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How to Win with OJO Pro+

Team Leads and Admins | 6.14.23



Agenda

01 Introduction | 5 min

02 Product Updates | 5 min

03 Leaderboard | 5 min

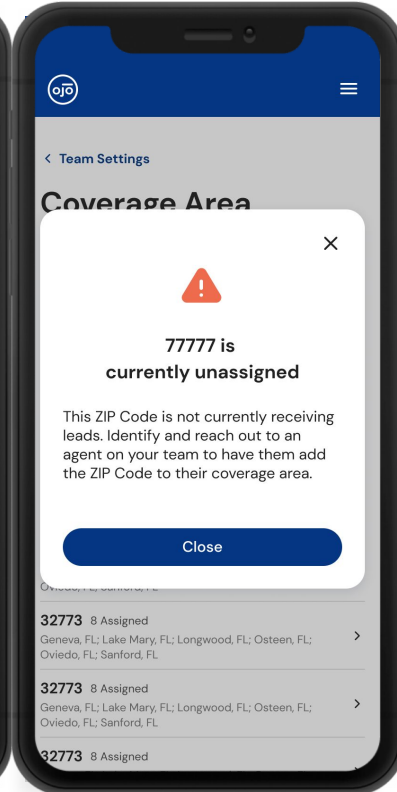
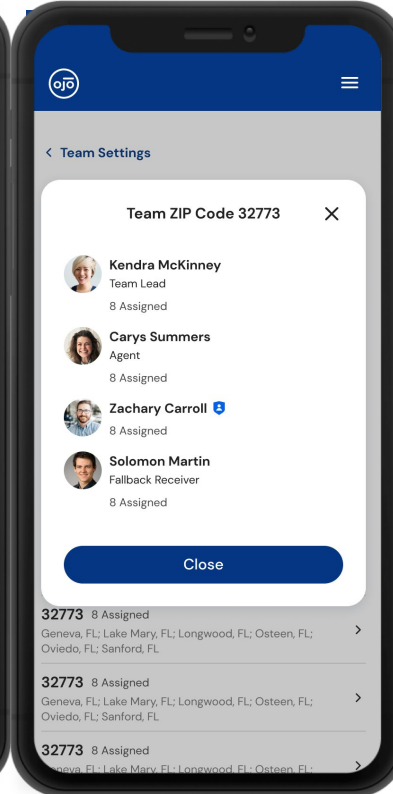
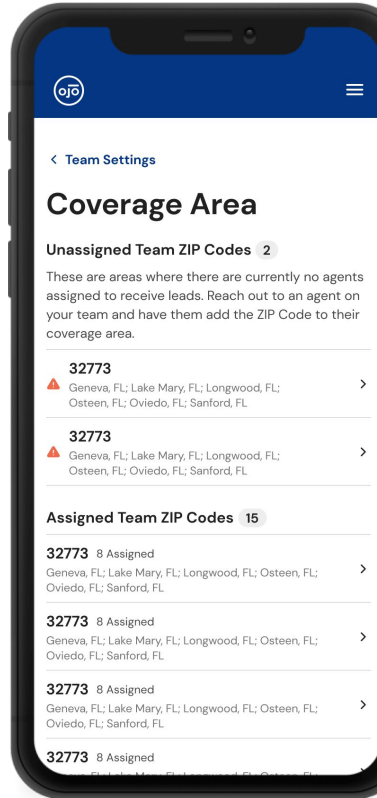
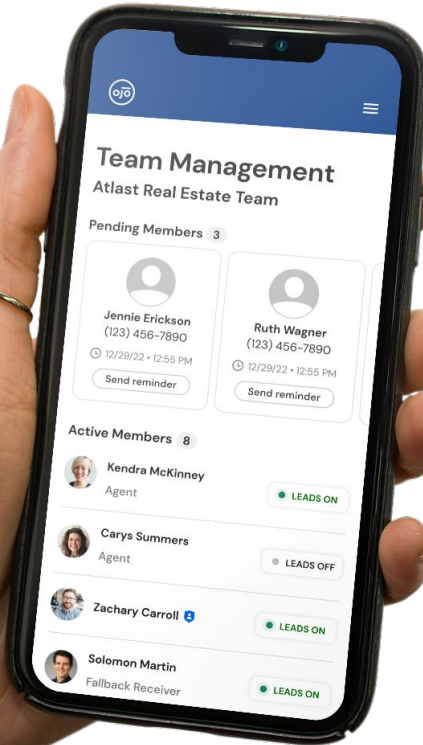
04 Pro+ Panel | 15 min

