welcome
BROKER MEETING
August 6, 2019
BAYEAST
ASSOCIATION OF REALTORS®

Roya Chaudhry
MLS Director
EVERYTHING MLS – RULES, UPDATES & PRODUCTS

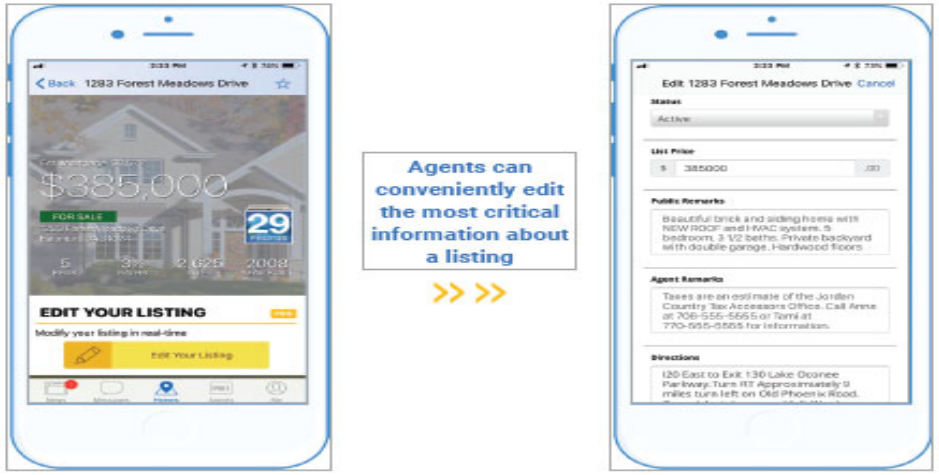
Everything Mobile

BAYEAST ASSOCIATION OF REALTORS®

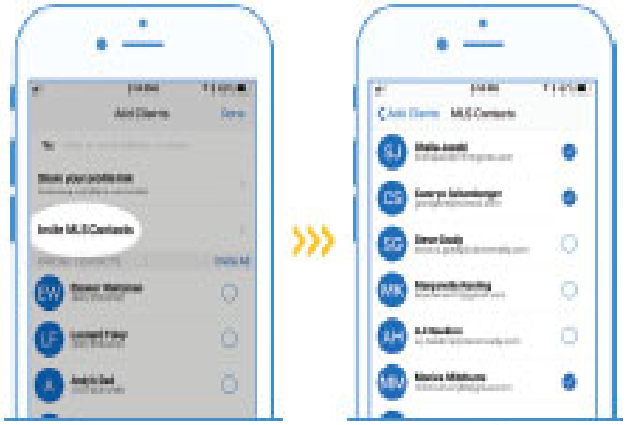
BAYEAST ASSOCIATION OF REALTORS® + Paragon® + homesnap

Edit Your Listing on the Go

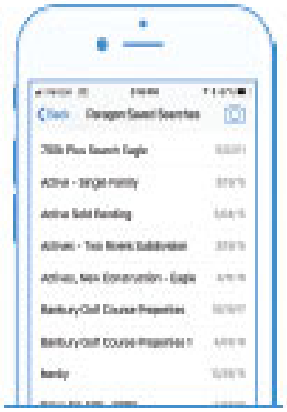
Once an edit is made, the listing will be updated in real-time in both Homesnap and MLS**.**



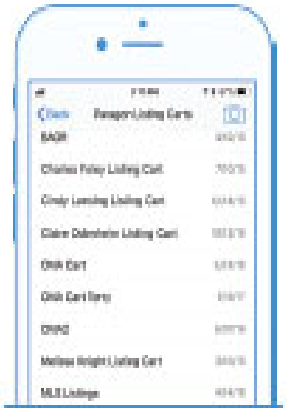
Saved Contacts, Searches & Listing Cart



IMPORT your database of **Saved Contacts** and invite them into Homesnap. They will become branded exclusively to you.

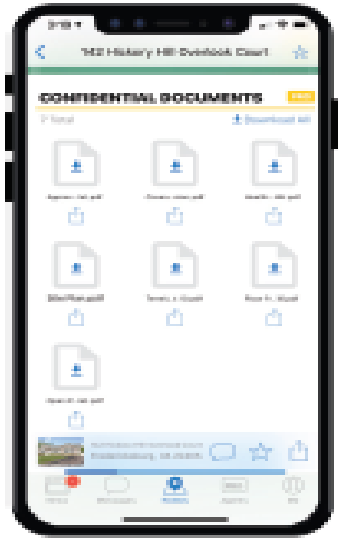


ACCESS your **Saved Searches** created within Paragon. No need to re-create them in Homesnap.



