



The Online Secrets of Top Performing Agents

“What Online Top Producers know that you should.”



**APRIL
FOOLS'
DAY**
APRIL 1



2) W.D.M.A.Y

Welcome MLS Members!



Jim Marks
Internet Anthropologist
VIRTUAL RESULTS 

EFFECTIVE INTERNET MARKETING & SOCIAL MEDIA STRATEGIES



Your PROFESSION is CHANGING.

Consumer



Technology



Economy



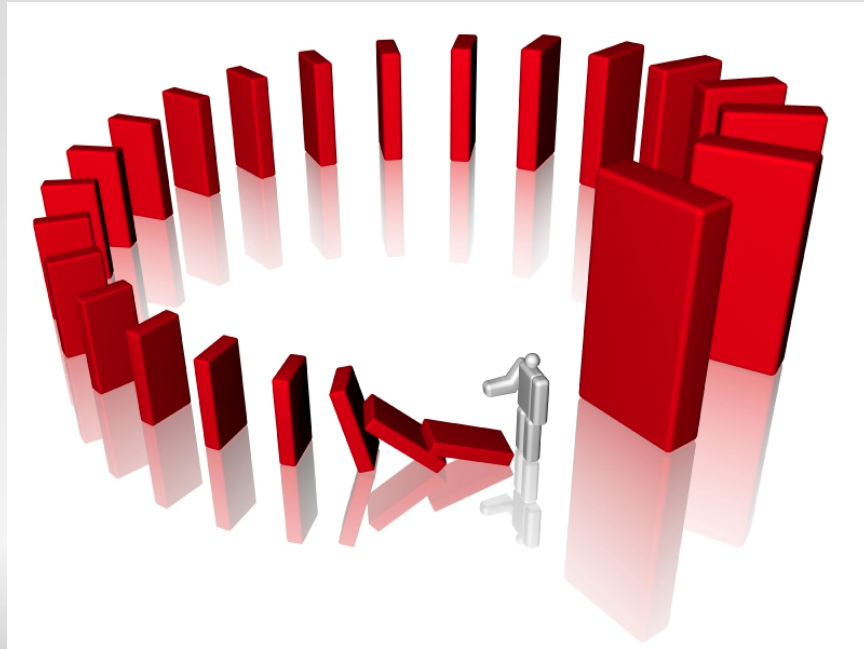


WITH you or WITHOUT you.





These Changes EFFECT how you do business.