05 Q&A | 15 min

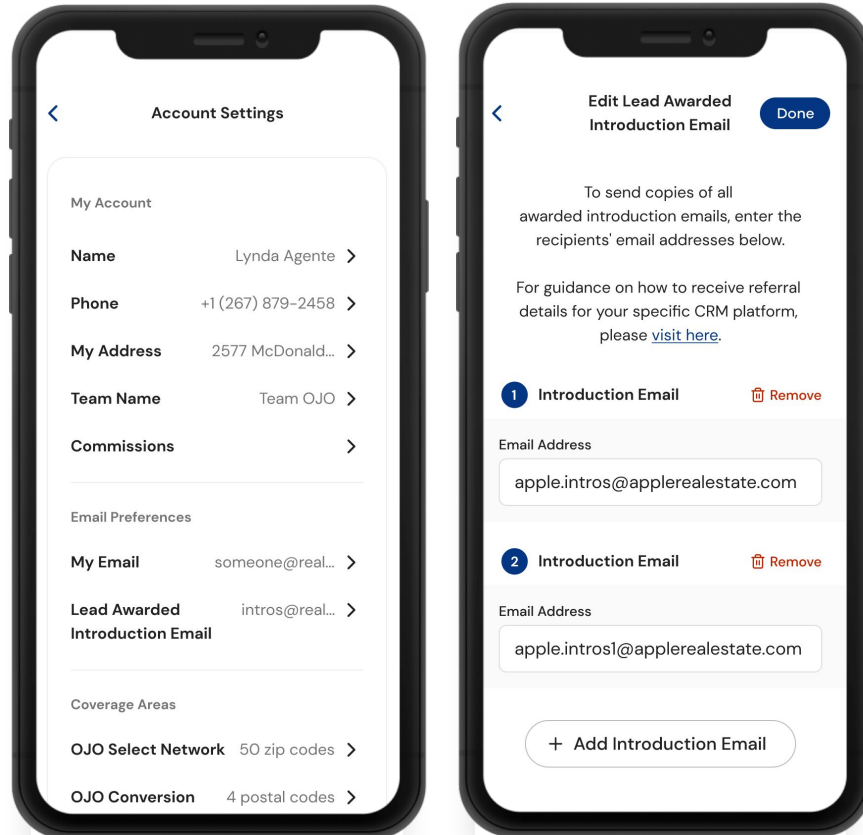
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Product Updates

