Work Smart. Spend Less.

Real Estate Marketing

- Internet
- COI / Sphere Marketing
- Farming





Work Smart. Spend Less.

Lead Generation Strategies

- Google Local
- Website Localization
- COI / Sphere Marketing
- Video Farming Funnel





About the presenter

Tom Fernandez CRMLS Smart Solutions Specialist 909-859-2040 ext.2095 tom@crmls.org







		CALL TODAY FOR YOUR INITIAL CONSULTATION		
Affordable Dental Health Providers	A 8207 3rd St #102	seconds)		
www.adhp.com 1 Google review	V Downey, CA (562) 735-0589	w - So Many Choices. So Little Time ③		
Adhp adhp.com 1 Google review	8207 3rd St Downey, CA (800) 343-2347	oftware Google+		
DOWNEY DENTAL GROUP	(C) 8102 3rd St	ors - PropertyMinder.com /Real-Estate		
www.downeydentalgroup.com	Y Downey, CA	site and Mobile App. Free 30 Day Trial!		
1 Google review · Google+ page	(562) 803-3333	llowers on Google+ k? - Custom IDX - Realtor Mobile App		
Map results for dental implants downey ca				
REVIEWS.COM	IDX System Revi www.nofluffreviews.com/			
Punta Gorda Isles Real Estate - Zillow ww.zillow.com/punta-gorda-isles-punta-gorda-fl/ Zillo	M 7	s. Read & write reviews on Real Estate keting,IDX Systems,Coaching		
rowse Punta Gorda Isles real estate listings for homes for				
Gorda Isles, Punta Gorda market info on Zillow. Punta Gorda Isles Houses for Find a Pro - New Homes in Punta Gorda Isles		Itors - Nofluffreviews.com		
		tems, real estate website providers and other		
louses For Sale in Punta Gorda Isles Pu ww.zillow.com/punta-gorda-isles-punta-gorda-fl/houses/		dd your own review!		
Search houses For Sale in Punta Gorda Isles . Find single family houses , townhouses, townhouses, townhouses, townhomes and more on Zillow Page 1.		ns on the Market? - GeekEstate		
	:-solutions-on-the-market/ ▼ e+ circles			
Punta Gorda Isles Real Estate For Sale In Punta Gorda Fl		e need for IDX on a successful real estate		
www.paradiseinpuntagorda.com/neighborhoods/punta-gorda-isles.html Punta Gorda real estate information, Port Charlotte FI homes for sale. MLS listings for		:+ · Google Authorship and IDX – Are you pre to an IDX system besides what shows up		
harlotte County updated daily!				
ou've visited this page 3 times. Last visit: 5/27/13		Registration		
unta Gorda Real Estate		Log in via your Facebook, Twitter,		
ww.paradiseinpuntagorda.com/ 💌		Easy Sign In		
eel free to contact me directly for more information about P		es. 🖪 🗳 8 🍃 🕶 付		

What to expect...

- 1. Information you can use today
- 2. Free systems (part of your dues)
- 3. Discounts on "done for you" website services (Smart Sites)
- 4. Free downloads and step-by-step guides





Download

www.GetSmartSites.com/pages/presentations

- This presentation (PDF)
- Pre-Listing Presentation (PPT)
 Full edit, usage & rebranding rights:
 - ≻Farming
 - ≻Open Houses
 - ≻On your website
 - ≻Export to video





Google Local Search Results

1525 E Ontario Ave

Corona

(951) 571

Corona Realty www.coronarealty.com/ Google+ page

Corona Real Estate - Jesse Ramirez-Re. www.homesbyjesse.com/ - Translate this page 2 Google reviews - Google+ page

Sierra Del Oro sierradeloro-apts.com/ 2 Google reviews

Marquessa Apartments www.equityapartments.com/.../corona.../marq... 2.0 ***** 5 Google reviews

Carol In, Re/Max, All Stars carolinsellshomes.com/ Google+ page

Waterstone At Corona Pointe www.waterstonecorona.com/ 3.3 ★★★★ 6 Google reviews

Fidelity National Title www.fntic.com/ Google+ page



B 390 McKinley St #106 Corona (951) 522-2216

C 1456 Serfas Club Dr Corona (951) 736-8411

2235 Treehouse Ln Corona (951) 736-1204

- F 765 N Main St Corona (951) 496-8981
- F 1171 Baywood Dr Corona (951) 272-6910
- G 1250 Corona Pointe Ct #605 Corona (951) 272-0876

Prado Regional Park Yorball inda Anaheim ElCerrite Map for corona real estate Agents & Brokers can be listed in the Google Local search results and it's free!



