Creating Your Own Lifestyle...

As an Airbnb Tiny House & Unique Stay Host!



John & Fin Kernohan
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Beloved Cabin Tiny House Homestead & Stay

Foreword... Jenna Kausal (Tiny House Giant Journey)



"Hosting my tiny house on Airbnb has been a true joy in my life. Not only do I get to share my unique home with others, but I also get to inspire my guests to embrace an alternative lifestyle.

My tiny house journey has spanned 8 years, during which I've met some amazing people at festivals and events (John and Fin among them)!

The people in the tiny house movement are vivacious and creative, and you can see that in the homes they build and host on Airbnb. Sharing these innovative dwellings with others allows guests to see how simple design hacks can make a space feel larger and more functional. That's a gift that every tiny house Host gives to their guests!

If you're interested in downsizing, staying in a tiny house Airbnb is a great way to try out this minimalist, alternative lifestyle. As a Host there is no better feeling than reading the guest book to learn that you've helped someone embark on their own Tiny House journey."

Jenna Kausal, Tiny House Airbnb Superhost since 2018
www.tinyHouseGiantJourney.com
Check out Jenna's Airbnb Listing
Tiny House Giant Journey YouTube Channel (881K+ Subscribers)

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Creating Your Own Lifestyle... As an Airbnb Tiny House & Unique Stay Host!

(We are proud to be partners with Airbnb)

Greetings! We're The Kernohans... John and Fin (#johnandfin)... and we're living an AMAZING life as Airbnb Superhosts!

In 2015 we utilized Airbnb for the very first time as guests during a trip to New York City. Our original hotel was under construction, and we were not happy at all with the complete disarray of the facility. We checked out of that hotel and checked into an Airbnb unique stay over on the East Side of The City. We were immediately blown away at how convenient its location was to us, easy it was to make a reservation, and how utterly unique our stay was that weekend. What we never foresaw at that time was how Airbnb was going to change our lives forever!

In 2018 we started hosting our first short-term stay unit through Airbnb with a single Vardo. Since then, we have grown to currently having three tiny houses on wheels, a bus conversion, two yurts, and a Tentsile tree tent. We are also currently building both a tree house and a small cabin... all located on our 16-acre <u>Beloved</u> <u>Cabin Tiny House Homestead & Stay</u>.

You can check out our available short-term stays on Airbnb HERE

By becoming Airbnb Hosts, and now Superhosts, we have been blessed with an amazing passive income stream, the revenue to expand and improve our short-term stay units, enhance our property, upgrade our land, control our own work schedule, and purchase additional acreage to expand from our original 3 acres to 16 acres.

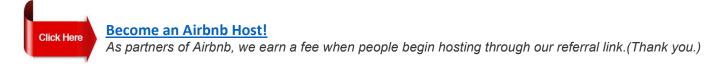
BUT... the most AMAZING benefit of hosting our short-term rental units through Airbnb are the incredible experiences we continuously have as Hosts.

For the longest time we have heard from other Hosts about how they create a great experience for their guests, yet we haven't always heard about their personal experiences as Hosts.

We've come to realize over the years that because we love hosting so much, the positive energy of our wonderful experiences as Hosts flows over on to our guests and makes their getaway experiences even more enjoyable and memorable!

Now is the GREATEST time to <u>become an Airbnb Host</u>! More and more people are traveling domestically, tiny houses and unique stays are in HIGH demand, and Airbnb is experiencing <u>more inquires for tiny houses and unique stays than ever</u>.

So please join us, as we share how we have become successful Airbnb Superhosts and have earned a substantial income over the years, all while having the best time and AMAZING experiences possible.



Why Become an Airbnb Host of Short-Term & Unique Stays?



When asked why we enthusiastically endorse Airbnb short-term stays, the answer is guite simple...

"We make BIG \$\$ sharing our short-term stays; we have immediate liability insurance through Airbnb; we have been able to invest into MANY improvements to our property; we've been able to grow from a single unit in 2018 to the many units we now have in 2021; and we get to meet so MANY wonderful people!"