Consumer Trends for 2013





Technology is making **MARKETING HARDER.**



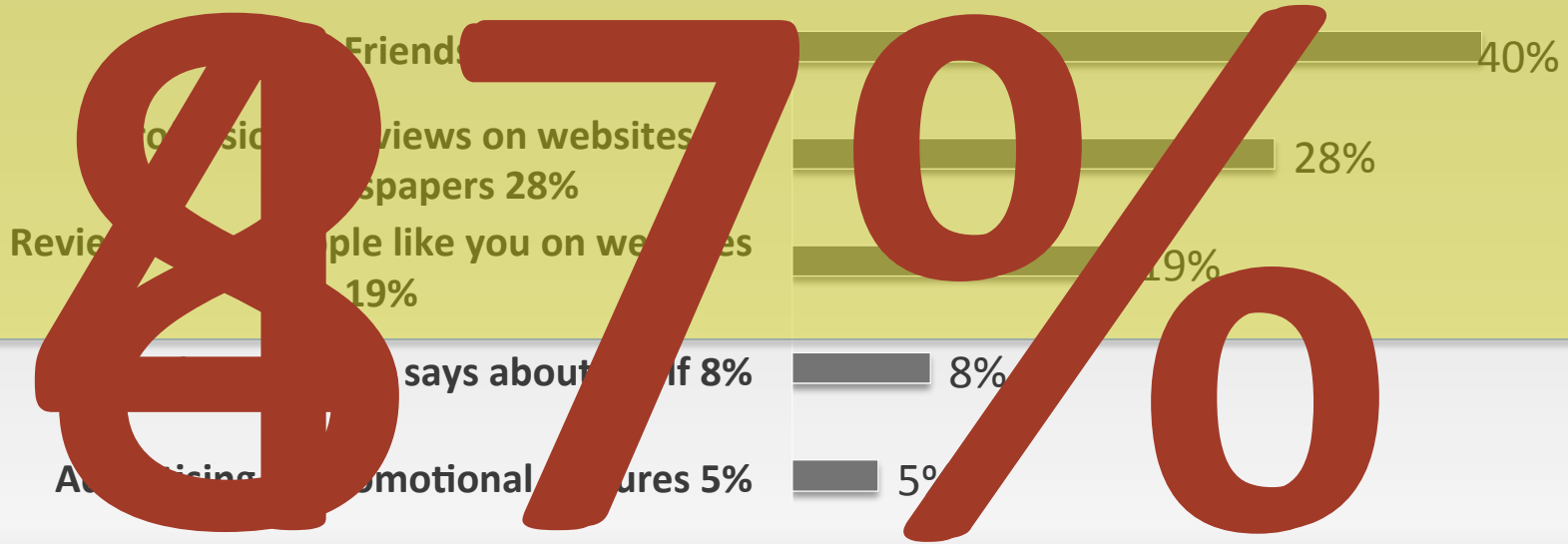


Technology is making **MARKETING HARDER.**





The #1 Advancing Consumer Trend is TRUST





YOU are getting GOOGLED



Lucy Kelts



Search

About 41,300 results (0.38 seconds)

Web

[Rancho Santa Fe Luxury Homes For Sale | Lucy Kelts Team ...](#)

www.lucykelts.com/



by Lucy Kelts

See Luxury Homes listed in Rancho Santa Fe by **Lucy Kelts Team**, premiere RSF Realtors. Award winning search tools and ...

Images

Maps

Videos

News

Shopping

More

[6405 Primero Izquierdo ...](#)

6405 Primero Izquierdo, Rancho Santa Fe, CA 92067. Rancho ...

[of 3](#)

Lucy Kelts and her staff are dedicated professionals and ...

[A Testimonial](#)

Not only is she available whenever you need to talk (even holidays ...

[A personal message from Lucy](#)

A personal message from Lucy. Dear RSF Buyers & Sellers ...

Search near...

Enter location

Set

[14044 Caminito Vistana ...](#)

14044 Caminito Vistana – Fairbanks Highlands ...

[Lucy's Blog](#)

Lucy Kelts · Sharon Corp · Connie Kenyon · Lucy's Blog · Rancho ...

[More results from lucykelts.com »](#)

The web

Pages from

[Lucy Kelts Collection | Facebook](#)

www.facebook.com/pages/Lucy-Kelts-Collection/148873966262



Are YOU losing Business... and don't know it?

Google

Search About 41,300 results (0.38 seconds)

Web [Rancho Santa Fe Luxury Homes For Sale | Lucy Kelts Team ...](#)
www.lucykelts.com/
by Lucy Kelts
See Luxury Homes listed in Rancho Santa Fe by **Lucy Kelts Team**, premiere RSF Realtors. Award winning search tools and ...

Images

Maps

Videos [6405 Primero Izquierdo ...](#) [of 3](#)
6405 Primero Izquierdo, Rancho Santa Fe, CA 92067. Rancho ...
Lucy Kelts and her staff are dedicated professionals and ...

News

Shopping [A Testimonial](#) [A personal message from Lucy](#)
Not only is she available whenever you need to talk (even holidays ...
A personal message from Lucy. Dear RSF Buyers & Sellers ...

More

Search near...

The web [Lucy Kelts Collection | Facebook](#)
Pages from Australia www.facebook.com/pages/Lucy-Kelts-Collection/148873966262



This is LEGITIMATE

[Heddings Property Group](#)

www.heddingsproperty.com/



by Douglas Heddings - in 256 Google+ circles - More by Douglas Heddings
Explore Luxury Manhattan Real Estate & Homes + Luxury Homes throughout New York City, Hamptons, Greenwich, Westchester & Rockland!

