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OJO Pro+ Partner Webinar

Team Leads and Admins | 8.23.23



Agenda

01 Introduction | 5 min

02 Leaderboard | 5 min

03 Product Updates | 5 min

04 Pro+ Panel | 15 min

05 Q&A | 15 min

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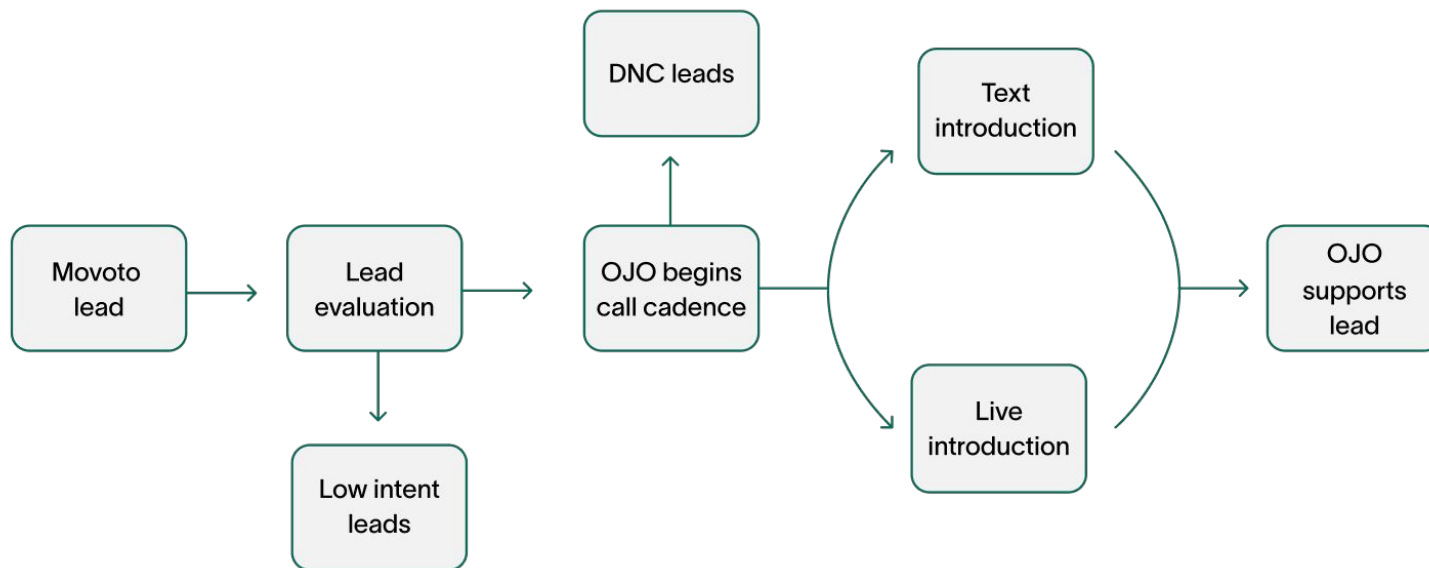