Long Beach Real Estate & Long Beach Homes For Sale ...

www.trulia.com/CA/Long_Beach/ - Trulia -

Results 1 - 15 of 1776 - Find Homes For Sale in Long Beach. Search Long Beach, California real estate, recently sold properties, foreclosures, new homes, school ... Long Beach Apartments - Long Beach Condos For Sale - 90803 - Long Beach

Long Beach CA Real Estate - 1591 Homes For Sale - Zillow

www.zillow.com/long-beach-ca/ - Zillow -

Zillow has 1591 homes for sale in Long Beach. View listing photos, review sales history, and use our detailed real estate filters to find the perfect place. Long Beach Rentals - Long Beach Houses For Rent - Long Beach Condos for Sale

Long Beach, CA Real Estate - Realtor.com

www.realtor.com/realestateandhomes.../L...
 National Association of Realtors
 Long Beach real estate listings are on realtor.com(R). Find the Long Beach, CA home for sale you are looking for.

 Tue, May 20
 Open House: 9:30AM - 12 ...
 2324 S Carroll South, Long ...

 Sun, May 25
 Open House: 1:00PM - 4:00PM
 241 Pomona Ave, Long ...

 Thu, May 29
 Open House: 5:00PM - 7:00PM
 6020 E Ocean Blvd, Long ...

Downtown Long Beach Real ... - Belmont Heights Real Estate - Long Beach Land

Long Beach Real Estate

www.realestatebyjane.com Google+ page

The Red Wagon Team at Keller Willi...

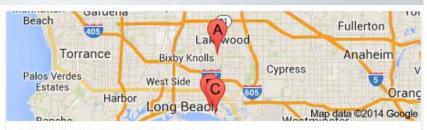
www.redwagonteam.com Google+ page

Home Tour Jay

www.hometourjay.com Google+ page



- 4439 E Village Rd Long Beach, CA (562) 708-3530
- 244 Redondo Ave Long Beach, CA (800) 300-6126
- C 23 Roswell Ave Long Beach, CA (562) 546-3115





"Local" search results are different than "standard" search results.

These agents are on page 1 of Google due to local search results.

Buying Or Senning Home? Call Jon Kolsky Today!

Homes in Long Beach, CA

www.longbeachhomeexplorer.com/
Search the Complete Long Beach MLS. Free Access to Photos, Maps & More!

Long Beach MLS Listings

www.huntington**beach**houseinfo.com/
Free Online Home Search, Sign-Up!
Find Homes for Sale Realtors.



www.google.com/business/placesforbusiness

Google Places for Business Already have an account? Sign in Overview Free features Premium features Get your business on Google with Places for Business Google delfina restaurant Show up across the web Search too Shooping More -Related searche Be found on Google Search, Maps, Google+, and Delfina Restaurant Nebsite - Menu - Directions 3621 18th St, San Francisco mobile devices (415) 552-4055 Tuesday hours 5:30 pm-10:00 pm 13 ***** 1.883 re Get started for free Selfina mission-pacificheights locanda osteria - bar store. © Delfina Restaurant 2009. Site





Get into local search results

Here's what you need...

- 1. Home address or a Mail Box address
 - 1. Select: "Service at their location" to hide home address
- 2. Cell phone #
- 3. *Website I've never seen a listing without one!
- 4. Google: "Google Places for business" to get started

It's Free, Effective & Valuable!

1. Google local search results are often displayed when a real estate related search term is used





Check out our step-by-step Guide

http://www.getsmartsites.com/pages/google-places

Recommendations:

1.Use a mail box address2.Make sure your business listing is 100% complete3.Maintain a consistent NAP (Name, Address, Phone)4.Add your business to other business directories:

- 1. Trulia, Zillow & Realtor.com
- 2. Yelp.com
- 3. Merchantcircle.com
- 4. Other business directories





Localizing your website







Pick a primary target market (City)

8,656,000





Localizing your website...

helps to communicate with real estate prospects and search engines.







Update your home page

Step 1: Pick a primary target market (City)

- **Update home page content:**
 - □ Meta Title: "[City name] Real Estate"
 - Meta Description: "[Your Name] Realtor, specializing in [City name] Real Estate"
 - Page Text:

Welcome to the communities of Corona Ca! My name is <u>Tom Fernandez</u>, <u>REALTOR®</u> and real estate agent with Right Real Estate, serving the Corona area. The <u>Corona real estate</u> market has a very broad range of prices and a mix of home styles. From modest rural, to luxury ranch homes and large estate properties, a home buyer will typically have plenty of options to choose from. Please feel free to utilize the property search features available on this site – you can easily track property history, save your favorite houses, email listings to others, view large photos & virtual tours, and you'll have access to the newest real estate listings in Corona as they come on the market. <u>Create an account</u> now to get started!





