How Do You Run Your Vacation Rental Business?

However You Do It, Here's How to Get It Set Up in Bookerville...

Let's face it; there are many ways to run your vacation rental business. You can take credit cards or not, collect security deposits or not, hire a cleaner or clean it yourself. Use this guide to see how Bookerville provides features that work for you and where to find these in Bookerville.

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1a. How Many Properties (Units) Do You Have?



Properties Vs. Units: In Bookerville, we use the term Property to mean the "thing you are renting out" – it could be a whole house, a condo unit, a room in a house or B&B, the glamorous camper in your side yard, etc.

- O More Than One Property: Managing two to 200 properties? Awesome! We have two features Clone this Property and Copy To... that allow you to get properties set up fairly quickly. The first property takes the longest, let's be honest. You're getting to know the software, making decisions, looking things up, etc. That may take several hours. But, once you have one set, you can use Clone this Property and Copy To tools to make the next 199 a breeze. For example, set up one type of property, and Clone it to get an exact copy instantly. Change the name and a few other settings to make it unique. Set your rates in one property, and use Copy Rates to apply it to others. Create your custom email templates in one, and Copy To all the other properties when you're ready.
- O **One Property:** With one property, you won't need our Clone This Property or Copy To tools. But if you ever decide to add to your collection, know that it's easy to create a second one once you have the first one fully setup.

1b. How Many Properties (Units) Do You Have? - WHERE TO FIND

To Add a New Property: To add a new property, go to the My Properties tab, and click Add New Property button My Properties (bottom of screen). Active (Free Account, You Lucky Dog) April Elevnth Master Calendar Be Happy Go to The Beach Master Calendar Active (Free Account, You Lucky Dog) Beach House Bash Master Calendar Calendar is ONLINE Pandoras Box Active (Free Account, You Lucky Dog) Master Calendar Switch to Offline... Calendar is ONLINE Switch to Offline... Active (Free Account, You Lucky Dog) Cindys Test Property Master Calendar My Sweet Beach House Active (Free Account, You Lucky Dog) Master Calendar Calendar is ONLINE Switch to Offline... Master Calendar April Showers Master Calendar **Clone a Property:** To Clone a Property, look for the **Clone** Edit Cindys Test Property (Professional Account) **this Property** button at the top right when in Edit Property Key completions: O This is just a rough gauge of how "complete" your property setup is. All settings in Bookerville are optional, so don't let a red (i mode. range) item concern you if you're not using that feature. Click the 0 icons to learn about each item Property Setup **Copy To Other Properties:** To Copy settings to other properties, look for the **Copy To**... Button inside each tab in **Property Setup** Edit Property Mode. In each tab, it's on the far right side of the screen. Weekly/Monthly Rates Policy: Pro-Rated 💿 🕜 What's This **Guest Options Email Templates & Automatic Emails**

2a. What Forms of Payments Do You Accept?



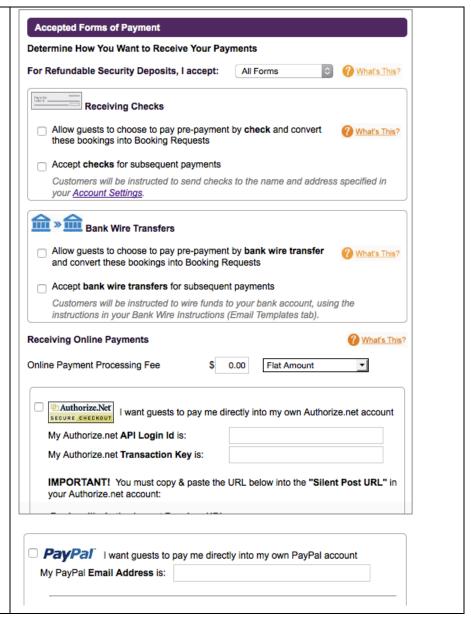
- O **Option 1: Credit Cards:** You can integrate your merchant account with Bookerville, as long as your merchant account interface's with Authorize.net as their "Online Payment Gateway." (Call them and ask.) If you don't yet have your own merchant account, want to switch to one that interfaces with Authorize.net, or just want to see if you have the lowest rates possible, check out LynnBrook Group.
- O **Option 2: PayPal:** You can use PayPal to accept payments as well. You need your own PayPal account in order to set Bookerville up to accept PayPal payments.
- O **Option 3: Checks:** You can accept checks for any of the payments as well. If the guest chooses to pay you by check for the initial payment from your website, then the booking is not placed on your calendar until you enter the payment information into that booking. Be sure to include your company name and your business address in your account settings so we can tell the guest where to mail checks. You can also add custom "Check Instructions" in the Emails & Templates tab.
- O **Option 4: Bank Wire Transfers:** You can accept Bank Wire Transfers for payments, but understand that this, along with checks, are manual forms of payment. The booking will not appear on your calendar until you save the payment received information in the booking. Be sure to enter your custom "Bank Wire Instructions" information on the Emails & Templates tab.
- O **All of the Above or Some Combination:** You can choose to use any combination of these payment types, and you can determine for which payment the guest can use which one. For example, you can indicate that checks can be used only for Refundable Security Deposits but for no other payments.