[Google+ page](#) - [Write a review](#)



1140 Broadway #902 Manhattan, NY 10010
(646) 726-4860



1. Create a Google Plus profile Here is a simple how to courtesy of techie-buzz. Check it out [here](#).
2. Get the url. This will be (EXAMPLE) <https://plus.google.com/115369062315673853712> and you can find it by going HERE.
3. Tell your webguy to add this to your website (with your google plus url):

```
<link rel="author"
href="https://plus.google.com/115369062315673853712" />
```

virtualresults.net/authorship

4. Login to your google plus profile... Go to "Contributor" section and add a link to your site.
5. Verify it works by using this tool:

```
http://www.google.com/webmasters/tools/richsnippets?url=http%3A%2F%2Fwww.heddingsproperty.com%2F&html=
```



Google Adwords



sue adler

Web

Images

Maps

Shopping

More ▾

Search too

About 6,830,000 results (0.19 seconds)

Ads related to **sue adler** ⓘ

Sue Adler is #1 KW Agent

www.sueadler.com/

Northern NJ's Top KW Agent National Exposure For Your Home

We Found Sue Adler

www.whitepages.com/Sue+Adler



#2 Emerging Trend in Consumers-Social



“In Real Life”



IRL

“In Real Life”

THIS IS REAL LIFE



facebook Search

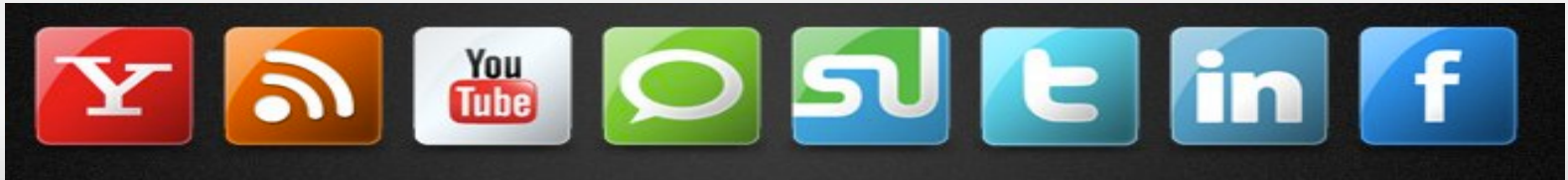
Jim Marks Friends ▼ Edit + Find Friends

Friends (1,983)

	Drew Meyers Founder at ESM Exec Designs		Linsey Ehle Planeta Principal Broker/Owner at M Realty - Orange County		Lisa Ludlow Archer CEO/Broker at Team Ludlow Realty
	Kathy Hansen Pacifica High		Brad Arnold University of California, Hastings College of the Law		Paula Hornbuckle Southern Nevada Vocational Technical Center
	Dale Chumbley Realtor at Real Living The Real Estate Group		Jeff Bernheisel CTO at M Realty		Stephanie Baldwin Real estate broker at Real Living The Real Estate Group
	Chris Smith Chief Evangelist at Inman News		Rob Hahn Managing Partner at 7DS Associates		Lorraine Marks
	Rhonda Porter		Stacey Harmon		Lori Bee



“Social Media is not a movement society is growing out of... It is a movement that society is growing into.”







...Because you can search the conversations



Tyler Giammasi

I am officially **moving to Kansas city** this weekend wish me luck

22 hours ago · 🌐



Maddy Watson, Amanda Frazier Daniels, Jackie Henning and 8 others like this.



[View all 11 comments](#)