Target market & location should match

1525 E Ontario Ave

Corona

(951) 571

Corona Realty www.coronarealty.com/ Google+ page

Corona Real Estate - Jesse Ramirez-Re. www.homesbyjesse.com/ - Translate this page 2 Google reviews - Google+ page

Sierra Del Oro sierradeloro-apts.com/ 2 Google reviews

Marquessa Apartments www.equityapartments.com/.../corona.../marq... 2.0 ***** 5 Google reviews

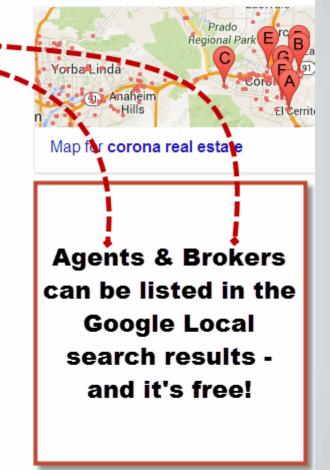
Carol In, Re/Max, All Stars carolinsellshomes.com/ Google+ page

Waterstone At Corona Pointe www.waterstonecorona.com/ 3.3 ★★★★ 6 Google reviews

Fidelity National Title www.fntic.com/ Google+ page



- B 390 McKinley St #106 Corona (951) 522-2216
- C 1456 Serfas Club Dr Corona (951) 736-8411
- 2235 Treehouse Ln Corona (951) 736-1204
- F 765 N Main St Corona (951) 496-8981
- F 1171 Baywood Dr Corona (951) 272-6910
- G 1250 Corona Pointe Ct #605 Corona (951) 272-0876





Screenshot from Smart Sites Admin

	Article -	Edit
Status:	Saved	
Navigation Title:	Shady Canyon * 🔍	
Navigation Alt Text:		
Browser Title:	Shady Canyon Real Estate	
Search Engine Keywords:	shady canyon real estate, shady canyon homes for sale	
	Click to see all Shady Canyon real estate for sale. Updated daily from the MLS!	
Sequence:	1 * 🛈	
Display this page:	Checking box will display this article on your site	
Main Article URL: v	www.homeseekers.com/pages/ shady-canyon	-587577* 🛈
	four customized page URL: http://www.smartsitesdemo.com/pages/shady-canyon-587577	





Add Neighborhood Pages

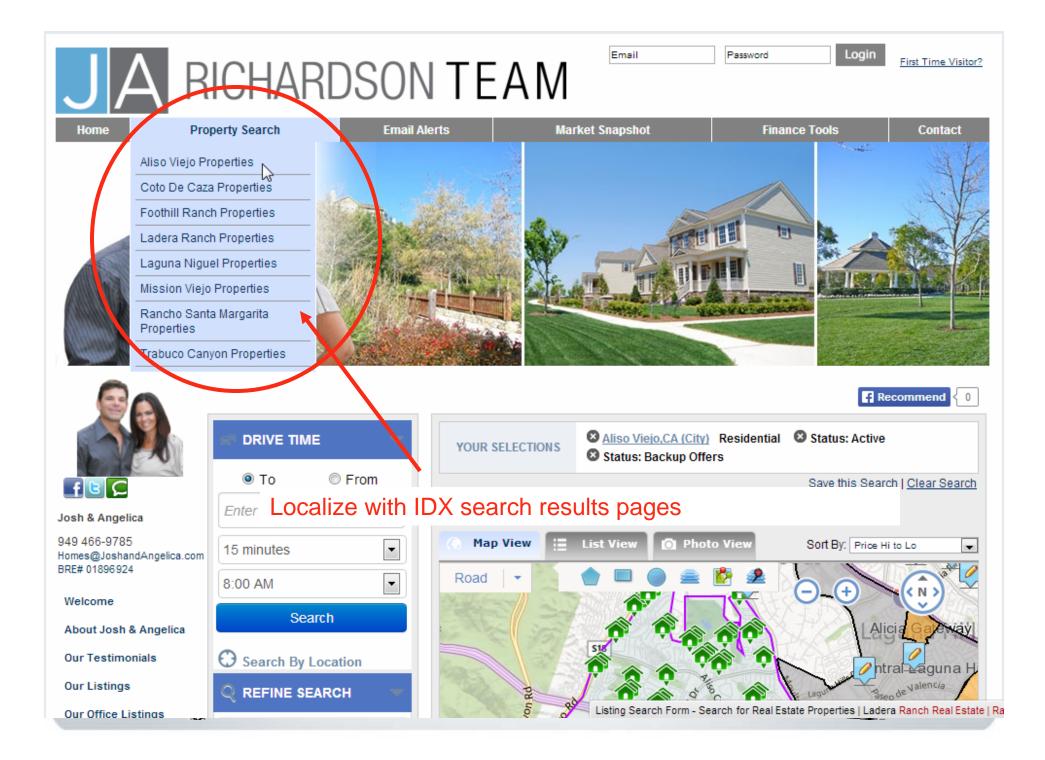
Example:

Example: <u>http://www.smartsitesdemo.com/pages/the-retreat-587577</u> (Note: Save time. Use our page template!)