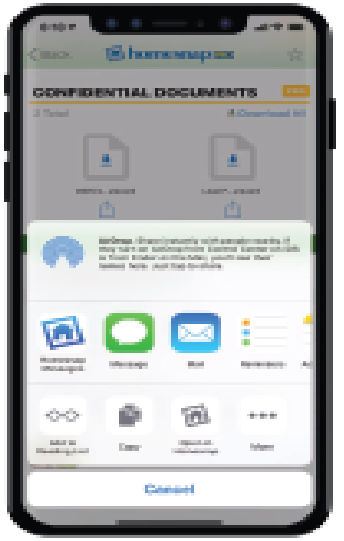
REFERENCE your **Paragon Listing Carts** for easy reference of hot properties you and your clients are most interested in.

Listing Documents



ACCESS from the **LISTING PAGE**

VIEW & SAVE individual documents

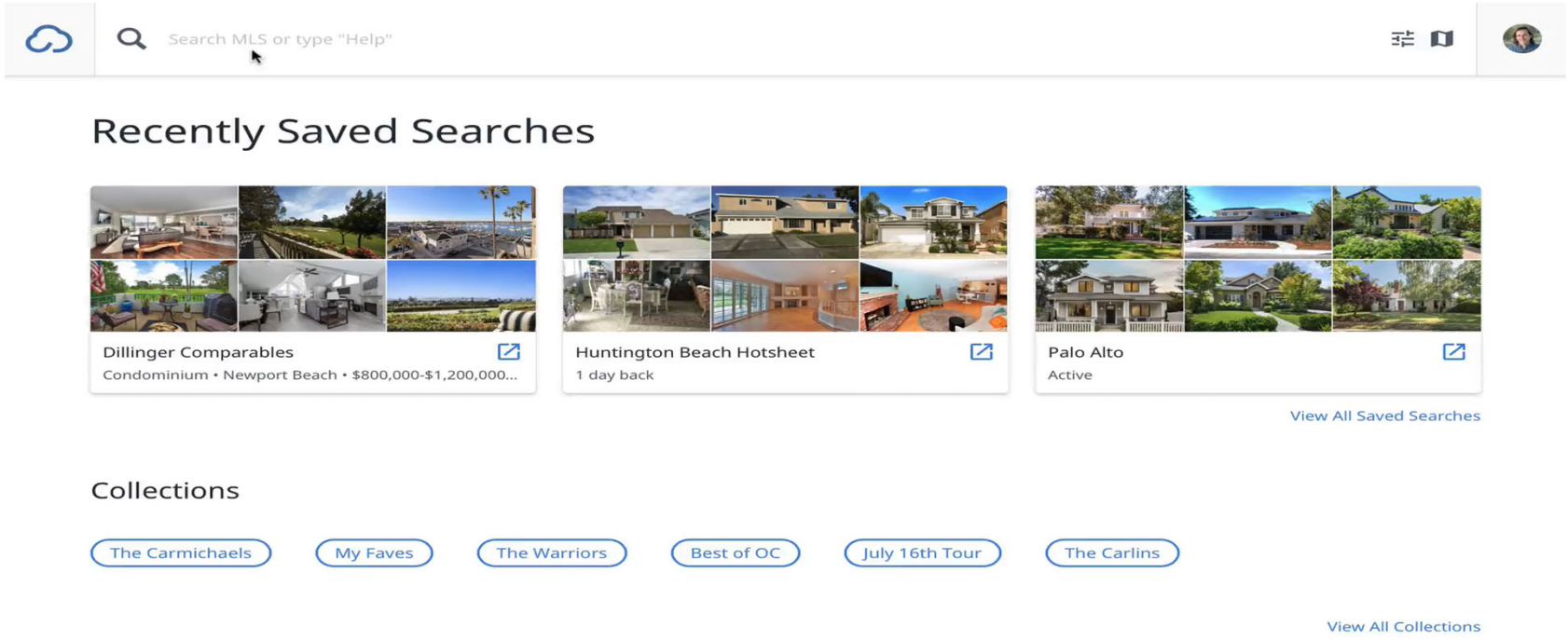


SHARE documents with clients

Cloud MLX

Surf the MLS.

Just start typing and immediately show you results. Searching for real estate has never felt so natural.



