

Would you be interested in joining a group of your peers dedicated to sharing in a Non- Competitive environment?

For 22 years I was in the Temporary Staffing business. During a large part of that time, I was involved in a group like the one I am describing below. It played a tremendous role in maintaining my sanity and helping me develop and maintain a successful company in a very competitive industry. As the organization developed, I felt like I had a large number of professional advisors I felt confident and comfortable with. I shared my challenges and success with them and they in turn did the same and we all benefited from our association.

Experience has taught me that everyone has valuable input. No matter if you have been in the industry for 40 years or 4 years, you having something to share. No one person has all of the answers. With that in mind I believe there is a need for a group like the one we had in the staffing industry. Not sure of a name yet, but maybe the International Vacation Rental Managers Network or IVERMNET.

IVERMNET would be an International group of progressive independent Vacation Rental Managers committed to excellence in their industry. Independent Vacation Rental company owners will come together to help one another leap beyond the reach of their competition, to develop specialty niche markets, to learn the secrets to increasing margins, and to more successfully compete in their markets. It all begins NOW. Our goal is to establish an alliance of ongoing support at the CEO and Management level, in protected territories exclusive to only independently owned Vacation Rental firms. This is not meant to replace any of the wonderful associations currently in place. We will encourage our members to be active in their National and State organizations.

IVERMNET is seeking professional, progressive, and strong independent Vacation Rental firms. Applications are currently being accepted. One member will be selected in each market. Exclusivity will be our key to sharing. If you fit that picture, we would like to talk with you. If you are interested in learning more or joining us please contact me at [ghart@follysbest.com](mailto:ghart@follysbest.com)

Our ideal member will be a strong, Vacation Rental business owner with the desire to share with and receive information from other industry innovators.

**Membership Requirements:**

- **Must be in an open market. Members are prohibited from competition with existing members**
- **Must have been in business a minimum of 2 years as a Professional Vacation Rental Manager**
- **Must have demonstrated leadership in community service and/or association volunteer work.**
- **Must be an active participant missing no more than 2 meeting per year and be active sharer in writing and verbally.**