Link out to the schools, coffee shops, restaurants especially the IDX pages for the market activity section.







The End Goal is to...

Increase the relevancy and authority of your website in the eyes of Google for the terms that matter (your target market) to your business.







COI / Sphere Marketing

Email Marketing...

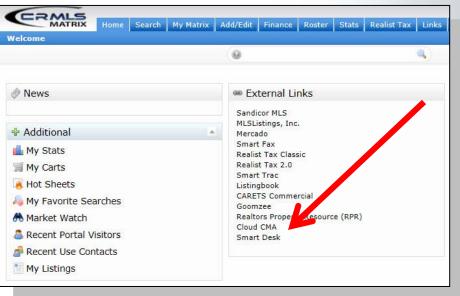
to people we already know.



A free membership benefit.

Access from Matrix

	0
🧟 System Links	
Reciprocal Links	
Sandicor MLS	The Sandicor Link will log you into the guest account at the Sandicor MLS which covers San Diego County.
MLSListings, Inc.	View listings in MLSListings, Inc. which serves seven counties of the Bay Area- Santa Clara, Santa Cruz, Monterey, San Mateo, San Benito, San Joaquin and Stanislaus.
Additional Service Links	
Mercado	Access Mercado to search listings in Northern and Southern California and create CMA, Buyer's Tour & Marketing Flyers.
Smart Fax	Use Smart Fax to receive and store documents electronically.
Realist Tax Classic	Access Realist Tax "Classic" to find property tax data in all 58 counties of California. Generate a Pre-foreclosure search and Mailing Labels. This is the same version of Realist Tax that you've known over the past years.
Realist Tax 2.D	Access Realist Tax 2.0 to find property tax data in all 58 counties of California. Generate a Pre-foreclosure search and Mailing Labels. This new generation of Realist Tax is an entirely new Realist. Realist 2.0 requires Flash support on your browser.
Smart Trac	Smart Trac's Transaction Management system allows you to have a centralized virtual access point to handle all your paper work.
Listingbook	Listingbook allows you to setup client accounts. As a result your client can search for listing data which allows you to manage and keep updated on your clients every need.
CARETS Commercial	CARETS Commercial system allows you to add, modify and search for Commercial, Commercial Lease and Business Opportunities listings.
Global Listing Exchange	The Global Listing Exchange is a B2B platform where you can share real estate listings with other professional organizations worldwide, to promote international said and referrals.
Goomzee	Goomzee provides by the technology tools that allow real estate agents to deliver property formation to a buyer's cell phone while they are standing at the foetry or on the go. The agent is potionally notified after each rest of the yemail or text message with contact information allowing gr of follow up.
MongoFax	Fax donents directly to any email address using your existing fax may with the MongoFax Cover Sheet.
Realtors Property Resource ((RPR)eltors Property Resource (RPR)
Cloud CMA	Cloud CMA
Realty Trac	RealityTrac is the nation's ≠1 source for foreclosure information, providing you with exclusive access to over 1.5 million foreclosure properties nationwide as well as a wide range of member benefits to help you succeed in the real estate marketplace. CRMLS customers get
Smart Desk	full access to RealtyTrac at just \$19.95 a month or \$199.00 a year. Smart Desk





How to use Smart Desk

Manage your contacts

- 1. Import and/or add manually
- 2. Coming soon Matrix contacts added automatically

Automated drip email campaigns

- 1. 20+ pre-written email campaigns
- 2. Copy /edit the pre-written campaigns or add your own from scratch

Unlimited email blasts

1. Send personalized emails (all your branding) to your entire contact database with a few clicks





Smart Desk includes...

Flyer creator for listing flyers

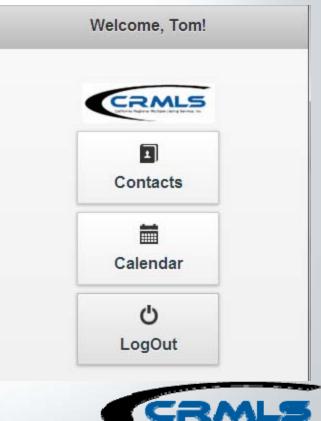
- 1. Adds listing details to your flyer from Matrix
- 2. Over 50 different flyer designs

