

REAL ESTATE AGENT

INSIDE SALES

BLUEPRINT

THE PROVEN FORMULA FOR
ACHIEVING UP TO A TRIPLE-DIGIT
RETURN ON INVESTMENT (ROI).

PREPARED BY APPOINTMENTS TODAY FOR: _____

(name)

REAL ESTATE AGENT INSIDE SALES (ISA) SUCCESS BLUEPRINT

Prepared for You By:
Appointments Today



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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 www.appointmentstoday.com. 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 <https://meetme.so/MattMilia> 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 Composition** _____

- # of Hours Prospecting**
 - Per Day _____ Per Week _____ Per Month _____

Average Month

- # of Leads**
 - Buyer _____ Seller _____

- # of Appointments** _____
- # of Contracts** _____
- # of Closings** _____
- Average Sales Price \$** _____
- Commission**
 - Average Commission \$ _____
 - Average Commission % _____

Current Conversion %

- Lead to Appointment %** _____
- Appointment to Contract %** _____
- Contract to Close %** _____

PERSONAL GOALS

Work/Life Synergy

(Circle One)

1 2 3 4 5 6 7 8 9 10

Unsatisfied

Perfectly Balanced

Days of the Week _____

What is the single greatest challenge you face right now that if solved, would help you reach your goal?

Describe Your Perfect Day / Week

What are your goals for this coming year?

INTEGRATION

INTEGRATED RESULTS BREAKDOWN

- # of Leads**
 - Buyer _____ Seller _____

- Lead to Appointment Conversion**
 - Appointments _____
 - Increase/Decrease of _____ An Increase/Decrease of _____%

- Appointment to Contract Conversion**
 - Contracts _____
 - Increase/Decrease of _____ An Increase/Decrease of _____%

- Contract to Close Conversion**
 - Closings _____
 - Increase/Decrease of _____ An Increase/Decrease of _____%

- Average Sales Price \$** _____

- Average Commission %**
 - New Average Monthly GCI \$ _____
 - Increase/Decrease of _____ 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 Return on Investment (ROI)

_____ %

NOTES