Payments with Channel Managers: If you are partnering with one of our channel managers, sometimes payments are already collect through the listing site. For these bookings, you would not be collecting any payments through Bookerville.

2b. What Forms of Payment Do You Accept? - WHERE TO FIND

Accepted Forms of Payment: To locate where you make your Payment Option selections, go to the **Property Setup tab**, and scroll down to the **Accepted Forms of Payment** box (bottom right).

Set it up once and use the Copy Property Settings feature to copy to other properties that use the same payment options (probably all of them).



3a. When Do You Collect Payments? (What is Your Payment Schedule?)

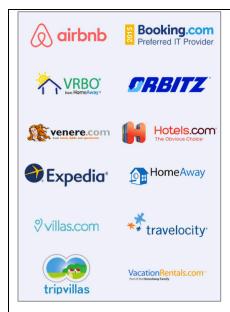


Do you collect payment all up front? Half now and half at check-in? However you do it, you can set up a custom payment schedule in Bookerville to be anything you want. For example, you can collect 50% at time of booking, and the remainder 30 days before check-in (probably our most popular setting). You can set up multiple payments; you can collect it all up front. This is done at the account level so it applies to all of your properties. But, you can set up a custom payment schedule at the property level, if you have, for example, a more expensive property or a guest staying for several months and you want to collect several payments instead of just one or two.

3b. When Do You Collect Payments? (Payment Schedule) - WHERE TO FIND

Payment Schedule Template: To locate where to set your Payment Schedule Template for all of your properties, go to Account Settings tab, and scroll down to Payment Schedule Template box. This Payment Schedule Template is the default Account-level setting which applies to all properties. If you need custom Payment Schedules for certain properties, create them in the Property Setup page ("Custom Payment Schedule" button) to override this for those properties 50.00% 30 Days Before Check-Ir Refundable Security Deposit 30 Days Before Check-Ir Do not Offer guests option to pay full amounts. Offer guests option to pay full booking amounts, but not Refundable Security Deposits. What's This? Offer guests option to pay full booking amounts, including Refundable Security Deposits **Custom Payment Schedule:** To locate where to set the Edit Cindys Test Property (Professional Account) custom Payment Schedule at the property level, go into that property, and look for the Custom Payment Schedule Key completions: O This is just a rough gauge of how "complete" your property setup is. All settings in Bookerville are optional, so don't let a red (or orange) item concern you if you're not using that feature. Click the @icons to learn about each item button in the Fees and Charges section (mid left). ☑ Pre-Payment ☑ Rates ☑ Occupancy ☑ ASE Policy ☑ Photos ☐ Features/Amenities ☐ Tax Rates ☐ Users w/ Permissi ⊞©⊞ Copy Property Setup. **Property Setup** Booking Fee \$ 30.00 Flat Amount Security Deposit What's This? ☐ Cleaning Fee \$ 0.00 ☐ Cleaning fee is taxable Option 1: Collect a traditional refundable security deposit Only applies to stays of less than nights. \$ 100.00 Flat Amount What's This? Occupancy Option 2: Collect a security deposit waiver \$ 50.00 Maximum Occupant(s): Option 3: Let my guests decide: display both security deposit options to guests at 8 Occupant(s) My Rates are for up to: time of booking to allow guests to choose which one they want Each extra adult adds: \$ 0.00 per night to the total What's Th 0.0000 % Add a Discount 0.0000 % 0.0000 % 0.0000 %

4a. Do You Use Listing Sites to Get Bookings?



(This image is an example of listing sites that may or be offered by the channel managers. This is not a guarantee that a listing site is available.)