Pro+ Leaderboard

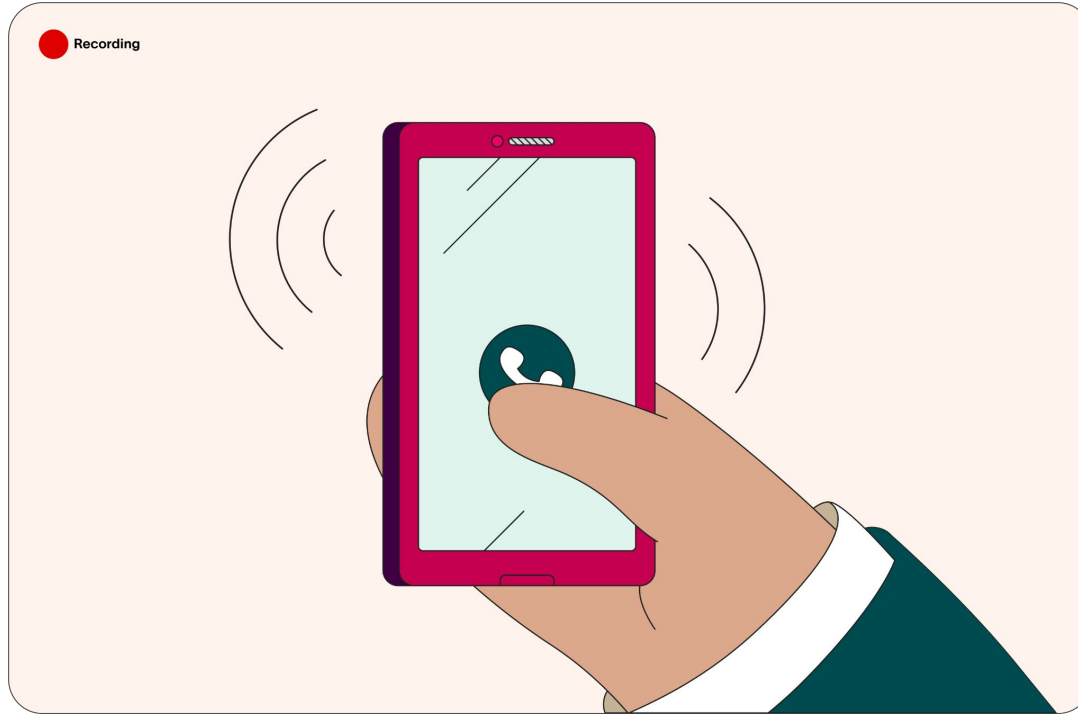
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Product Updates

Introduction flow



Call recording



List for top dollar with a guaranteed back-up offer

A better home selling experience is finally here – with Orchard.

Buy & Sell

Buy a home

Sell a home

Get the most accurate free home valuation in minutes

Enter your current address...

Get my free valuation

Orchard valuations are 30% more accurate. ⓘ



FEATURED IN

Forbes

THE WALL STREET JOURNAL.

FORTUNE

Hi there,

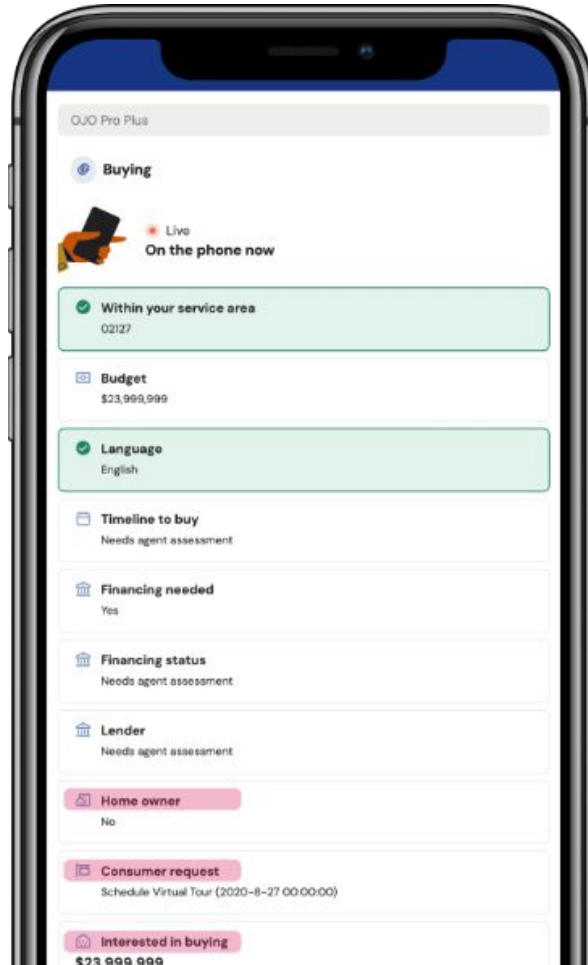
You were recently matched with a consumer. This referral came from a new OJO partner focused on generating referrals with a high intent to sell. When these opportunities arise it's crucial to present your client with options, such as **iBuyers**, **Guaranteed Sales Programs**, and **Buy Before You Sell**, that caught their interest. This allows the client to determine the best decision for their situation so they can earn the most for their home. Watch the video below to learn more about how to succeed with these types of sellers in this market.



