

# ALL / PROS

## SALES MEETING

**DATE & TIME:** November 13, 2019 @ 9:30am

**SPEAKERS:** Win Sasse, James Davis, Jordan DiCaprio

**ATTENDEES:** Win Sasse, James Davis, Wanda Harris, Lillian Thompson, Linda Bell, Patrick Venditti, Janez Hargrove, Maggi Davis, Doug Archer, Jannice Chambers, Chris Mangold, Bill Gentry, Angela Bradley, Tony Horner, Marie Thompson, Bill Gentry, Kathy Young, Gerry Sessor, Mark Spear, Mina Wang, Theresa Chu

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### **OPENING:**

1. Win opened the meeting with the following items:
  - Shared with everyone how much he appreciates the agents and staff, and thankful for James Davis and all that he's been doing to help.
  - Reminded agents that he's always available for them, including weekends. His door is always open. Can call or text (best to text if on the weekends).
  - Wants continued feedback on ways to improve All/Pros going into 2020. Will be expanding All/Pros Realty into a Virtual Office in the DC area with Allan Ho being a managing broker.

### **PRESENTATION & DISCUSSION:**

1. **TURKEY RAFFLE:** Win passed around a bowl to collect business cards for Turkey Raffle. Mark Spear was the winner!
2. **AWARDS:** Win recognized the following agents for Top Agents of the Month for October:
  - Top Listing Agent: Maggi Davis; All/Pros Realty
  - Top Sales Agent: Don Johnson; All/Pros Realty
  - Top Listings Agent: Patrick Venditti; All/Pros Real Estate
  - Top Sales Agent: Mina Wang; All/Pros Real Estate
3. **LEAD GENERATION:** James Davis shared about a new lead generation called Prime Street. This will help us to take advantage of technology. It's app based and they scrub the lead using algorithms. They keep the caller on hold and warm transfer to an agent. You select area coverage preference, etc. You can manage everything from your

phone. To qualify, they require that agents must have at least 8 closed transactions in the last 12 months; if a new agent at least 4 closed transactions in the last 6 months. Cost is net 50/50 commission. It's offered as option if you'd like to take advantage of it.

4. LISTING HIGHLIGHTS:

- \* Lillian Thompson: 344 Effingham Street, Portsmouth, VA (Commercial Property)
- \* Chris Mangold: 1508 Birch Leaf Road, Chesapeake, VA (Residential Property)

5. TRIVIA BY WIN & BIG CHOCOLATE GIVEAWAY FOR RIGHT ANSWERS:

LET'S TALK FINES!

- \* Q: Missing Signatures of a Seller? A: \$500 Fine
- \* Q: Failure to Report as Settled Within 10 Consecutive Days of Settlement? A: \$50 fined to each side if not reported by either firm; \$100 fined to the listing firm if reported by the selling firm but not processed by listing firm)
- \* Q: Photo Comment Violation: A: \$250
- \* Q: Public Remarks Violation (ex: putting any financial matter/dollar amount such as builder will pay all closing costs if you use their lender. You can put in agent remarks, NOT public remarks. Can't put a link to virtual tour in public remarks) A: \$250
- \* Q: Failure to report contingency removal within 2 business days. A: \$50
- \* Q: Failure to report contingency/pending sale within 5 business days. A: \$50
- \* Q: Notice to "Deal direct with seller" is missing (with all list types except SAER/Exclusive Right to Sell). A: \$100

6. GUEST SPEAKER: Jordan DiCaprio, owner of Hampton Roads RE Photography

- \* Photography that enables your listing to stand out from the pack!
- \* Started out of frustration in 2016 as a buyer not being able to see good pictures of homes listed for sale.
- \* Fastest growing local photo service.
- \* Ease of use: simple and easy booking, easy rescheduling, well-oiled delivery systems, next day turnaround, one-stop-shop.
- \* Partners you can trust: Largest RE media provider in our region. Part of the American RE Media Network.
- \* Contact Info: HRHomePics.com; 757-665-8656
- \* Services & Costs: 3 Packages to choose from ranging between \$85-\$500. Each package includes 32 or 50 photos with a variety of options (depending on package) including drone photos/videos, Walk Through Tour Video, Virtual tour landing page, Matterport 3D Tour, Zillow 3D Home Tour, etc.
- \* Coupon Code: New customers use code NEW25 to enjoy a 25% discount on their first booking for the spotlight package.