Tyler Giammasi Hey i will see you this weekend right about an hour ago



#3 Emerging Trend... Shorter Attention span





Political Sound Bites



1968 Presidential Election= **48** seconds

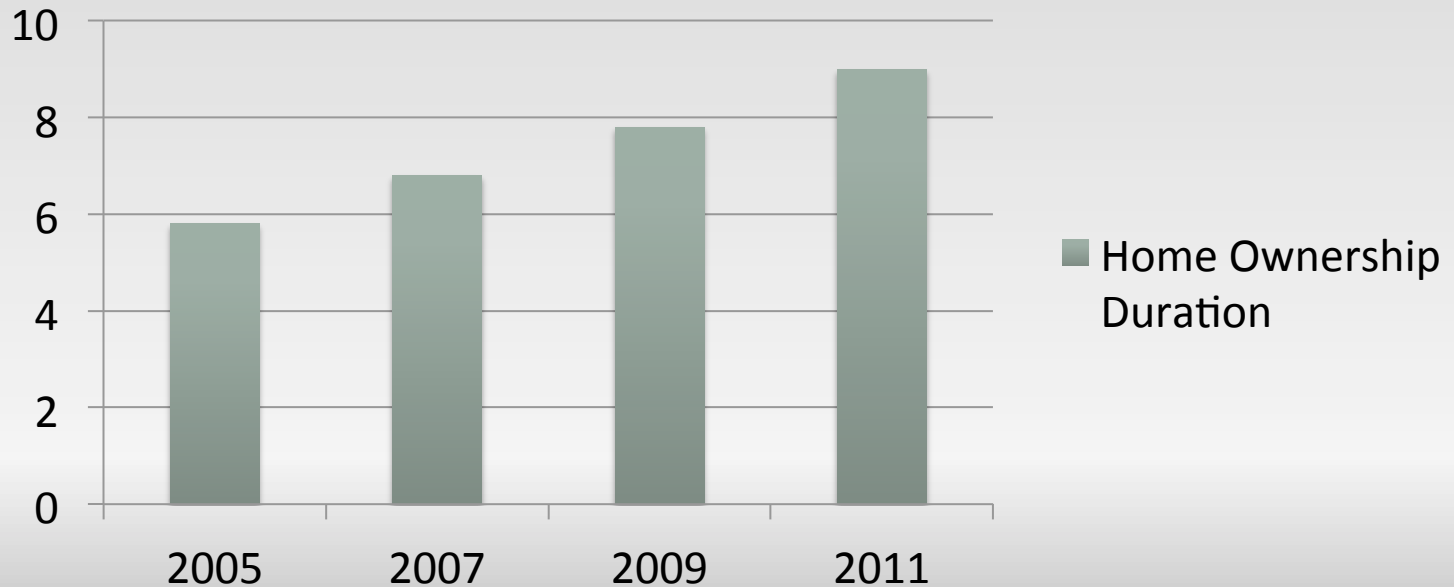
1990 CBS policy-No Bite less than **30** seconds

2012 Average Sound Bite= **7.9** seconds



#4 Consumer Trend- Home Cycle is LONGER

Home Ownership Duration





So YOU must create a bigger sphere...



Step One: Create Lists

The screenshot shows a Facebook page for the 'Laguna Beach Area' group. On the left, there is a 'Join Chat' button and a grid of member profile pictures. The main content area displays a list of groups with a search icon to the left of each name. Two red arrows point to the 'Current Clients' and 'San Francisco Residents' entries. On the right side of the page, there are three promotional posts:

- Step Up NOW!**: Proven to Convert More FSBOs & Expired Listing Prospects. Start Transforming Your Career Today. Click Here NOW! (Linden Moe likes Hoss Pratt.)
- Auction.com**: Thousands of Foreclosure Properties nationwide! LIKE US for direct access to our database, insider bidding tips and commissions! (Like- Bob Phillips likes this.)
- Against Crony Capitalism**: Do you believe in economic liberty? Click here! (Like- Bill Holt likes this.)



Step Two: Create Community

Search

Jim Marks Home

Friend Requests Find Friends Ask Question

No new requests

See All Friend Requests

FAVORITES

- News Feed
- Messages 26
- Events 7
- Century 21 Real E... 20+
- VR 20+

LISTS

- Close Friends
- YouReach Media 20+
- Lagunatics

GROUPS

- Tech Support Gro... 1
- Century 21 Business Co... 1
- OCFFB 1
- Virtual Results 7
- YouReach Media 3
- NAR Annual 2011 Atten... 1

APPS

- Music
- App Requests 1

PAGES

- Virtual Results-Ji... 1

100+ NEW STORIES

Hector G. Diaz and 3 other friends recently read articles.

- Ashton Kutcher Is Making a Big Twitter Mistake
- Alexandra Petri: Mitt Romney's wrong right a...
- Pregnant mom arrested at Safeway and loses ...
- Kelly Clarkson Spills All: "I Want to Punch Ade..."
- Why Second Life Failed

53 minutes ago

Lori Bee

Just a polite FYI: The wearing of poppies in honor of America's war dead is traditionally done on Memorial Day, NOT Veterans Day. Memorial Day is to honor those who have fallen. The practice of wearing of poppies takes its origin from the poem In Flanders Fields, written in 1915 by John McCrae. Veterans Day is predominantly to honor the LIVING who have served or are serving. Just some clarification for those who don't understand the difference...

Like · Comment · Share · 4 hours ago near Waxhaw, NC ·

11 people like this.

