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How to Win with OJO Pro+

Team Leads and Admins | 7.19.23



Agenda

01 Introduction | 5 min

02 Product Updates | 5 min

03 Leaderboard | 5 min

04 Pro+ Panel | 15 min

05 Q&A | 15 min

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Product Updates

Accelerating cadence of introductions

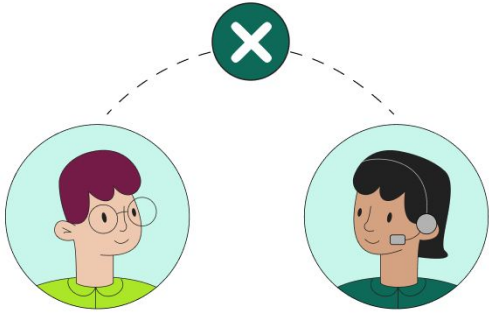
3-day period



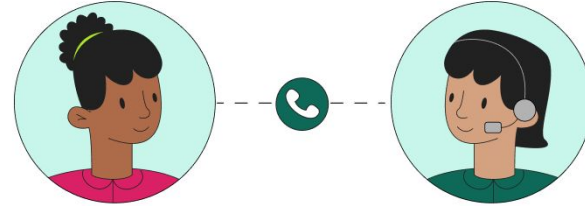
24 hours



Non-live transfer

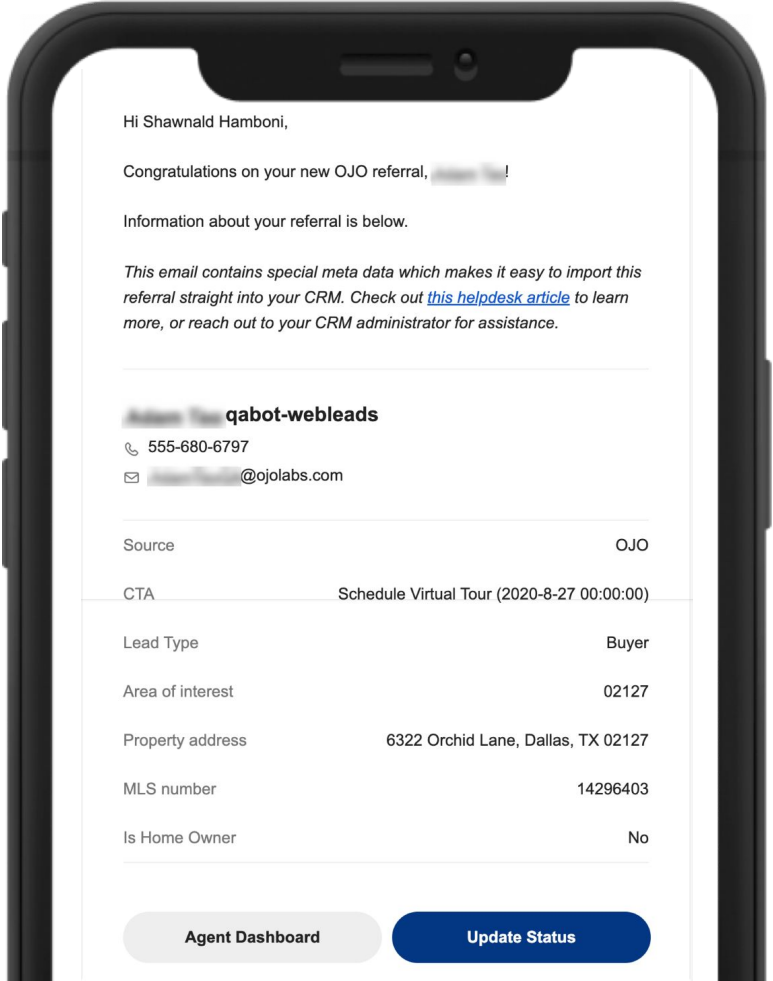


OJO Call Center can't
immediately connect



Agents often have
success & OJO
continues to assist

Additional details to lead offer screen

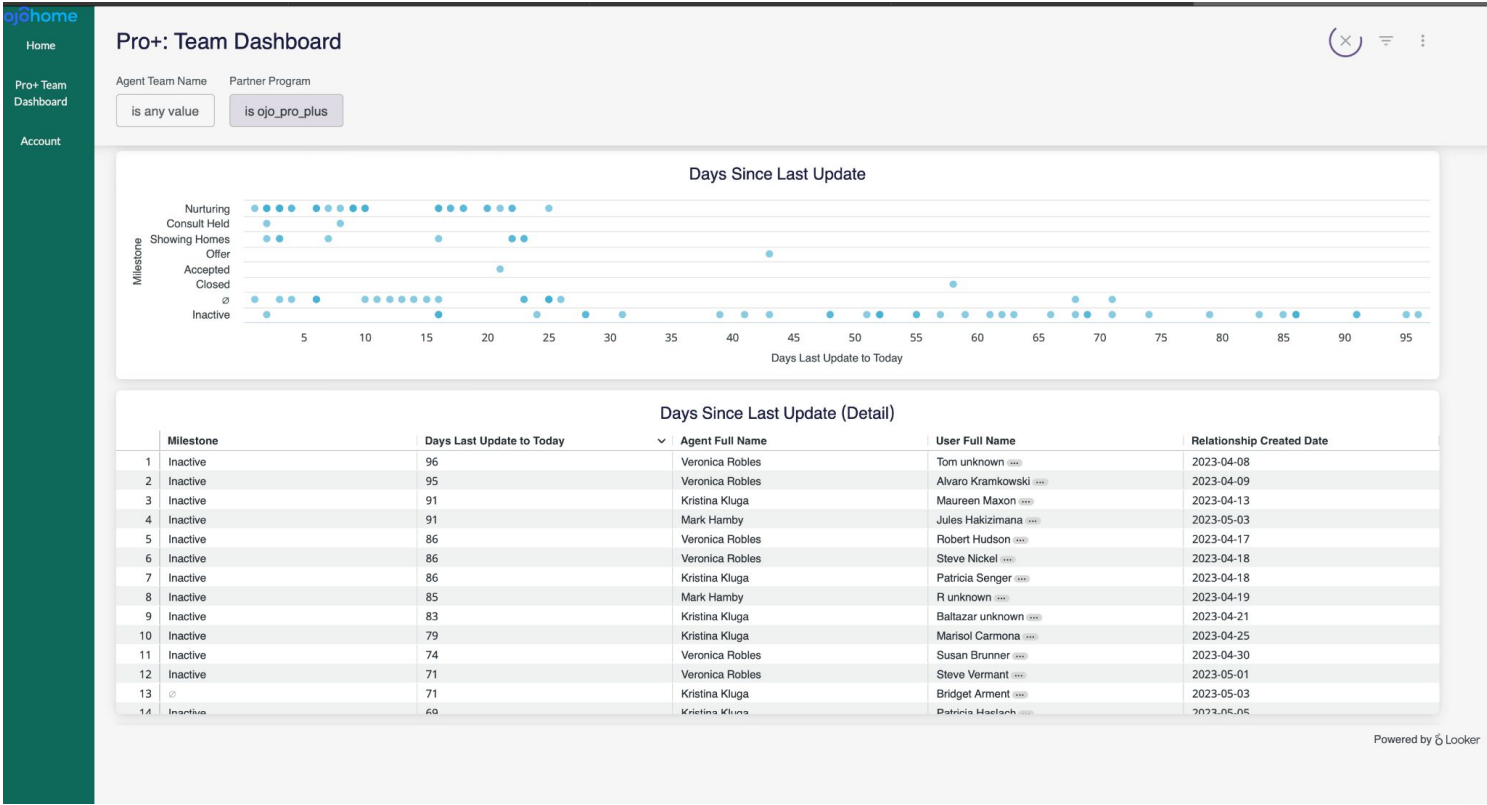


Inspecting what you expect

14,500
Introductions made

1,300
Showing homes

134
Offer Accepted



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Pro+ Leaderboard

Pro+ Panel



James Mirolli

Owner, Broker | Real Estate For A Cause



Brad Petty

Realtor | Real Estate For a CAUSE



Josh Cooley

Owner, Broker | The Josh Cooley Team

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%

Connect, Set, Learn

Connect

- Be enthusiastic with a smile on your face
- Reinforce that you are a top agent in the area
- Match and mirror their rate of speed and tonality
- Let them know what happens next

Set

- Earn trust and build rapport during an in-person meeting *before* asking about their pre-qualification status
- Don't miss the opportunity to meet with your client in-person

Learn

- Put the things you want to communicate in the form of questions
- Become an expert at asking questions that are relevant
- Keep in mind *why* they are saying what they are saying

Q&A

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