Smart Desk Mobile http://crmls.rdesk.mobi

Training & Support

- 1. Video library & live tech support
- 2. Webinars
- 3. Onsite training



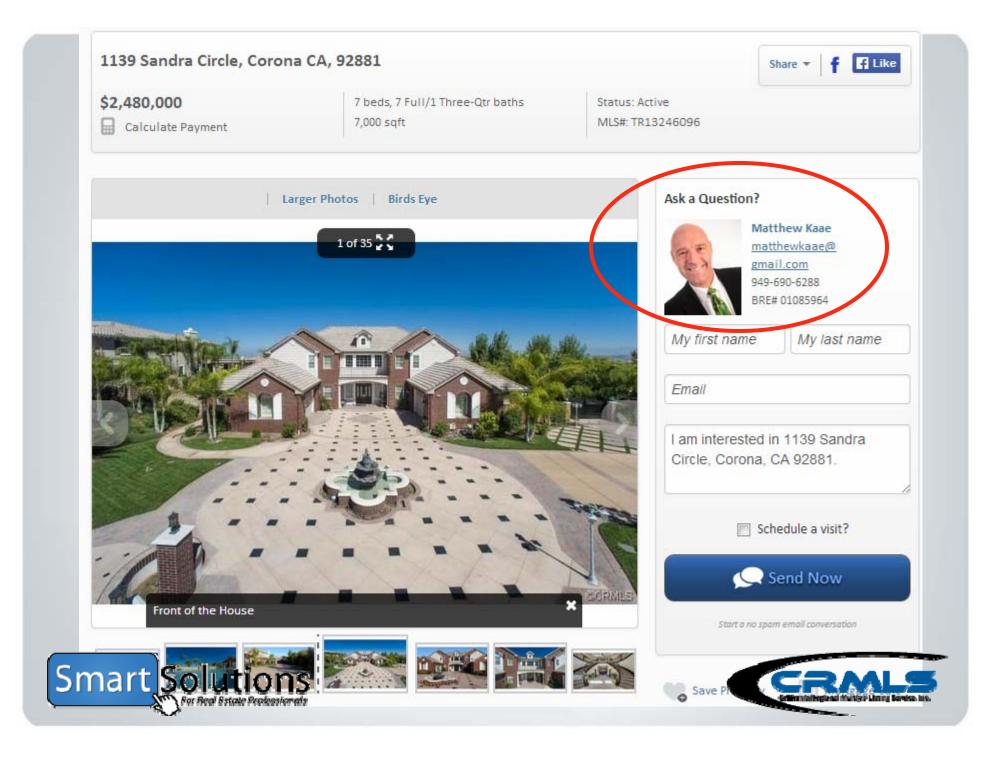


Smart Site add-on to Smart Desk

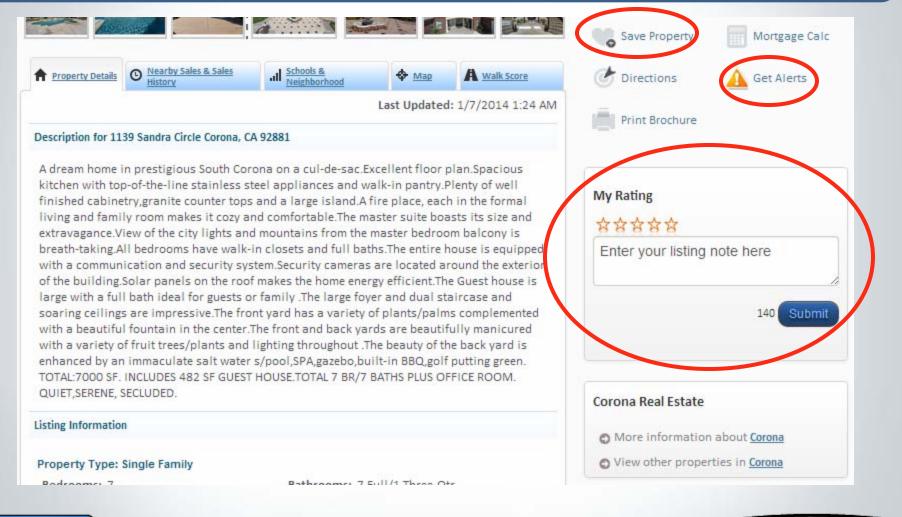
IDX Website - sends leads directly into your Smart Desk contact manager.







Lead Capture







Leads go into Smart Desk

Mauricio Acevedo

Details	Info		Contact Groups		
Mauricio Acevedo 526-813-7777(H) mauricioacevedo@msn.com Contact Type: Contact	Type: Source: Created: Last Action: Website Visits: O		041414 Smart CRM Web Atten Lead	Assign/Edit (Groups
Latest Activity		Action Plans			
None Scheduled		Preview Plan Name 2014 Seasonal Postcard S	Status Series Done	End Date	Remove
None Completed		-			

Check out the Smart Desk Overview video

http://www.getsmartsites.com/pages/smart-desk-getting-started





Video Farming Funnel



Created to help you get listings

Bundled with Smart Sites Platinum

Video Farming Funnel



Listing lead generation strategy:

- Direct / Print Marketing
- Video Marketing
- Internet Marketing
- Email Marketing

Automated!

Video Farming Funnel Includes...

 Pre-designed postcard & door hanger
 Animated Video
 Pre-Listing Guide - branded
 Lead Capture
 Email auto-responder

© Everything Done For You!





MYWEBSITE.COM



After you watch the video, sign up for a pre listing guide in which I explain how I can help you attract qualified buyers, sell your home quickly and get top dollar.