Richard Leavitt and 2 others

1 event this week

Ines Hegedus-Garcia and 5 others

People You May Know See All

- Marilyn Delao 256 mutual friends Add Friend
- Sherri Durbin 169 mutual friends Add Friend

Sponsored Create an Ad

Deals In Laguna Beach screamindailydeals.com

50% - 90% off the best restaurants and much more

Formula 1 Collectibles gomotorbids.com

F1 fans have a new source for new diecast collectibles, out-of-production pieces, and rare memorabilia for legendary Grand Prix



Facebook interface showing the 'Find Friends' process. The top navigation bar includes a search box and a progress indicator with three steps: Step 1 Find Friends, Step 2 Add Friends, and Step 3 Invite Friends.

The main content area is titled 'Find Friends' and features a 'Windows Live Hotmail' section with a 'Your Email:' input field and a 'Find Friends' button.

Below this, a list of email providers and services is shown, each with a 'Find Friends' button:

- Skype
- cox.net
- Yahoo!
- AOL
- Comcast
- sbcglobal.net
- verizon.net
- Other Email Services
- Other Tools

A large black arrow points from the 'Find Friends' button in the Hotmail section down to the 'Other Tools' option at the bottom of the list.

The left sidebar contains navigation options categorized into:

- LISTS: Close Friends, YouReach Media (20+), Lagunatics
- GROUPS: Tech Support Gro... (1), Century 21 Business Co... (1), OCFB (1), Virtual Results (7), YouReach Media (3), NAR Annual 2011 ... (1)
- APPS: Music, App Requests (1)
- PAGES: Virtual Results~ji... (1)



Other Tools

[Upload Contact File](#)

[Find Coworkers From Virtual Results »](#)

[Find Coworkers From YouReach Media »](#)

[Find Coworkers From Wise Agent »](#)

[Find Coworkers From Century 21 Real Estate »](#)

[Find Coworkers From American Race Day Inc. »](#)

[Find Coworkers From ActiveRain Real Estate Network »](#)

[Find Coworkers From Tom Ferry »](#)

[Find Coworkers From Keller Williams Mid-Town Direct Realty »](#)

[Find Coworkers From Keller Williams Realty, Inc. »](#)

[Find Classmates From Tustin High School »](#)

[Find Friends, Classmates and Coworkers »](#)





Find friends from different parts of your life

Use the checkboxes below to discover people you know from your hometown, school, employer and more.

Hometown

- Laguna Beach,
California

Enter another city

Current City

- Laguna Beach,
California
- Overland Park, Kansas

Enter another city

High School

- Tustin High
School

Enter another high school

Mutual Friend

- Olivia A.
Marks
- Jamie Blakely
- Jimmy Mackin

Enter another name



Michael J. Maher (Michael Maher)

#1 International Best-selling Author at The Seven Levels
of Communication: Go from Relationships to Referrals

+1 Add Friend



Judy Bell Johns

Owner/Operating Partner/Realtor at Keller Williams
Realty, Inc.

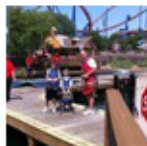
+1 Add Friend



Michael Maher-Team

Overland Park,
Kansas

+1 Add Friend



Jason Brown

Kansas City real estate agent at Keller Williams Realty,
Inc.

+1 Add Friend



Katrina Dawn





Friends from different parts of your life

Click the boxes below to discover people you know from your hometown, school, employer and more.

Hometown

- Laguna Beach, California

Enter another city

Current City

- Laguna Beach, California
- Overland Park, Kansas

Enter another city

High School

- Tustin High School

Enter another high school

Mutual Friend

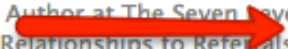
- Olivia A. Marks
- Jamie Blakely
- Jimmy Mackin

Enter another name



Michael J. Maher (Michael Maher)

#1 International Best-selling Author at The Seven Levels of Communication: Go from Relationships to Referrals

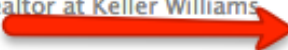


+1 Add Friend



Judy Bell Johns

Owner/Operating Partner/Realtor at Keller Williams Realty, Inc.



+1 Add Friend



Michael Maher-Team

Overland Park, Kansas

+1 Add Friend



Jason Brown

Kansas City real estate agent at Keller Williams Realty, Inc.

+1 Add Friend



Search



Jim Marks

H

Find friends from different parts of your life

Use the checkboxes below to discover people you know from your hometown, school, employer and more.

