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**From Walk-On to the NFL and Entrepreneur: Jake Gervase’s Inspiring Journey**

Success often comes to those willing to take risks, put in the work, and embrace unexpected opportunities. Jake Gervase’s journey—from an unrecognized high school recruit to playing in the NFL and launching a thriving business—proves that persistence, adaptability, and vision can lead to remarkable achievements.

**From Iowa Roots to Hawkeye Football**

Born and raised in Davenport, Iowa, Jake grew up dreaming of playing football at the University of Iowa. Despite his passion and dedication, he received zero scholarship offers coming out of high school. Instead of giving up, he accepted a walk-on opportunity at Iowa—a decision that would shape his future.

Though the path of a walk-on is filled with challenges, Jake embraced the grind, earning his place on the team and eventually making significant contributions. Over five years, he went from an overlooked recruit to a key player for the Hawkeyes, proving that hard work and resilience pay off.

**An Unexpected NFL Career**

After college, Jake had little expectation of playing in the NFL. While he participated in Pro Day workouts, his initial plan was to transition into medical sales. However, an unexpected opportunity arose when the Los Angeles Rams invited him to a tryout. With no guarantees, Jake seized the moment, performed well, and earned a spot on the practice squad.

Through dedication and perseverance, he worked his way onto the active roster, eventually spending four seasons with the Rams and earning a Super Bowl ring. His story is a testament to believing in yourself and making the most of every opportunity, even when the odds seem stacked against you.

**Launching Stay Tiny Texas: A Business Born from an Idea**

While football remained Jake’s primary focus, the entrepreneurial spirit ran deep in his family. During the COVID-19 pandemic, his brother, Sam, built a tiny home in his backyard in Austin, Texas, as a way to generate passive income through Airbnb. Seeing the success of this idea, Jake and Sam decided to turn it into a business: Stay Tiny Texas.

Their concept was simple yet innovative—build high-quality, stylish tiny homes on leased residential land, handle all the financing and construction, and then manage the rentals through Airbnb. Homeowners would receive a share of the profits, while Stay Tiny Texas took care of everything else. This unique business model quickly gained traction.

**Scaling and Expanding the Business**

What started as a single tiny home in a backyard has now grown into a full-fledged business. In just 16 months, Jake and Sam built seven tiny homes and have three more under construction. Their expansion strategy has evolved as well, with Stay Tiny Texas acquiring its own land to create tiny home communities—complete with shared outdoor spaces and amenities for an enhanced guest experience.

Additionally, the company has branched into a new revenue stream, offering construction services for individuals looking to build their own tiny homes. Whether acting as general contractors or managing their own short-term rentals, Jake and his team are continuously innovating and refining their business model.

**Lessons from the Field and the Business World**

Jake’s journey from football to entrepreneurship provides valuable insights for anyone looking to build a business:

1. **Bet on Yourself** – Whether walking on at Iowa or launching a business, Jake’s success is built on taking risks and believing in his abilities.
2. **Learn from Every Experience** – The discipline and perseverance gained from football translated directly into running a business.
3. **Find a Unique Angle** – Stay Tiny Texas succeeds because it provides a turnkey solution for homeowners while tapping into the growing demand for Airbnb experiences.
4. **Embrace the Challenges** – Navigating zoning laws, permits, and city regulations has been a learning experience, but persistence has allowed the business to thrive.
5. **Surround Yourself with the Right People** – Whether in football or business, Jake emphasizes the importance of strong partnerships, family support, and teamwork.

**Giving Back: The Rally for Reed Foundation**

Beyond football and business, Jake is passionate about making a difference. Inspired by his friendship with Reed Gleason, a young boy who lost his battle with pediatric cancer, Jake co-founded the Rally for Reed Football Camp. In just three years, the camp has raised nearly $250,000 to support families facing similar challenges, reinforcing Jake’s commitment to using his platform for good.

**Looking Ahead**

With Stay Tiny Texas growing rapidly and new business opportunities emerging, Jake’s future is filled with exciting possibilities. Whether he continues his football career or transitions fully into entrepreneurship, his story is a powerful reminder that determination, adaptability, and taking calculated risks can lead to extraordinary success.

For aspiring entrepreneurs, Jake Gervase’s journey is proof that the best opportunities often come when you least expect them—but only if you’re willing to take the leap.