Cloud Streams

Is a web-based listing alert and collaboration system

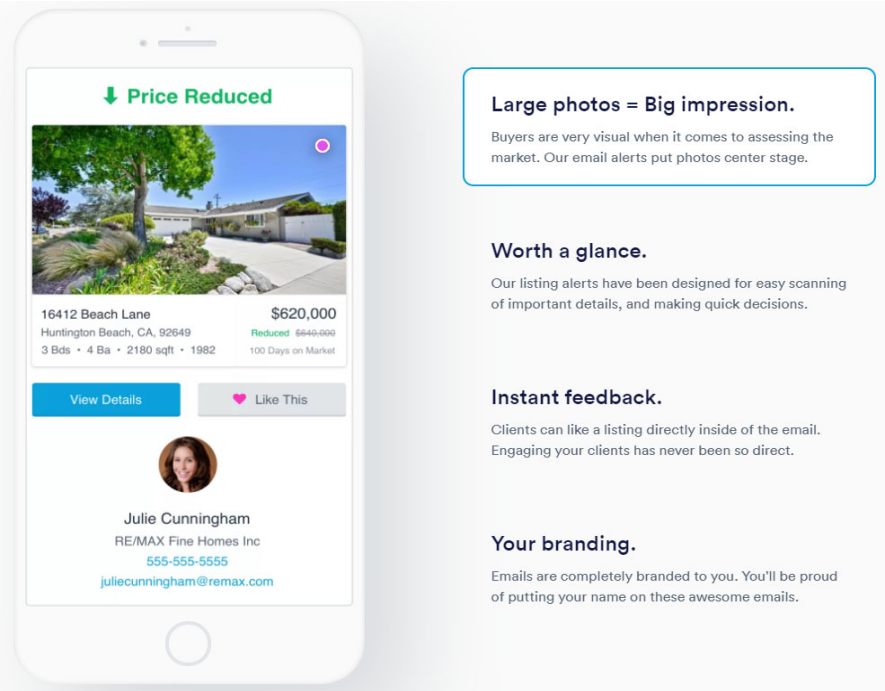
Listing alerts can be delivered to clients via **email** or **text** message.

Responsive design, meaning it will function on any device.

Allows buyers to:

- make comments on listings and
- “Like” their favorite listings

Beautiful Listing Alerts



Cloud Streams

Analytics

How many properties do they like?

What the average price of those properties?

How do I contact the listing agent?

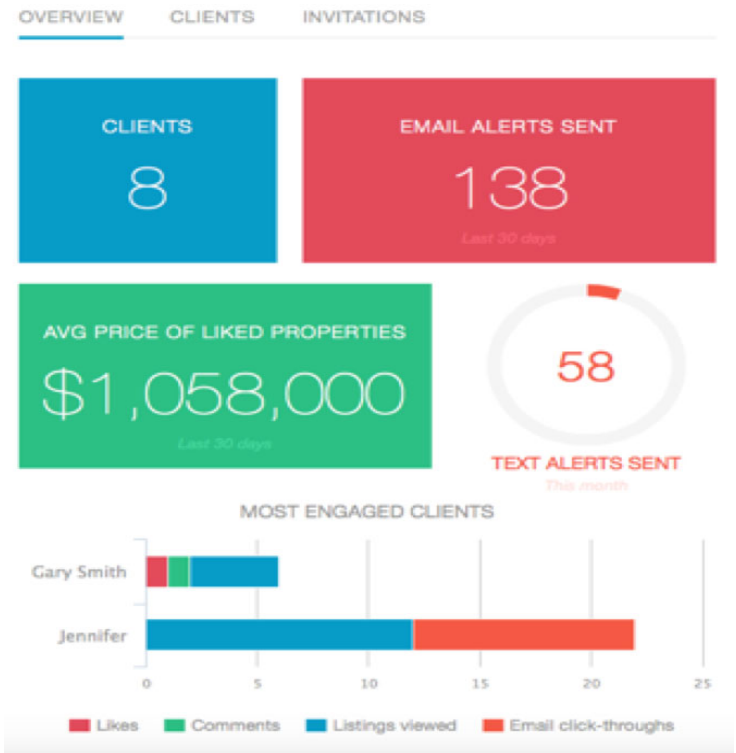
Which clients are opening their email?

What clients are most active?

Are they changing their search criteria?

What are the showing instructions?