Hometown

Laguna Beach, California

Current City

Laguna Beach, California

Chicago, Illinois

High School

Tustin High School

Mutual Friend

Linsey Ehle Planeta

Drew Meyers

Rob Hahn

College or University

Employer

Virtual Results

Century 21 Real Estate



Alexander Chaparro

CEO at Alexander Chaparro Seminars
Ken Cook and 250 other mutual friends



Ilyce Glink

Latin School of Chicago
Todd Duncan and 199 other mutual friends



Lindsey Marcus

Real Estate Consultant at @properties
Jon Cheplak and 133 other mutual friends



Chaffee–Thanh Nguyen

Ullinois
Andy Capelluto and 138 other mutual friends



Dave Coupe

Partner at Action Acquisitions
Kenneth Paar and 135 other mutual friends

+1 Friend Request Sent

Close Friends
Acquaintances

ActiveRain Real Est... ⚡

American Race Day ... ⚡

Century 21 Real Est... ⚡

Keller Williams Mid... ⚡

Keller Williams Real... ⚡

Show All Lists...

Cancel Request

+1 Add Friend

+1 Add Friend



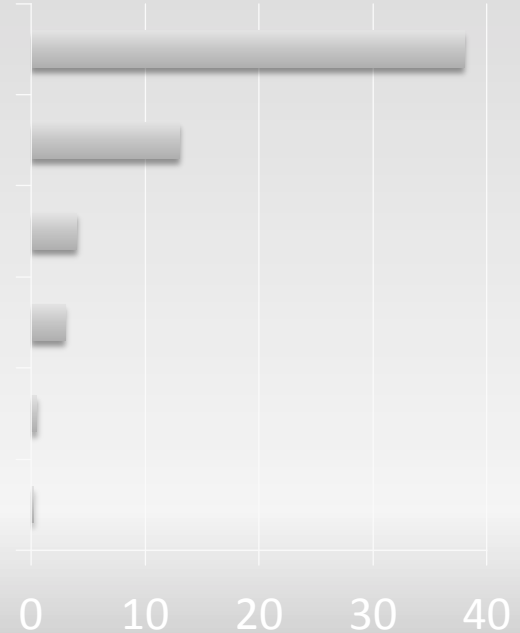
Get SOCIAL within your community



#5 Consumer Trend-They are Adopting Technology...Fast



Radio, 38 years
TV, 13 years
Internet, 4 years;
iPod, 3 years.
Facebook 6 months
Google plus 88 days





#6 Consumer Trend-They CARE that you are Tech Savvy



iPhone5





Stop Stressing about
your INBOX when you
are away

- Follow a Person
- Follow a Topic
- Today's Meetings



Exchange



Outlook



Google Apps



Gmail



Android



iPhone



Voice



SMS



twist[™]

Let others know
when you will arrive





Sign up for the
NEW Realtor.COM
app



#7 INTERNET Consumer Trend-Expectations



[Web](#) [Images](#) [Videos](#) [Maps](#) [News](#) [Shopping](#) [Gmail](#) [more ▾](#) [iGoogle](#) | [Search settings](#) | [Sign in](#)

Google™

[Advanced Search](#)
[Language Tools](#)

[Advertising Programs](#) - [Business Solutions](#) - [About Google](#) - [Go to Google Pakistan](#)

©2009 - [Privacy](#)



They CARE about finding a HOUSE

MAXINE & MARTI GELLENS
SAN DIEGO HOME FINDER

Phone Email Chat
+1 86 people +1'd this

HOME SEARCH SD HOMES COMMUNITIES SELL YOUR HOME BLOG ABOUT CONTACT Posts Comments

find your next home

Search Any San Diego Community
La Jolla

Min. Price: \$800,000 Max. Price: No Limit

or click to search those communities
[La Jolla](#) [Solana Beach](#)
[Del Mar](#) [Encinitas](#)
[Rancho Santa Fe](#) [Cardiff By The Sea](#)
[Pacific Beach](#) [Encinitas](#)

Click Here to search multiple towns AT ONCE!

Search

7784 Lookout Dr, La Jolla, CA 92037
Offered at \$8,500/month furnished. Panoramic whitewater ocean & North Shore views can be enjoyed... [View before »](#)



*If our mom messes you
like she pe
... what?*



Partner



Doctor



Lawyer



They CARE about finding a HOUSE... Easily

step 1 Where Would You Like To Rent?

