We provide a centralized call center, administer accounting, assist with contracts, forms and procedures, operate training classes and accelerate marketing and sales. Managers are free to seek new owners, oversee operations and assist guests. It pays handsomely.



For Real Estate Brokers

For licensed real estate brokers, we offer a new sustainable profit center. Short-term rentals are much different than brokering, but we shoulder those areas that might take time from your other sales activities. Operational staff can be hired to manage a thriving rental business. Best of all, you can offer management to new buyers and get first shot at re-selling when the time arrives. The network helps brokers create recurring business.



For Professional Executives

For experienced business people, short-term property management offers a prestigious career opportunity. And with our system and assistance you can get up and operating your front-office business without the usual multi year learning path. Management requires mastery of a dozen major functions and the 101 skills necessary to keep owners and guests happy. The network helps executives start up, grow and profit without limitation.

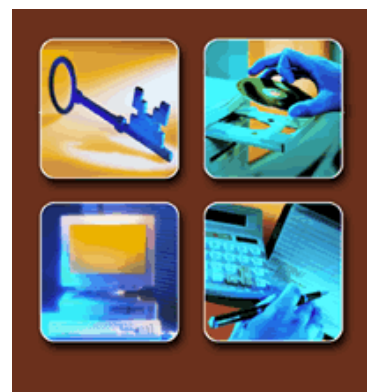
Network membership is flexible. There are certain responsibilities that are better handled locally such as contracting with owners, hiring operational people and dealing with guest issues. Other matters, such as accounting, legal, computer and internet solutions can be more efficiently handled by the network. Each relationship is arranged according to member needs and Sunspots capabilities.

Branching - The Making of Money

At the heart of business, of course, is how to make money. Surprisingly that process is not always what it appears to be. Obviously guests are charged for rent from which the manager earns a commission and the owner receives the lions share. But smart managers make money in other ways too – all directly linked to how much work is requested and delivered.

For example: it is necessary to hire or contract for cleaning and maintenance and on which a margin is earned. Fees can be earned for early or late checkins, more frequent cleaning, owner maintenance, spa/pool services and so forth.

Many managers also sell guest activities (such as local tours, boat rental, etc) travel insurance and even car rentals and airline tickets. A valuable service because most guests arrange lodging first, allowing managers first shot at selling these activities and other services.



A manager's primary obligation is to achieve high occupancy and net income for owners. But some managers make as much on services as they do on rentals. Guest and owners alike want service and are ready to pay for it.

What We Offer

In today's world there are a dozen major disciplines property managers must embrace to succeed. These range from sales and marketing, to legal and accounting, to personnel and technology. While some firms do a few well, most do not or can not invest the time and money necessary to master them all.



There is no school teaching short-term rental management. And, in fact, just knowing the list of topics is not sufficient to master them.

That is why Sunspots has built a complete network business system to allow local managers to thrive. In short, we provide the important back office services of technology, sales, reservations, customer service etc. so that on-site executives can oversee the homes, guests and owners. And our call centers, software and other tools help to make the local operations manageable and enjoyable.

By building a network of professionals with complimentary strengths, we provide better service to guests and owners. And a profit stream and sustainable business for partners and ourselves.

Together we share the work. We share the income. Everyone makes more money. We build a future together.

How it Works

Building and growing a progressive organization is no small task. It works best with intelligent, committed and responsive partners. We offer a variety of ways for managers, brokers and executives to utilize our services. For entrepreneurs the Sunspots network offers the surest way to learn and grow. Network relationships are structured to secure a long term and mutually beneficial relationship.

Sunspots is not a franchisor. We are not selling an investment. Potential partners are not required to invest capital. In fact, we are offering to pay you money instead of the other way around. But it is necessary for both parties to be highly committed to building a business in each geographic area. Growing any organization can take time so members need be patient and industrious.

How to Get Started



Learning about Sunspots is easy. Getting started is not a matter of applying for partnership but a process of defining your goals and sharing ours. Of getting to know one another to determine if our attitudes and capabilities will work well together. If there is a match, the type and form of business can be easily determined.

So, if you are a vacation rental manager, a real estate firm or an individual with business experience, Sunspots may be the perfect opening into the world of Vacation Rentals.

Today is the Day to Start

Don't put off this decision. The success of every network member is dependent on building an adequate group of locations. We are actively recruiting partners now and can respond to your inquiry quickly.

For more information or to schedule a meeting to review our entire organization & system, please contact our office today. Let's work together to grow and profit together. Please call today. **888-628-8989** Toll Free!