- 1). MORE \$\$: We earn a lot of \$\$ by sharing our tiny houses and unique stays through Airbnb... and it's a "part-time" endeavor! In our area we can share our short-term stays for an average of \$120.00-\$150.00 per-unit-per-night... and we typically are only booked during the weekends. The math is immediately obvious... we can earn approximately \$3600.00 each month on a single short-term stay unit. (Note: We average around \$1400.00+ each month per each of our short-term stay units due to our schedules and we typically only having our units reserved on the weekends, which give us 3-5 days a week off to do whatever we want.)
- **2). Liability Insurance:** Each time we accept a reservation for one of our short-term stays through Airbnb, our guests and our property are automatically insured with a \$1M liability policy. The cost of this policy is only a few dollars per short term stay (a part of the <u>Airbnb service fees</u>). This protection, and its amazingly cost-effective price, are worth beyond what words can describe.
- **3). Meeting Such Wonderful Guests with Airbnb:** We have been extremely blessed to always have GREAT Guests with our short-term stay units. The only time we have ever had a negative guest experience was when we once rented one of our units to someone who did not make a reservation through Airbnb. Also, we once had a "difficult" guest who made a reservation through Airbnb, and Airbnb went out of their way to contact the guest and was able to get the guest to cancel their reservation without negatively impacting our 5 Star Rating. By hosting short-term and unique stays through Airbnb, we always have the comfort and security in knowing every guest is a "real" person and is someone simply looking to have an enjoyable getaway.
- **4). Growing Our Airbnb Short-Term Stay Business:** In 2018 we started with a single vardo as our only short-term stay unit. Now, three years later, our short-term rental fleet has grown to three tiny houses on wheels, two yurts, a skoolie (short-bus conversion), Tentsile tree tent, and we are building both a small cabin and a tree house. The income from our Airbnb short-term stays have allowed us to invest into our property, grow the number of rental units we own (and we own 100% free and clear), and increase the value of our land.

You can check out our available short-term stays on Airbnb HERE

5). Making New and Dear Friends: An amazing, and unforeseen, benefit of being an Airbnb Host is all the wonderful and amazing people we have met who have been our guests. In fact, some have become friends who we get together with and have even travelled for get togethers out of state. One couple introduced us to the game of Hammerschlagen (look it up on Google) and we recently had them and their friends back for a weekend Hammerschlagen Tournament! John even built them a Hammerschlagen table and purchased for them a "regulation" hammer. (Hammerschlagen is now available for ALL our Guests!) Also, a certain sports figure and his girlfriend have become very, special friends... even his girlfriend's mother has become a dear friend of ours!

Reach For The Stars... 5 STARS!



Five Star Reviews... the key for achieving the Holy Grail of being an Airbnb Superhost... are much easier to earn than you might imagine. We read somewhere how only 3% of Hosts are Superhosts, but based on our years of experience as Airbnb Superhosts, all you need to accomplish to earn a history of 5 Star reviews from your guests and becoming an Airbnb Superhost is remarkably simple...

- 1). Communication: Communicating with guests prior to their check-in, during their stay, and after their check-out, is key to starting and maintaining a GREAT experience for both our guests and for ourselves. We send a series of text and Airbnb messages, which include pre-arrival messages, every morning during a guest's stay messages, and an after-check-out message.
- ~ **Pre-Arrival Messages:** These include a BIG THANK YOU, directions (including landmarks) to our location, our direct contact information, suggestions on what guests might want to bring with them, a reminder to read our rules, a suggestion to checkout our <u>Airbnb Digital Guidebook</u>, a request for their estimated arrival, weather updates, and more. (These messages help our guests for an easy check-in and stay and helps us by our guests arriving already prepared for their getaway.)
- ~ Morning Messages: Each morning, around 8AM, we send a text message to each of our guests, which reads as, "Good Morning. We hope you slept well. Is there anything you need this morning?" (This simple, yet sincere, message accomplishes much. It allows our guests an opportunity to make needed requests, but more importantly, it lets our guests know we are genuinely interested in how they are enjoying their stay.)
- ~ Post-Check-Out Message: When a guest departs, we send a text, which reads as, "Thank you again for allowing us the opportunity to host your getaway. You are awesome guests, and we will most definitely be giving you a great review. Please have safe travels home and we hope to see you again soon." (This message conveys to our guests how we feel about them and our appreciation they chose us for their getaway. Not only does it help in building the long-lasting relationships we have developed with so many of our guests who we now call friends, but it also is a gentle "nudge" for them to give us a review.)
- **2). Guest Appreciation:** Who doesn't embrace feeling appreciated? Let's face it, if it were not for guests, there would be no Hosts. It is the guests who are utilizing our Host services who help in making us a success, so we always make the effort to let our guests know how much we appreciate them for choosing us for their getaway. In fact, a common phrase we use is, "Thank you for this opportunity to allow us to host your stay."
- 3). Personal Greetings & Personal Attention: We always greet our guests in the parking area when they arrive. We give them a quick tour of our community house and help them with their luggage to their short-term stay unit. We also give a tour of their short-term stay unit and demonstrate all the amenities and features available. We even offer to come back out in the evening to prepare a fire in their personal fire pit. (A reoccurring comment in most of our guests' reviews is the mention of our names and them sharing their appreciation for the attention and personal services we provide.) Additionally, it is not uncommon for our guests to compliment us when they share they are not accustomed or have ever experienced with other Airbnb Hosts someone who meets them and explains everything. (Note: We adhere to all local, State, CDC, and Airbnb Guidelines for Social Distancing.)