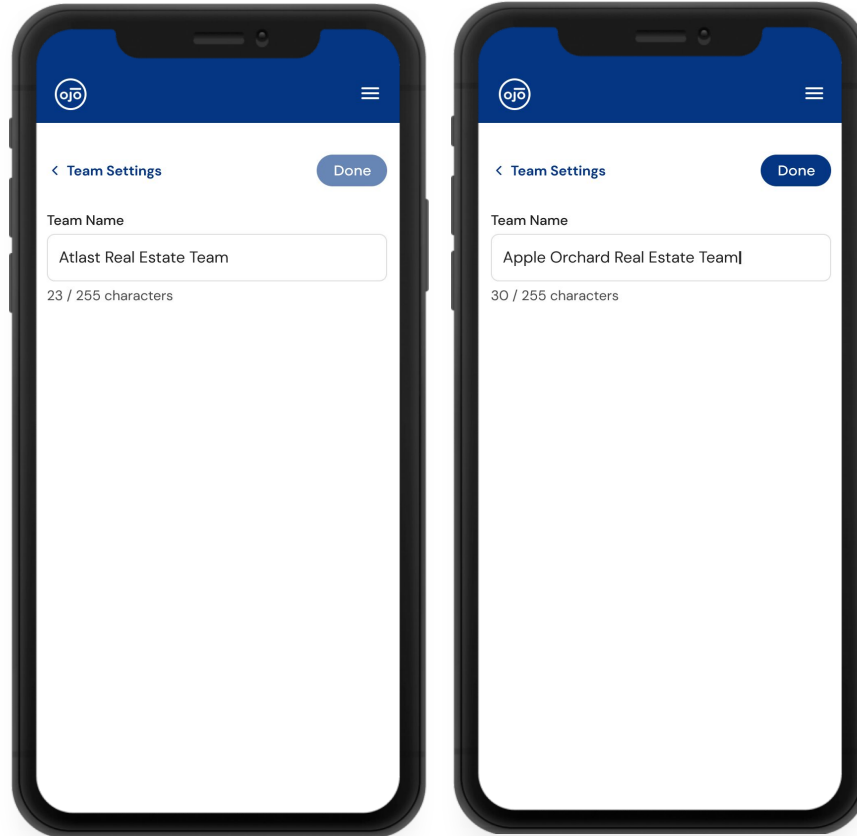
Team management settings



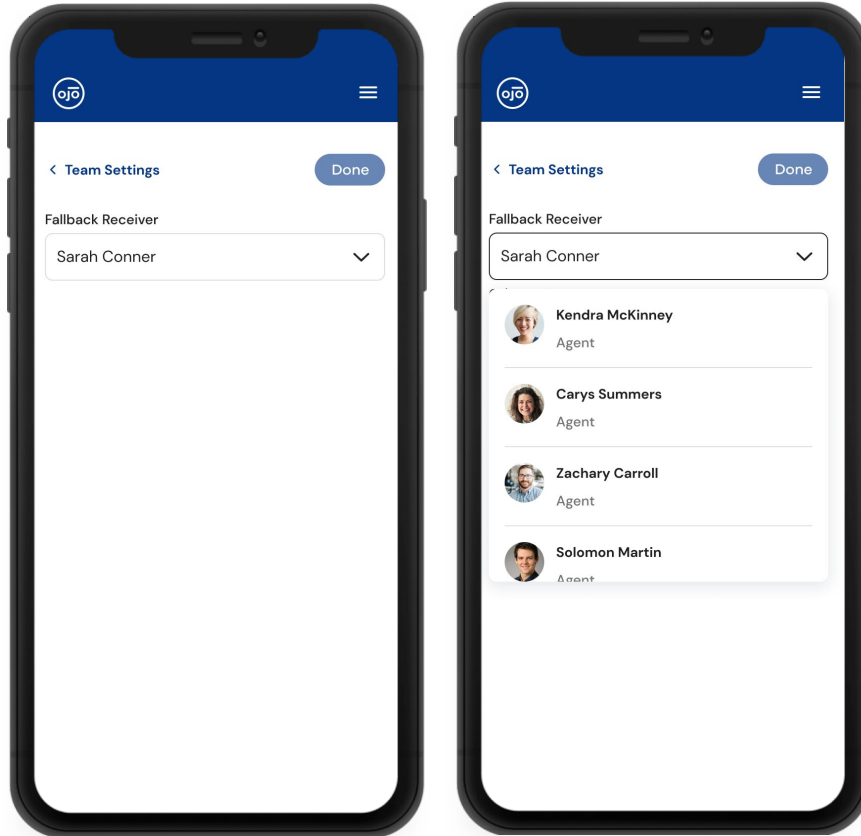
Additional email addresses (intro awarded email)



Edit team name



Edit fallback lead receiver



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Lead offer optimizations

Sold Out Pro+ Markets

Akron, OH	Jacksonville, FL	Salem, OR
Albuquerque, NM	Kansas City, MO-KS	Salinas, CA
Ann Arbor, MI	Knoxville, TN	Salt Lake City, UT
Asheville, NC	Lancaster, PA	San Diego-Chula Vista-Carlsbad, CA
Canton-Massillon, OH	Las Vegas-Henderson-Paradise, NV	San Jose-Sunnyvale-Santa Clara, CA
Charleston-North Charleston, SC	Madera, CA	Santa Maria-Santa Barbara, CA
Columbia, SC	Madison, WI	Savannah, GA
Crestview-Fort Walton Beach-Destin, FL	Minneapolis-St. Paul-Bloomington, MN-WI	Shelby, NC
Denver-Aurora-Lakewood, CO	Naples-Marco Island, FL	Shreveport-Bossier City, LA
Des Moines-West Des Moines, IA	Nashville-Davidson--Murfreesboro--Franklin, TN	Sierra Vista-Douglas, AZ
Detroit-Warren-Dearborn, MI	Ocean City, NJ	Spartanburg, SC
Durham-Chapel Hill, NC	Ogden-Clearfield, UT	Springfield, MO
Eugene-Springfield, OR	Panama City, FL	Trenton-Princeton, NJ
Evansville, IN-KY	Pensacola-Ferry Pass-Brent, FL	Tucson, AZ
Flint, MI	Portland-Vancouver-Hillsboro, OR-WA	Tyler, TX
Grand Rapids-Kentwood, MI	Racine, WI	Vallejo, CA
Greeley, CO	Raleigh-Cary, NC	Virginia Beach-Norfolk-Newport News, VA-NC
Greenville-Anderson, SC	Richmond, VA	Wichita, KS
Huntsville, AL	Roanoke, VA	Wilmington, NC
Indianapolis-Carmel-Anderson, IN	Saginaw, MI	Yuba City, CA

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Pro+ Leaderboard

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%

Pro+ Panel



Stephen Cooley

Owner, Broker | Stephen Cooley Real Estate



Michelle Cantrell

Owner, Broker | Cantrell Real Estate



Ryan O'Neill

Leader | MN Real Estate Team

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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