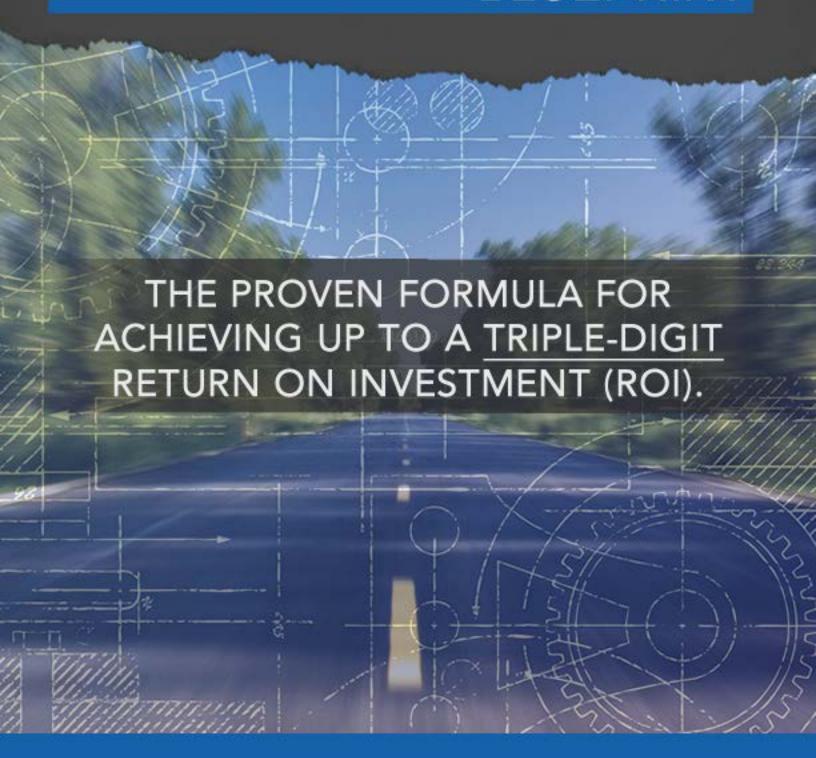
# INSIGHT SHEET SHEE



(name)

PREPARED BY APPOINTMENTS TODAY FOR:

# REAL ESTATE AGENT INSIDE SALES (ISA) SUCCESS BLUEPRINT

Prepared for You By: Appointments Today



#### **PUBLISHED BY:**

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#### ABOUT APPOINTMENTS TODAY

Appointments Today is a 100% U.S. based virtual Inside Sales Associate Agency focused on getting you the highest return on investment for your leads. We contact and nurture your new leads and re-engage the leads that are already in your database, building a truly predictable pipeline. With our proven scripts, we're able to work inside any CRM or lead platform to increase contact and conversion rates for agents.

**Bottom Line:** We engage, nurture, qualify and set appointments with your leads, so you don't have to.

NOTE: If you've just begun your journey in building a team or you're just fed up of prospecting for hours every single day. Then check out our website at <a href="https://www.appointmentstoday.com">www.appointmentstoday.com</a>. If you like what you see and you'd like a custom quote based on the number of leads you're currently generating and your market, you can schedule a quick 30-minute consultation with us by visiting <a href="https://meetme.so/MattMilia">https://meetme.so/MattMilia</a> or by clicking on the "Get Started" button on our website.

### ISA MODELS

#### Current Landscape of ISA Services

- ☐ Speed of Response Model
  - Impersonal / Fueled by Automation
- □ Neighborhood Data Model
  - Cost Prohibitive
  - Brand Reputation
  - Telemarketing
- ☐ Team Extension Model
  - Compliments Current Business
  - Consistency
  - Predictable

# **YOUR BUSINESS**

#### Current Landscape of Your Business

Size of Team							
Team Compos	Team Composition						
# of Hours Pro	ospecting Per Week	Per Month					
	Average Month						
# of Leads	· ·						
	Seller						
# of Appointm	nents						
# of Contracts	<b>3</b>						
# of Closings							
Average Sales Price \$							
Commission							
<ul><li>Average Co</li></ul>	ommission \$						
<ul><li>Average Co</li></ul>	mmission %						
	Current Conversion %						
Lead to Appo	intment %						
Appointment	to Contract %						
Contract to C	lose %						

# **PERSONAL GOALS**

	□ Work/Life Synergy										
	(Circle One)										
	1	2	3	4	5	6	7	8	9	10	
Ur	satisi	fied							Perfe	ctly Bala	nced
	□ Days of the Week										
☐ What is the single greatest challenge you face right now that if solved, would help you reach your goal?								IOW			
	Desc	cribe	Your	Perfe	ect Da	ıy / W	eek/				
	What are your goals for this coming year?										

# **INTEGRATION**

#### INTEGRATED RESULTS BREAKDOWN

# of Leads		
o Buyer Seller		
Lead to Appointment Con  o Appointments		
	An Increase/Decrease of	%
Appointment to Contract  o Contracts	Conversion	
	An Increase/Decrease of	%
<ul> <li>Contract to Close Conver</li> <li>Closings</li> <li>Increase/Decrease of</li> </ul>	sion An Increase/Decrease of	%
Average Sales Price \$		
•		
Average Commission %	OL ft	
<ul><li>New Average Monthly G</li><li>Increase/Decrease of</li></ul>	An Increase/Decrease of	%

# THE BLUEPRINT

#### YOUR BLUEPRINT FOR SUCCESS

☐ Integrated GCI Increase	\$	/month
☐ Integrated GCI Increase	\$	/year
□ ISA Investment \$	/month	
□ ISA Investment \$	/year	
□ Overall Integrated Retur	0	estment (ROI) <b>/</b> 0

# **NOTES**

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