How to effectively work with these types of referrals


- Set a time to meet with the consumer during your first call then present the options during an in-person listing appointment not over the phone or zoom
- Discuss all options in order to help your clients feel confident moving forward
- Don't try to sway their decision - just present pros and cons of all

Additional Details to Lead Offer Screen




OJO Pro Plus


Buying


 **Live**
On the phone now


☒ **Within your service area**
02127


 **Budget**
\$23,999,999


☒ **Language**
English


 **Timeline to buy**
Needs agent assessment


 **Financing needed**
Yes

 **Financing status**
Needs agent assessment

 **Lender**
Needs agent assessment

 **Home owner**
No

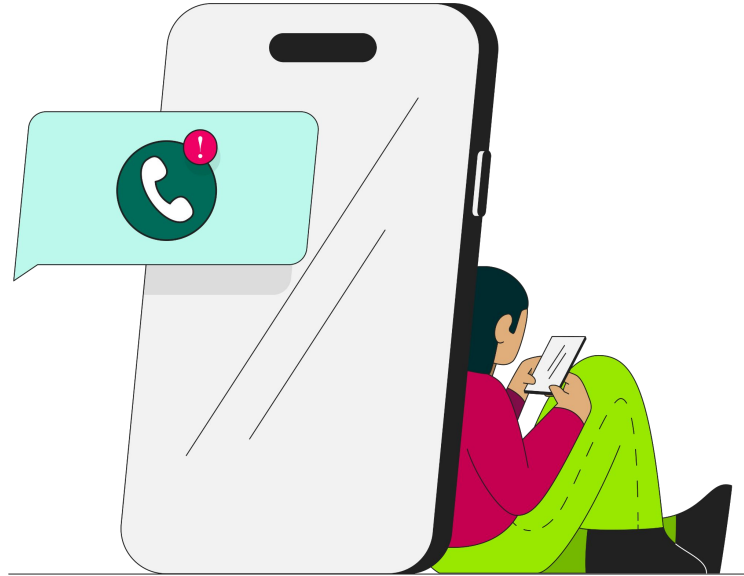
 **Consumer request**
Schedule Virtual Tour (2020-8-27 00:00:00)

 **Interested in buying**
\$23,999,999

Accelerating Cadence of Introductions (last month)



Concierge Continuing to Reach Out



Pro+ Panel



Kyle Clarkson

Team Lead | Clarkson Realty Group



Eric Lowry

Team Lead | The Lowry Team



Payton Blaylock

Team Lead | The Blaylock Real Estate Group

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Y3ti Dashboard & Best Practices