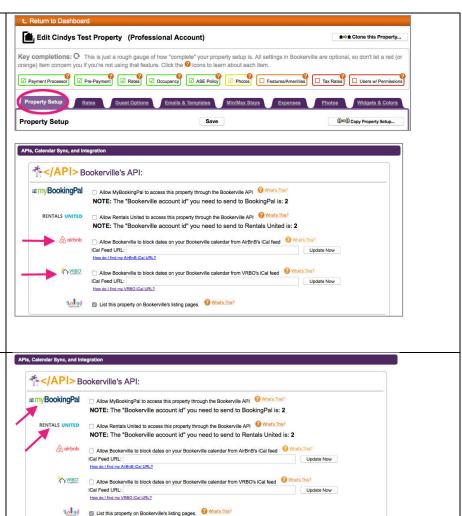
Most likely that answer is Yes. Maybe you list on just one, or maybe you're interested in listing on several. It can get a little chaotic at times, trying to manage all the bookings and dealing with all the different rules.

Here's how to use Bookerville to manage all those bookings coming in from the various listing sites.

- O **Option 1: iCal Synchronization:** You can set up our iCal synching with VRBO/HomeAway and AirBnb. With iCal synching, we can get "booking" information like check-in and check-out dates, guest name and where the booking came from, and it will automatically sync with your Bookerville calendar. The synching is not instant, but we do have an Update Button to instantly update your calendar. You can open the bookings that appear on your Bookerville calendar that came over from these listing sites and add additional booking information.
- Option 2: Channel Managers: We partner with two different channel managers (MyBookingPal and Rentals United). They provide the "heavy lifting" when it comes to getting your property listed on several listing sites, keeping on top of availability across all the channels, and the booking data we receive is robust and contains all the booking data. They are both outside companies from us, and require anywhere from one week to four weeks to get setup (depends on number of properties you have, which listing sites you want to use, (they all have different rules go figure this is the vacation rental industry!) and if you currently have listing sites or want new ones.) They both charge a commission per booking, but no other fees. There are many features you get for those commissions: You can turn on and off your listing sites as you wish, you can share the extra commission with the guest, you can change your rates and other settings in Bookerville and it will automatically get changed in all your listing sites, and most importantly it provides instant availability updates and robust integration.

4b. Do You Use One or More Listing Sites? - WHERE TO FIND

iCal Settings: To locate the iCal settings in Bookerville, go to the **Property Setup** tab, and scroll down to the **APIs, Calendar Sync and Integration** box. Follow the instructions on screen and in the links.



Channel Managers: To get started with partnering with either one of our channel managers, go to the **APIs, Calendar Sync and Integration** box, and click the What's This link next to each one for more information.

There are monthly webinars given by each company to help you learn more. To get started, contact the channel manager you are interested in working with. They will lead you through the steps to get started.

5a. Do You Get Inquiry Emails from Listing Sites?



- O **Yes, I get inquiries from listing sites:** If you often get inquiry emails from listing sites, Bookerville offers a feature that allows you to either automatically reply, build an inquiry inside Bookerville or both. The Inquiry Auto-Responder email will automatically respond to your inquiries and can show availability and a link to book for one to ten properties. Sometimes the guest is just asking a question, but showing availability can sometimes prompt them to research further. The link to go book on your own website or to a Bookerville booking calendar page can entice the guest to just make that next step and price-out a stay. Another option is to set it up so it just builds an inquiry in Bookerville using the information in the inquiry email, but not auto-respond to the email. (Sometimes this is the better solution especially in the cases where the listing site is masking the guest's email address or they insert the Bookerville Auto-Responder email "inside" their own email, and it can look funky/crammed in those cases.)
- O **No:** If you don't typically get inquires from you listing sites, you may want to set it up so you do. Being able to auto-reply with availability data, especially with the property they asked about and maybe other properties that also meet their criteria might be a nice way to move that guest along to the next step in booking.

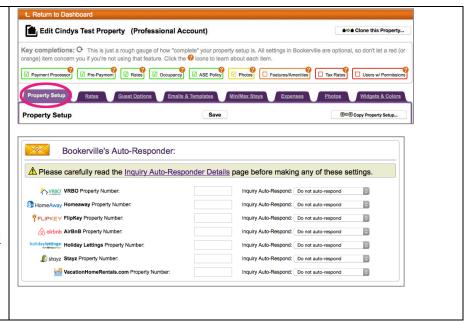
5b. Do You Get Inquiry Emails from Listing Sites? - WHERE TO FIND

Where to Find: To set up the Inquiry Auto-Responder, go the Property Setup tab and scroll down to the Bookerville Auto-Responder box. This box shows all the inquiry sites we can auto-respond to, as well as the specific instructions for how to set it up.