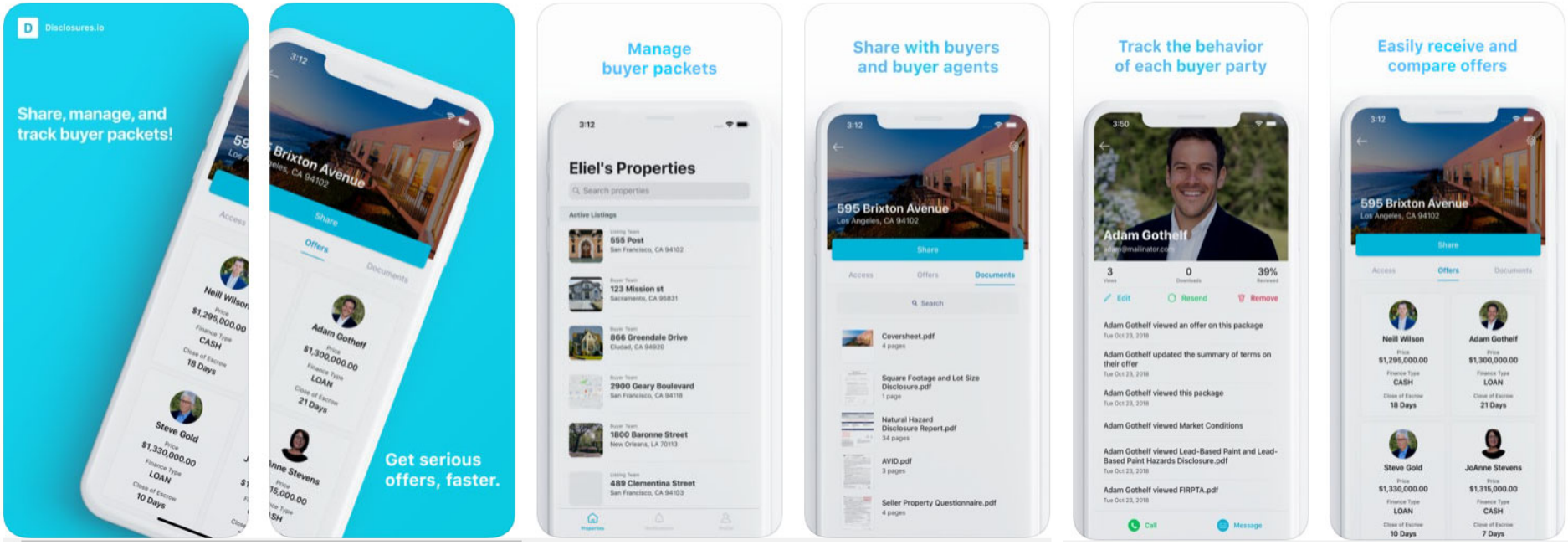
All in one place.



Disclosures.io

Disclosures.IO create property information packages. Easily share and manage listing information packages from anywhere.

- Unlimited space (no fee for storage).
- Create and share Property Info Packets.
- Receive offers.
- Powerful PDF manipulation tools.
- Doc-u-sign integration.
- PDF quick search.
- iOS App.
- Video tutorials and chat support.



This app is only available on the App Store for iOS devices.

Smart Technology for Open Houses and Showings

(Coming to Bay East members August 19th)

zipForm mobile® by zipLogix

a FREE C.A.R. member benefit.

zipForm® Mobile keeps transactions readily accessible, no matter where the day takes you. From a mobile device, you can create transactions, import listing data, send e-signatures and much more

Devices:
Apple (iOS) users can download zipForm® Mobile Companion from the Apple App Store.
Android users can log in to car.org on a mobile device and tap on Access zipForm® to launch zipForm® Mobile.

Features

- Create new transactions
- Import property photos included from zipFormMLS-Connect®
- Send documents for electronic signature
- Apply templates
- Edit, view, email and fax forms
- View an entire form as you complete transactions
- Use fast fill mode to view only the fields required for each form
- Access mortgage calculator
- Highlight language on the forms
- Mark-up utilities
- Manage your stored documents inside zipVault®
- Access Service Providers

