



5 STEPS TO

\$5,000

WITHOUT OWNING PROPERTY

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WHY THIS WORKS

You want to make \$5,000/month without owning a property. Good news—you don't need more degrees, more time, or more startup cash. You need a repeatable playbook that creates leveraged income. This is it. This guide will show you:

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ABOUT THE AUTHORS

Hey family—this journey isn't just about making extra income. It's about aligning your vision with a strategy that serves your purpose, restores your peace, and elevates your entire life.

My wife Yvonne and I built this business from faith, intention, and hustle—but more importantly, from alignment. We've hosted nearly 300 guests and facilitated over 5,000 booked nights. And here's the truth: you don't need to own property to own your freedom.



Earl McCray



Yvonne McCray

Hi, I'm Earl McCray, I went from educator and Army vet to 6 Figure Airbnb earner by using other people's properties and building systems that scale.

Hello there, I'm Yvonne McCray, a social worker, artist of hospitality, and soulful Airbnb host. I love creating warm, safe, inviting spaces

Our journey began with a personal transformation—losing weight, regaining my health, and walking away from the hustle of a traditional 9–5 to build a life rooted in faith, wellness, and freedom. We've helped clients launch Airbnb portfolios, heal relationships, and manifest income without ownership, all while stepping into their highest version of self.

Now WE help others do the same. This playbook is your start. Mentorship is how you multiply.



STEP I: FIND THE ASSET

Most people waste time chasing shiny objects. Here's the truth: the money is in the property you don't own—but control.

What To Do:

- Go on Zillow, Craigslist, Facebook Marketplace
- Look for listings that've been up 45+ days
- Drive around neighborhoods and look for "For Rent" signs that look faded—landlords are desperate

💡 Pro Tip: If the landlord's losing \$1,200 a month, and you bring them \$1,200, you're the hero. Period.

🧠 Inner Conversation: I see opportunity where others see problems. I'm called to bring relief where there's tension.

📞 **Want my Profitability Formula? Let's talk. Book your discovery call [Link](#)**



STEP II: MAKE THE PITCH

How to convince landlords to say yes!

The landlord doesn't care about your dreams. They care about rent on time, low maintenance, and no drama.

What You Say: I help property owners earn consistent income by placing fully vetted corporate tenants—traveling nurses, consultants, and professionals. I manage it all and treat your place like a premium hotel. You want them to feel:

- Safe
- Secure
- Smart for saying yes

💡 Pro Tip: That's it. Sell peace of mind, not Airbnb.

🧠 Inner Conversation: My words carry truth, trust, and transformation. I don't beg—I offer peace

📞 **Want the landlord message that opens doors? Click here to Book. [Link](#)**

BULLETPROOF THE CONTRACT



STEP III: LOCK THE DEAL

How to protect your downside!

You need control without risk. That means setting up terms that let you make money without owning the liability.

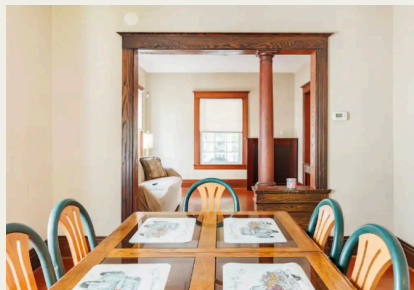
Must-Have Clauses:

- No subleasing (you're not assigning the lease—you're operating under it)
- You're responsible for guest damages (use Airbnb's \$3M coverage)
- Clear payment schedule (rent due by the 1st, grace period to the 5th)
- Permission for short-term usage

💡 Pro Tip: If this scares the landlord, you're probably talking to the wrong one. Move on. Next.

🧠 Inner Conversation: This isn't a hustle—it's a healing business built on integrity.

📞 **Need my bulletproof lease? Let's get it to you. Book your call. [Link](#)**



STEP IV: MARKET BEFORE YOU'RE READY

How to fill your calendar with paying guests!

The best operators pre-sell.

Phase 1: Before You Even Have the Keys

- Use photos of local attractions
- Say "5 mins from downtown," "near major hospitals," etc.
- List it as "Coming Soon" on Airbnb, Furnished Finder, or direct channels

Phase 2: As You Stage It

- Stage room by room
- Snap pics and update listing in real time

Phase 3: After Launch

- Use pro photos (Airbnb gives these for free)
- Optimize headline, tags, and pricing weekly

💡 Pro Tip: You don't need a 5-star hotel. You need the right message, at the right time, to the right people. - Cash flows to clarity. Confusion kills conversions

🧠 Inner Conversation: Before the guest arrives, I've already told the story of comfort, convenience, and care.

📞 **Want my full marketing checklist? Let's talk. Click here to book Link**

SET UP FOR SCALE

STEP V: SET UP FOR SCALE

How to set up once and scale forever!

Don't build a second job. Build a business.

Bedroom Playbook:

- Same bed size across units
- No dressers (cleaners hate them)
- 4 pillows, no throw shams
- Dark linens hide stains

Living Room / Kitchen:

- One central TV
- No TVs in bedrooms
- Desk in each bedroom = higher midterm stays
- Kitchen Accessories stocked for a Thanksgiving dinner

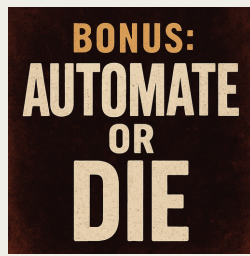
Budget Strategy

- \$5-\$10 per square foot of the property
- Be cost effective. Use Facebook Marketplace, thrift stores in high-end zip codes

💡 Pro Tip: The goal is efficiency, not luxury. Keep it clean, functional, and fast to reset

🧠 Inner Conversation: Every item I place is intentional. Clean, simple, elegant—ready for scale.

📞 **Want my full setup checklist? I got you. Book your call**
[Link](#)



STEP VI: BONUS: AUTOMATE OR DIE

How to build a semi passive income !

You want freedom? Then automate or die broke.

Tools To Use:

- Pricing automation (PriceLabs, Beyond)
- Messaging automation (Hospitable, Guesty)
- Cleaners = 1099 (paid by job, not by hour)
- Your job is to own the system. Not be the system.

💡 Pro Tip: Every minute you spend doing a \$10 task is a minute you're not earning \$1,000

🧠 Inner Conversation: I deserve rest. My systems work even when I don't.

☎ **Want to learn how to automate? Click to book [Link](#)**

Join the Tribe

CONCLUSION

How to Join the Tribe !

WHAT TO DO NEXT

You just read the playbook. But information isn't transformation.

💡 Pro Tip: You don't need to own the property to own the vision.

🧠 Inner Conversation: This is my time. This is my turn. I just need the right steps, the right spirit, and the right strategy.

📞 **Let's build your freedom. One property at a time. Book a discovery call. Let's implement this together. [Link](#)**