You'll be on your way to creating a brighter financial future for you and your family.

Jane Marie Smith (800) 555-5555

Equal Housing Opportunity: If your property is currently listed, this is not intended as a solicitation of that listing. CalBRE# 0000000 Printed By One Step Services 1-888-587-5301. © Copyright, all rights reserved. REAL ESTATE BROKERAGE LOGO 1234 Street Name, Suite 100 City Name, CA 90210 Presorted Standard U.S. Postage PAID Permit #841 Santa Ana, CA



Sellers Video with lead capture

ATTRACT QUALIFIED BUY	UNDE	RSTAND W TO	SELL YOUR HOME QUICKLY
GET TOP DOL FOR YOUR HO			HAVE A SMOOTH TRANSACTION
Enter your name	Email address	Phone #	CLICK TO CONTINUE
Enter your contact	information above	for instant access t	to the Pre-Listing Guide! Selling your home vic





Dear Home Seller...

- This presentation will help you to:
 - Get to know me as an agent
 - Learn about the marketing strategies I use to get your home sold in 90 days or less
 - Understand pricing strategy options available
 - See how I am ready to go above and beyond other agents you have interviewed

Agent Name / Phone / Email / Web Address

TIME is of the Essence

- The majority of buyer activity on a new listing occurs in the first two to three weeks of the initial marketing period. For this reason, you MUST have your home
 - IN THE BEST CONDITION
 - AT THE RIGHT PRICE

And all of this needs to be in place AT THE **FIRST EXPOSURE** TO THE MARKET

Agent Name / Phone / Email / Web Address

Email autoresponder...

Hi SAMSELLER4, thanks for downloading our pre-listing guide...

Agents Name [trfernandez1@gmail.com]

To: Tom Fernandez

SAMSELLER4,

The pre-listing guide should help you understand the basics of the current real estate market, however the next logi

The complete market analysis is free, only takes about 20 minutes and there's no obligation.

To schedule your free market analysis just let me know what's most convenient; weekdays or weekends?

Thanks again for downloading our pre-listing guide - click here to view it again anytime you want.

Sincerely,

Tom Fernandez 951-733-0066 Fernandez Real Estate www.smartsitesdemo.com Live Demo...

See it in action!

Maximize Your Farming

Nobody is doing this (yet)

- 1. Differentiates yourself
- 2. Creates a USP (Unique Selling Proposition)

Cutting-edge demonstration

- 1. Utilizes the latest in lead capture strategies
- 2. Incorporates direct, internet, video & email marketing

Video converts visitors into leads

- 1. Strong call to action
- 2. Proven lead capture methods
- Learn more: <u>http://www.getsmartsites.com/pages/video-</u> <u>farming-funnel</u>





Platinum Promo

Get the Video Farming Funnel Today

- 1. Seller Video
- 2. Branded pre-listing presentation
- 3. Email auto-responder
- 4. Door hanger / postcard design files
- 5. All setup for you on your new Smart Site

Bundled with Smart Sites Platinum Package

- 1. Website with awesome IDX
- 2. Mobile IDX website (+ sellers or community website)
- 3. Hosting with live tech support
- 4. Choice of 45 design templates
- 5. Add up to 100 custom pages
- 6. Use with a personal domain name of your choice
- 7. Totally "done for you"

Smart S



Gold Promo

Bundled with Smart Sites Platinum Package

- 1. Website with awesome IDX
- 2. Mobile IDX website
- 3. Hosting with live tech support
- 4. Choice of 21 design templates
- 5. Add up to 20 custom pages
- 6. Use with a personal domain name of your choice
- 7. Totally "done for you"





Presentation Pricing

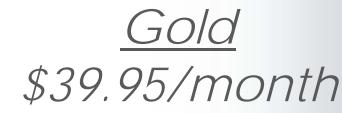
\$99 initial setup First two month's free

Platinum

\$69.95/month

- Video Farming Funnel
- Sell My Home
- Sellers or Community website
- 45 Website Designs
- Mobile IDX Website
 You save \$430





- 21 Website Designs
- Mobile IDX Website
 You save \$230



How to order...