Key Metrics

Response Time

- Good
 - < 90 sec
- Better
 - 30 - 90 sec
- Best
 - < 30 sec

Update Rate

- Good
 - 100%
- Better
 - 100%
- Best
 - 100%

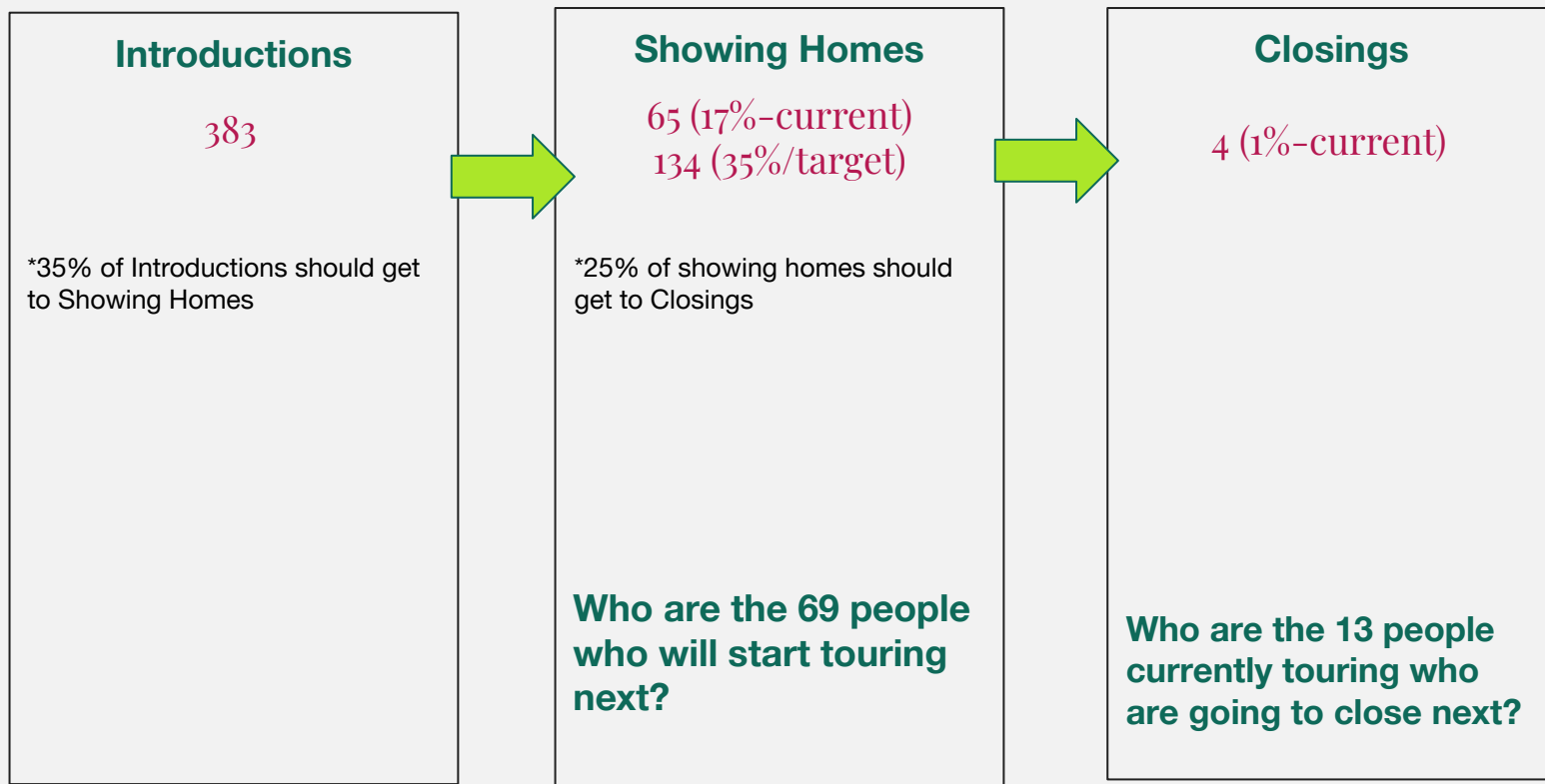
Showing Homes Rate

- Good
 - 15%
- Better
 - 25%
- Best
 - 50%

Close Rate

- Good
 - 5%
- Better
 - 8%
- Best
 - 12%

Team Success Playbook



Availability in Pro+ Markets

Alabama

Montgomery, AL

California

Riverside, CA

Maine

Portland, ME

Massachusetts

Springfield, MA

Missouri

St. Louis, MO

Nebraska

Omaha, NE

New York

Albany, NY

Buffalo, NY

New York, NY

Rochester, NY

Poughkeepsie, NY

Ohio

Toledo, OH

Rhode Island

Providence, RI

Tennessee

Memphis, TN

Texas

McAllen, TX

Corpus Christi, TX



Connect

Connect with your client by showing enthusiasm and by matching their tone, rate of speech, and volume



Set

Set an in-person appointment with your client to help earn their trust and build rapport



Learn

Learn by asking questions to uncover the client's motivations, wants and needs

Q&A

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