- ✓At the office
- ✓With clients
- ✓At home

Get Real, **Sell** Safe

RealSafeAgent

Get Real, **Send** Safe

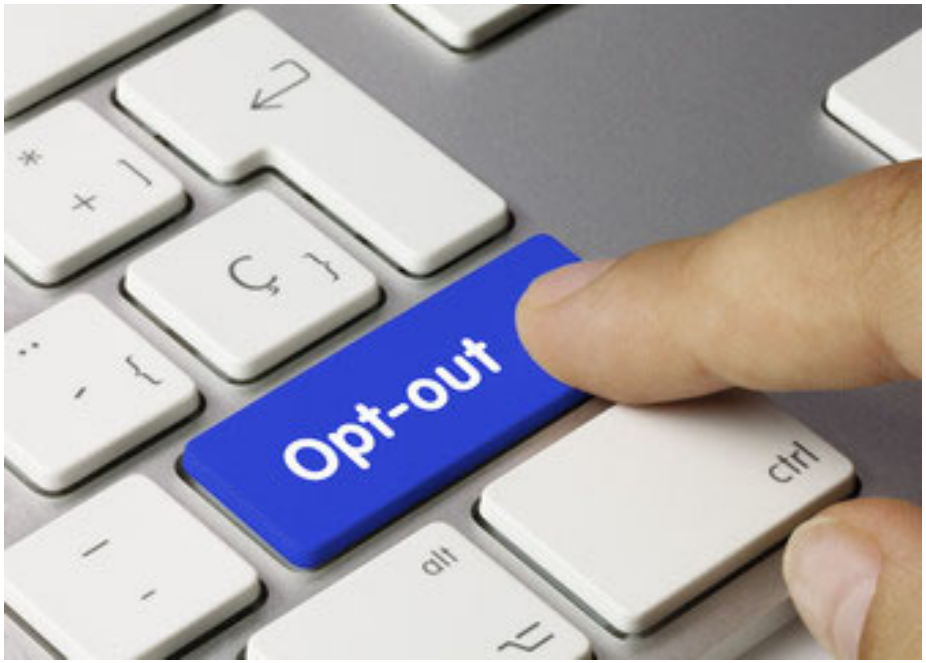
RealSafeWire

Get Real, **Speak** Safe

RealSafeChat

RealSafeAgent
Get Real. Sell Safe.
www.realsafeagent.com

- MLS Support
- MLS Benefits Support
- 2 Free Computer Repairs
- Technical Training



Zillow®

Datashare

Paragon® + MLSListings™®

- **Listing #s starting with ML** = MLSListings
- **Listing #s starting with 4** = Paragon

- MLS ListingsX as Listings Agent
- Tour
- Associated Docs

WHAT'S NEXT?

Paragon®
+
MLSListings®
San Francisco Association of Realtors®
BAREIS® MLS
+
homesnap

remine

Beginning August 19, Bay East members will receive LionDesk at Discounted Rate

Video Email & Video Texting
The only CRM with integrated Video Emails and Video Texting. Utilize one on one videos, within drips and mass emails/texting.

Property Management
Enter your properties and track your closings. Automate your tasks, manage deadlines and don't let anything slip through the cracks.

Calendar/Task Management
Forget worrying about who you should be calling next, because LionDesk will even call you to remind you.

Scheduled Emails & Texts
Save all of your sales and marketing emails and send to your clients instantly, or put them on a future scheduled campaign.

Deal & Pipeline Management
Track your deals and your pipeline...know how close you are to closing it, how much you're making and when.

Document Management
Upload your listing presentations, CMA's and more and associate them to a contact for easy access.

Text 2 Sell
Use a personalized local area code number and create "Short Codes" to highlight on Sign Riders, Flyers and More.

Lead Distribution
Take all the leads yourself, or distribute them to a team based on their performance or the ZipCode of the request.

Power Dialer
Speed through your call lists quickly and efficiently, and capture all the activity right into your contact records as it happens. (Pricing from $59/mo.)

Texting Manager
Managing your texting activity is easy with a comprehensive view of all your contact conversations.

Broker Functions
Brokers: View enhanced reports on leads, create master Drip Campaigns to push to your Agents and have a global view of all deals, properties and contacts in your office.

Click to Call
Save time by clicking instead of dialing and track all of your inbound and outbound calls and text messages.

Contact Management
Easily manage all types of lead sources, buyers, sellers, hot or cold clients and more by adding an unlimited number of tags to each client.

3rd Party Lead Imports
Take your existing lead sources (Zillow, Trulia, Realtor.com, etc) and send them to LionDesk for an instant response to your client.

Facebook Ads Direct
As an approved Facebook CRM Partner you can get your leads directly into LionDesk without the added cost of a 3rd party platform.

Enhanced Drip Campaigns
Manage your automated drip campaings easily with LionDesk. Don't just email, with LionDesk, your campaigns can include automated texts messages and phone calls.

Track Email Results
Know exactly which prospects are most interested in what you're selling with tracking notifications. Know who opens and clicks on your emails.

Auto Responders
Send automated emails, texts, and calls to every one of your leads and track your conversions.

RULES
COMPLIANCE

9,697 - Flagged

2,138 - Violation

TOP
3

VIOLATION

Photographs on the MLS

Public Remarks

Reporting of Sales

thank you