and get more information on each package

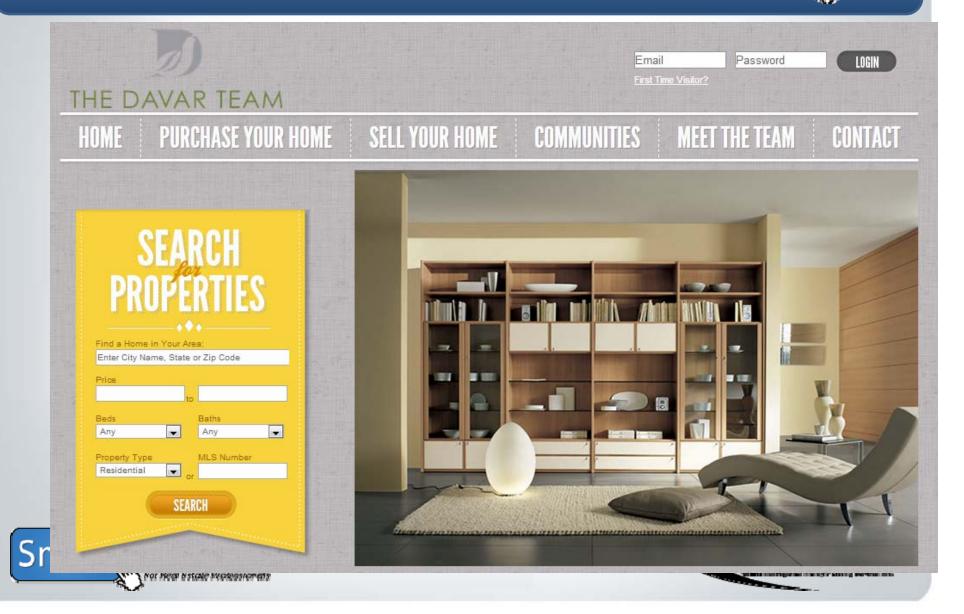
http://www.getsmartsites.com/pages/order-platinum-promo

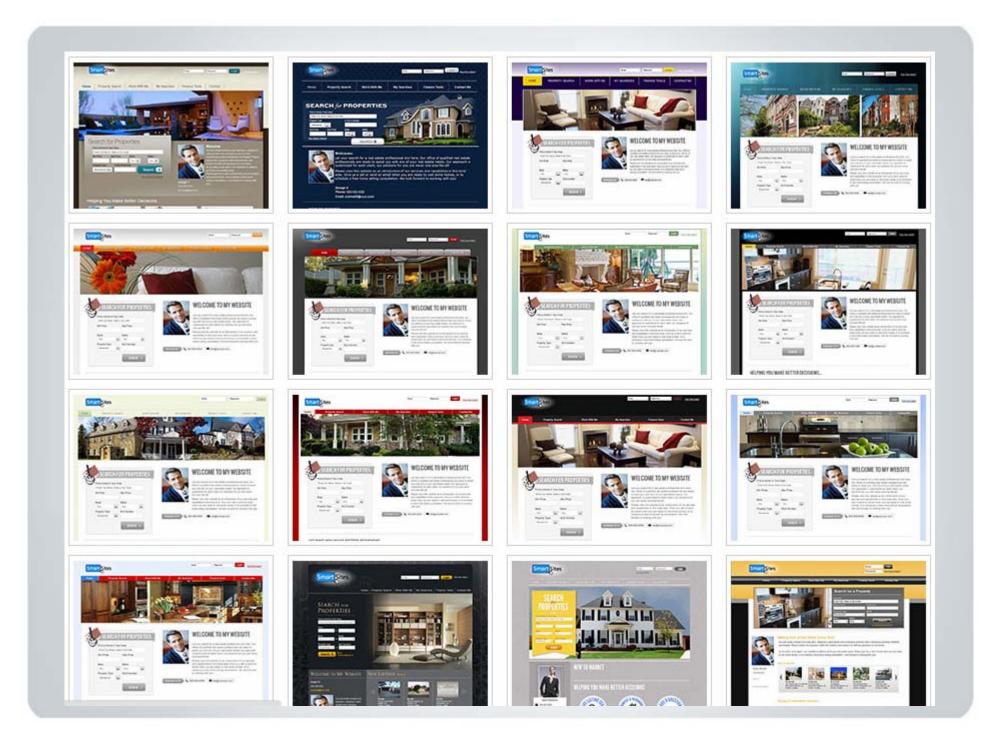
http://www.getsmartsites.com/pages/order-gold-promo