Important: There are four main things that must be done to get it setup properly: enter property number, decide on policy, forward emails, and customize your email template.) See the

http://www.bookerville.com/AutoResponderDetails page for detailed instructions.

Auto-Responder Not Working? Did you check that you did all the steps listed above? That's usually the reason why it's not working at first.



6a. Do You Offer Upgraded Items to Your Guests During Booking?



- O Yes, I offer additional items that guests can purchase at time of booking: Great, then we have a feature you can use for this. It's called a Guest Option. You can set up numerous Guest Options, write your own text, set the price as a flat amount or percentage, even declare that it is taxed or not. These are things like heat the pool, bring your pet, romantic wine and cheese platter, fresh local flowers. You can use Guest Options to even provide a discount (Guest brings their own sheets for example) by making the price a negative number (it will subtract it from the total instead of adding it in). You can also set Guest Options as Mandatory. Yep you read that right. If there is something "extra" that must be purchased at time of booking, and there is no other way to show it in the software, sometimes this is the place. Example: If your condo requires the purchase of a \$25 parking pass.
- O **No, I don't yet offer items to upsell at time of booking:** If you don't typically offer guest options, you may want to consider some items. These can be great concierge type items that the guest wouldn't have known about otherwise. You become a valuable resource to the guest by offering local-specific options.

6b. Do You Offer Upgraded Items to Your Guests During Booking? - WHERE TO FIND

Guest Options: To locate where to set up your guest options, go to the Guest Options tab.



7a. Do You Have Your Own Website?

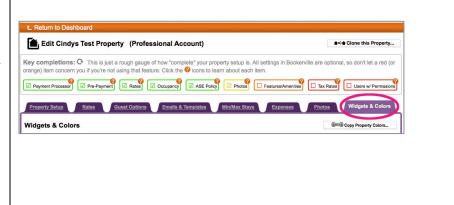


- O **Yes, I have my own website:** Great, then we have a several widgets that you can embed into your website or link directly to. You can use "iframe" code to embed widgets like Availability and Booking Calendar, Multi-Property Search, Read-Only Availability Calendars, Inquiry Forms, and Review Widgets. Of if you prefer, you can provide a link directly to a Bookerville page that shows these widgets.
- O **No, I don't have my own website:** If you don't have your own website, you can still link to your public availability and booking calendar from any social media site or even in your emails.

7b. Do You Have Your Own Website? - WHERE TO FIND

Widgets and Custom Colors: To locate where are the widgets are, and how to customize your calendar and rate table, go to the Widgets and Colors tab. This entire tab shows all the things that can be embedded or linked to from your website or social media pages.

API: Bookerville also offers the ability to automatically show Bookerville information (properties, photos, rates, availability, etc) on your website using our API. This is a bit technical and usually requires a technical website developer. Let us know if you are interested in this option.



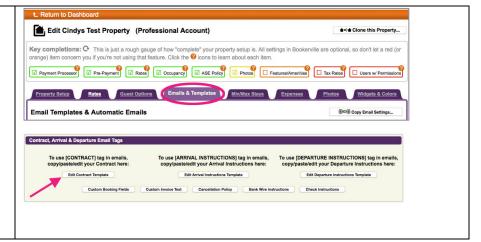
8a. Do You Require Guests to Agree to a Contract Before Booking?



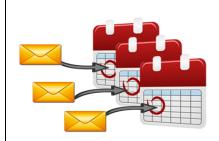
- O Yes, I have my own custom contract and guests are required to agree to it before booking: Most, if not all property managers / owners do have a custom contract. Bookerville offers customized contracts for each booking; the software automatically takes the data from the booking and inserts it into your contract for each booking. You no longer have to build a contract for each booking! Guests can be required to agree to the contract when they book. We can capture the date and time and IP address used when they agreed to the contract. Guests can view and even print the contract, and if necessary, sign and send it back. Set up your contract for one property and when it's ready, you can copy it to all the other properties. When you have an edit to your contract, edit it in one property and apply it to all the other properties. Changes to contracts do not change or affect contracts already created for past bookings, unless you purposefully apply the changes to that booking.
- O No, I don't have a custom contract or make my guests agree to one before booking.