- **4). Share About Your Local Area:** We believe there are hidden gems in every location. Our <u>Airbnb Digital Guidebook</u> is a great resource for us being able to share with our Guests about local "must-do-and-must-see" activities and locations, nearby shopping, grocery stores, eateries, restaurants, and more. Additionally, our <u>Airbnb Digital Guidebook</u> provides our guests with other information such as where the nearest automotive fuel station and grocery stores are located. We love Airbnb's slogan of, "Live like a local", when it comes to exposing our guests to everything our local area has to offer.
- **5). Special Touches:** When we are aware an arriving guest is celebrating a birthday, anniversary, or some other special event or occasion, we aways make it a point to congratulate them, sing "Happy Birthday", or do something else to acknowledge they chose one of our short-term stay units for their "special" moment. Something else we do almost every morning is we prepare coffee in the community house and bake such yummy goodies as cookies or make pancakes for all our guests to enjoy together. These mornings of community gatherings are great experiences for everyone to get to know each other as the air is filled with the scents of fresh baked yummies and guest begin creating new friendships with those who would otherwise might had remained strangers.
- **6). Cleanliness:** The quickest way to create a situation for an unhappy guest is to have them feel a place they are staying is "unclean". No matter how clean we believe and know our homes are for the next guest(s), there will always be the chance of having a guest who has a different set of standards for cleanliness. Clean everything and anything as best as you can, and then make sure everything and anything is as clean as it can be. Example: One coffee mug with a small, dried spot of tea can be the difference between a 5 Star Review and a 1 Star Review. (Note: We are committed to Airbnb's 5-Step Enhanced Cleaning Process.)
- **7). Uniqueness:** Creating a unique space is key for separating your short-term stay from every other short-term stay nearby. Whether it be exterior design, interior décor, or having a unique feature on your property or within your short-term stay unit, create and/or promote what is unique about your short-term stay so prospective guests make their reservations with you instead of someone else. We have guests who have driven out of their way by many hours (even travelling internationally) to stay in one of our short-term stay units instead somewhere else because of the uniqueness of each of our units.



In addition to the \$\$ we earn with our short-term stay units, we also earn and additional \$100.00 - \$500.00 a week by providing (selling) extras such as custom anniversary & birthday gifts baskets, having a mini bar in each of our short-term rental units, and offering the rentals of canoes, kayaks, and paddle boards.







Before investing lots of time, effort and possibly some \$\$ into creating your special short-term stay experience for guests, make sure you can legally have short-term stays, tiny houses, or other styles of small spaces in your area and on your own property.

Do you know if you are allowed to have short-term stays in your area? If so, is there a "minimum" requirement regarding the number of days a guest must make a reservation for? Is your property zoned for allowing tiny houses? Are there any local statutes not allowing guests to stay in structures built under a certain square footage?

Every state, county, and city have their own unique zoning codes, code enforcement, building codes, planning departments, and statutes that might impact short-term stays, tiny homes, and/or other styles of tiny structures being on your property.

Find out the zoning classification of your property and if you can have a structure under a certain size in square feet. Learn if there are any local statutes forbidding the over-night stay in campers, trailers, and/or RVs on your property. Are there any HOA rules for your neighborhood that might impact your ability to have short-term stays or having certain types of structures on your property?