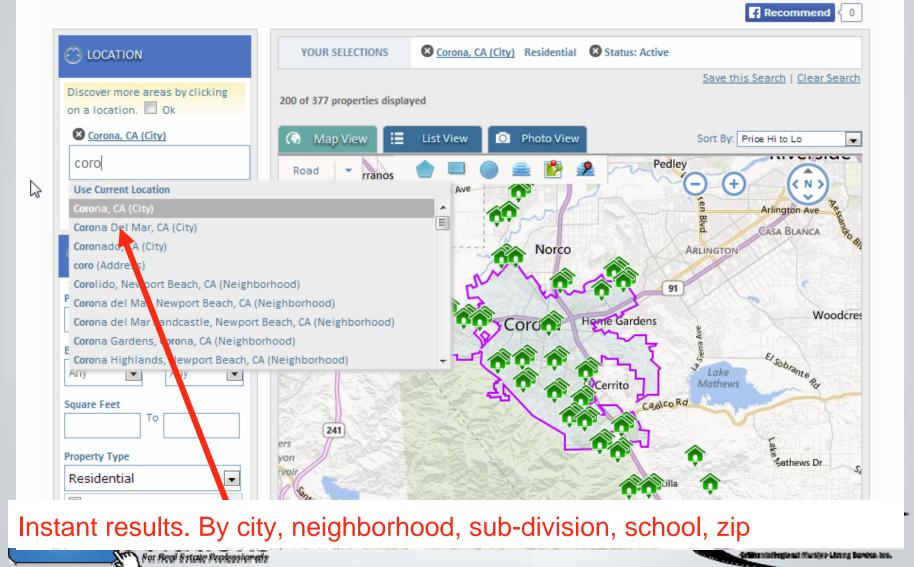


Design Examples Smart Sites





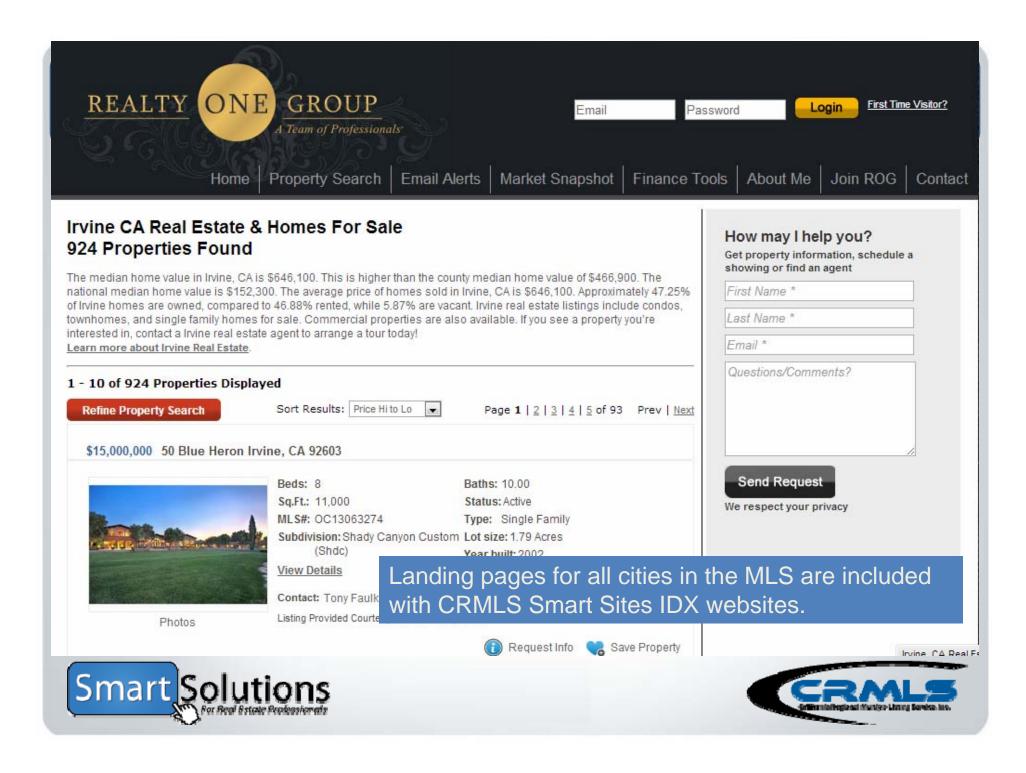
Fast & easy to use



miaihegiansi Musiyo Listing Bereke, Inc.

Mobile Website or MLS# Tom Fernandez < 909-859-2040 - > Status For Sale m.smartsitesdemo.com/mobile/default.a 1 - 20 (37) ≯ Modify Save ⇒ Min Price Any HomeSearch ⇒ Max Price Any Q City, zip, or address Nearest v More search options > Square Feet Any ⇒ 1 of 10 photos 23 Any 🔰 Beds - > Baths Any Min Year Built Any ⇒ Tom Fernandez 🔀 Email 909-859-2040 Max Year Built Any ⇒ Any ⇒ Min Lot Size My Home Page **\$660,000** - \$9,000 Clear Search Tom Fernandez 숙 👁 **Nearby Homes** > 16845 Maple, Fountain Valley, CA 92708 Tom Fernandez 🖒 👁 **Open Houses** >

0



Get setup in 5 business days

- Day 1: Place your order
- Day 2-3: Project Manager contacts you
- Day 4: Project Manager builds your site
- Day 5: Launch your site on your domain

Don't need a domain name at time of order.

Pick your site design when Project Manager contacts you

Project Manager builds the site for you, just send her your picture and other content.





"Ideas won't work unless we do"

-Mike Ferry





Thank you for your time...

Tom Fernandez CRMLS Smart Solutions Specialist 909-859-2040 ext.2095 tom@crmls.org

Download this presentation at:

www.getsmartsites.com/pages/presentations