8b. Do You Require Guests to Agree to a Contract Before Booking? - WHERE TO FIND

Where to Find: To locate where to edit your contract template, go to the **Emails & Templates** tab for any one of your properties. Scroll down to the **Contract, Arrivals & Departure Emails Tags** section. Click **Contracts** button.



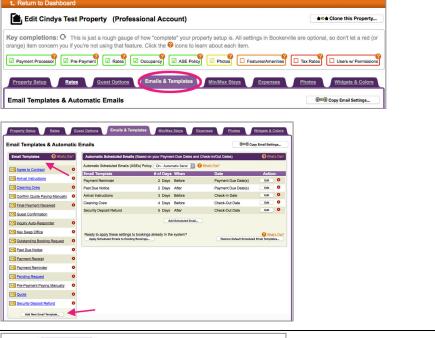
9a. Do You Have Customized Emails that You Send to Guests?



- O **Yes, I have custom emails that I send to guests:** Most, if not all property managers / owners do have a collection of customized emails they send out to guests for each booking at specific times. You can set up any number of custom emails, and/or use the templates we provide. Use the email tags to have Bookerville automatically include data from each booking. You can add a custom header to the top of each email, a custom signature at the bottom of each one, and can edit the text in most of the templates provided. Set up the templates in one property, and then when you are happy with them, copy them to all the other properties as needed. After your templates are set up, you can use the Automatic Scheduled Email tool to send them at our pre-determined times.
- O **No, I don't have custom emails that I send to guests.** Maybe you would like to try them out? They are quick and easy, once you get them set up. They can save you a lot of time.

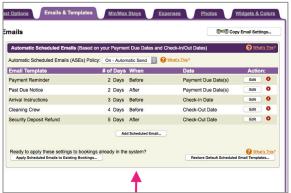
9b. Do You Have Customized Emails that You Send to Guests? - WHERE TO FIND

Customize Email Templates: To find out where to customize your email templates, select a property and go to the **Emails & Templates** tab. The email templates are shown on the left side. Click to open and start editing. The **Email Templates** box is located at the top left of the page.



Automatic Scheduled Emails: To locate the Automatic Scheduled Emails area, go to the **Emails & Templates** tab.

Do a fake booking to see: To see the email templates in action, create a fake booking with a second email address (not required, but this allows you to pretend to be the guests AND to see what emails the manager gets as well.)



10a. Do You Want to Talk To Each Potential Guest Before They Book?



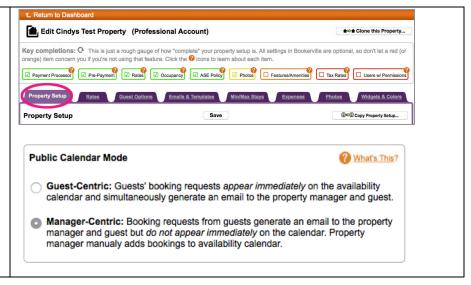
- O **Yes, I like to talk or at least email each potential guest before they stay at my place:** If you like to vet each potential guest before they book on your calendar, you will want to run your calendar in "Manager-Centric" mode. This allows guests to make a Booking Request on your calendar, as opposed to an actual Booking. They are in a sense asking you if they can book. These will appear as Booking Requests in Bookerville.
- O No, I don't need to talk to or email each guest before they book. They can book directly on my calendar as long as they pay an initial payment. If you're okay with guests booking directly on your calendar, then you will want to set your Public Availability and Booking Calendar to Guest-Centric mode. This will allow a guest to look at availability, and book as long as they pay the required pre-payment.

Notes: If the guest chooses to pay the first payment by check, even if you are running in Guest-Centric mode, the booking will not appear on your calendar. Bookerville automatically converts it to a Booking Request, and you get notified that a guest has chosen to do this.

Using a Channel Manager?: If you use one of our channel mangers, often times they run in the equivalent of "Guest-Centric" mode, like Book It, or Book it Now. So for bookings that come from these sites, it would depend on the specific settings from those listing sites.

10b. Do You Want to Talk To Each Potential Guest Before They Book? - WHERE TO FIND

Public Calendar Mode: To find out where to set your public calendar mode, select a property, go to the **Property Setup** tab. Scroll down to the **Public Calendar Mode** box on the right side.





To find out more... Go to our Help pages to see Workflows, Property Setup instructions, videos, forums, etc.