Knowing these factors ahead of time will alleviate the headaches and hassles, while allowing you a smooth course for establishing your Airbnb Short-Term Stay Program and begin earning some serious \$\$!

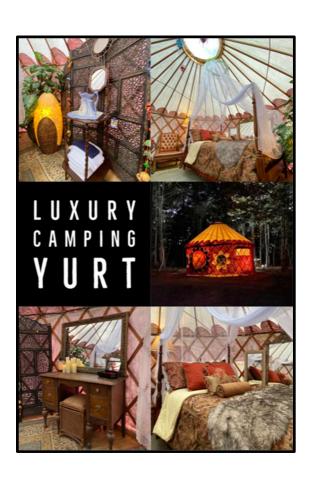
Here are some helpful links and resources you might find beneficial for your Hosting journey...

Responsible Hosting in the United States

Tiny House Zoning: Be Your Own Advocate

United Tiny House Association

Tiny House Advocacy News



No Land? No Short-Term Rental Unit? No Problem! Consider Co-Hosting!



An amazing thing about being becoming an Airbnb Host of tiny houses and unique stays, is that you do not need to own a tiny house, or you do not need to have your own location to have your tiny house or unique stay available for short-term rentals.

WHAT?!?!?!

<u>Airbnb offers an opportunity</u> for people to become tiny house and unique stay Hosts who do not either own a tiny house or who do not have a location to park their tiny homes.

It's called "Co-Hosting"!

Here on our 16-acre <u>Beloved Cabin Tiny House Homestead & Stay</u>, we have two short term rental units we do not own ourselves. They are owned by two separate individuals who are unable to legally park their structures on their own property, let alone be able to make them available to guests as short-term stays.

Instead, they park their units on our property, and we make their units available as some of our Airbnb short-term stay units.

We maintain these two units, rent them out as we do all our other units we own, clean them, and we give a small percentage of the earned rental fees to the owners.

What makes this process so conveniently easy is that the owners can see and know everything that is going on with their units through Airbnb as co-hosts and always know when they are due to receive \$\$!

We have the land... they have the rental units... they need a place to park their units... we have the established reputation as successful Airbnb Superhosts... and we all make \$\$ off the relationship as being co-hosts... it's a SUPER GREAT Win-Win!

Know someone with a tiny house and you have a place they can park it? Do you have a tiny house or unique stay are need a place to park it? Then definitely consider looking into identifying someone who you both will mutually benefit by working together as co-hosts.





Life Lessons Learned as Airbnb Superhosts



By far, interacting and spending time with so many guests from different backgrounds, ethnicities, religions, lifestyles, unique beliefs, and different countries of origin, has been such an AWESOME learning experience for us. As a mixed-race couple (Fin is from Thailand) it is incredible to hear from so many others who share the same experiences we have and who have their own unique experiences to share as well.

As we stated in the beginning of this document, we never foresaw back in 2015 when we checked in as guests into our very first Airbnb short-term stay how Airbnb was going to change our lives forever... **financially**, **spiritually**, **emotionally**, **and community-wise**.

In the end, being Airbnb Superhosts has helped in solidifying our belief we are all individually unique, but at the same time, we are all so much the same in so many ways.

Belong Anywhere! - John & Fin

John and Fin Kernohan (#johnandfin)

United Tiny House Association

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- ~ Airbnb Unique Stay & Tiny House Rentals
- ~ Airbnb Digital Guidebook
- ~ Instagram: @unitedtinyhouse
- ~ Instagram: @belovedcabin
- ~ Facebook: United Tiny House
- ~ Facebook: Beloved Cabin
- ~ We're on YouTube!



"With over 41,000+ members, the United Tiny House Association has grown to become what is arguably one of the largest, if not the largest, tiny lifestyle support organizations in the World."

Please Note: As a partner of Airbnb, we earn a fee when people begin hosting through our referral link.



Become an Airbnb Host!

As partners of Airbnb, we earn a fee when people begin hosting through our referral link.(Thank you.)

PS – Please do not hesitate to use any of our above contact information and reach out to us if we can be of any assistance to you in establishing, enhancing, or expanding your very own Airbnb Hosting Experience. We would greatly appreciate the opportunity to help you succeed, as we have, in being an Airbnb Host (and successful Superhost)!