East Side

- All East Side
- Carnegie Hall
- East Harlem
- Upper East Side

West Side

- All West Side
- Hamilton Heights
- Harlem
- Inwood
- Upper West Side
- Washington Heights

Midtown

- All Midtown
- Beekman
- Central Park South
- Clinton
- Midtown East
- Murray Hills/Kips Bay
- Sutton

Brooklyn

- All Brooklyn

Downtown

- All Downtown
- Chelsea
- East Village
- Financial District
- Flat Iron District
- Gramercy
- Greenwich Village
- Lower East Side
- SoHo/Nolita
- TriBeCa
- West Village

Where Would You Like To Buy?

step 2 What Is Your Budget?

Between...

No minimum

...and

No maximum

step 3 How Many Bedrooms?

I need between this many...

No minimum

...and this many...

No maximum

step 4

FIND A HOME



Two GOLDEN RULES of Websites



Use an INTERNET MARKETING company.



Your Site is an ASSET. OWN IT.



Consumers Have Become...

Technology Dependent

Information Overload



Convenience Overload





hipmunk



Hotel Search is now on Mobile!
Click below to download the app.

✕ Flights

Regular

Multi-city

Price Graph

Hotels

from

to

depart

- +

return

- +

January 2012

Su	M	Tu	W	Th	F	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

February 2012

Su	M	Tu	W	Th	F	Sa
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29			

1 people

Search!



So what else can we do?





Learn to Leverage

Why do something for one? That you can do for many...



cookingforgeeks Jeff Potter

Hey [@VirginAmerica](#), what's with the failed self-checkin and HORRIBLE line at LAX?

2 Nov



davidvivero David Vivero

[@virginamerica](#) im frequent flyer here who is *really* upset. No one answers your phone, online checkout broken, no email? I need help!

1 Nov



creatorbase Erick Mott

Editing the 'Your Social Organization' webinar PPT on [@VirginAmerica](#). Join us and discuss w/ [#EktronGCP](#) this Thurs: ektron.com/campaigns/webi...

1 Nov



myersk Kate Myers

Can't believe I've been on hold with [@VirginAmerica](#) for an hour.. good thing my coworkers are ok with the music playing during our meeting

1 Nov



stephasch Stephanie

canceling [@VirginAmerica](#) tix & booking Delta. [@VirginAmerica](#) better not charge-turning 2 Delta since can't contact [@VirginAmerica](#) cust serv

1 Nov



NeedaHobby1 Need A Hobby

STOP! [JetBlue Airways](#) responded to a parody ShillZarun twitter acct??? BWAHAHAHAHA!!! [@sweetbea](#) @ SusanSaundersJZ

[@JetBlue](#)

1 hour ago



MsAbomb Ashley Rose

I love [jetblue](#) RT [@hArRiSoNsApP](#): [@MsAbomb](#)'s tweets are making me laugh out loud in the [#jetblue](#) terminal. [#awkward](#)

1 hour ago



cmom Claudio M.O. Moura

It's Déjà vu All Over Again for [JetBlue](#): "A crisis in the making is easily detectable, as our [JetBlue](#) soci... bit.ly/scm4bn [#cmom](#)

3 hours ago



jkcallas Jure KLEPIC

This is really cool video ----> Social Strategy and Crisis: A Video Interview with [JetBlue](#) bit.ly/uubWJI

3 hours ago



WeBlogtheWorld Travel, Ideas, Culture

Loyalty is whats going2 impact the bottom line says [@jetblue](#) in response 2recent question from audience about [#crisis](#) - [#brandsconf](#) [#sCRM](#)

3 hours ago



Hey [@Mortons](#) - can you meet me at newark airport with a porterhouse when I land in two hours? K, thanks. :)

less than a minute ago via [TwidroydPRO](#) ☆ Favorite ↻ Retweet ↶ Reply



Peter Shankman
petershankman



Oh. My. God. I don't believe it. @mortons showed up at EWR WITH A PORTERHOUSE! <http://t.co/bD8k4r0> # OMFG!

less than a minute ago via TwidroydPRO ☆ Favorite ↻ Retweet ↩ Reply



Peter Shankman
petershankman

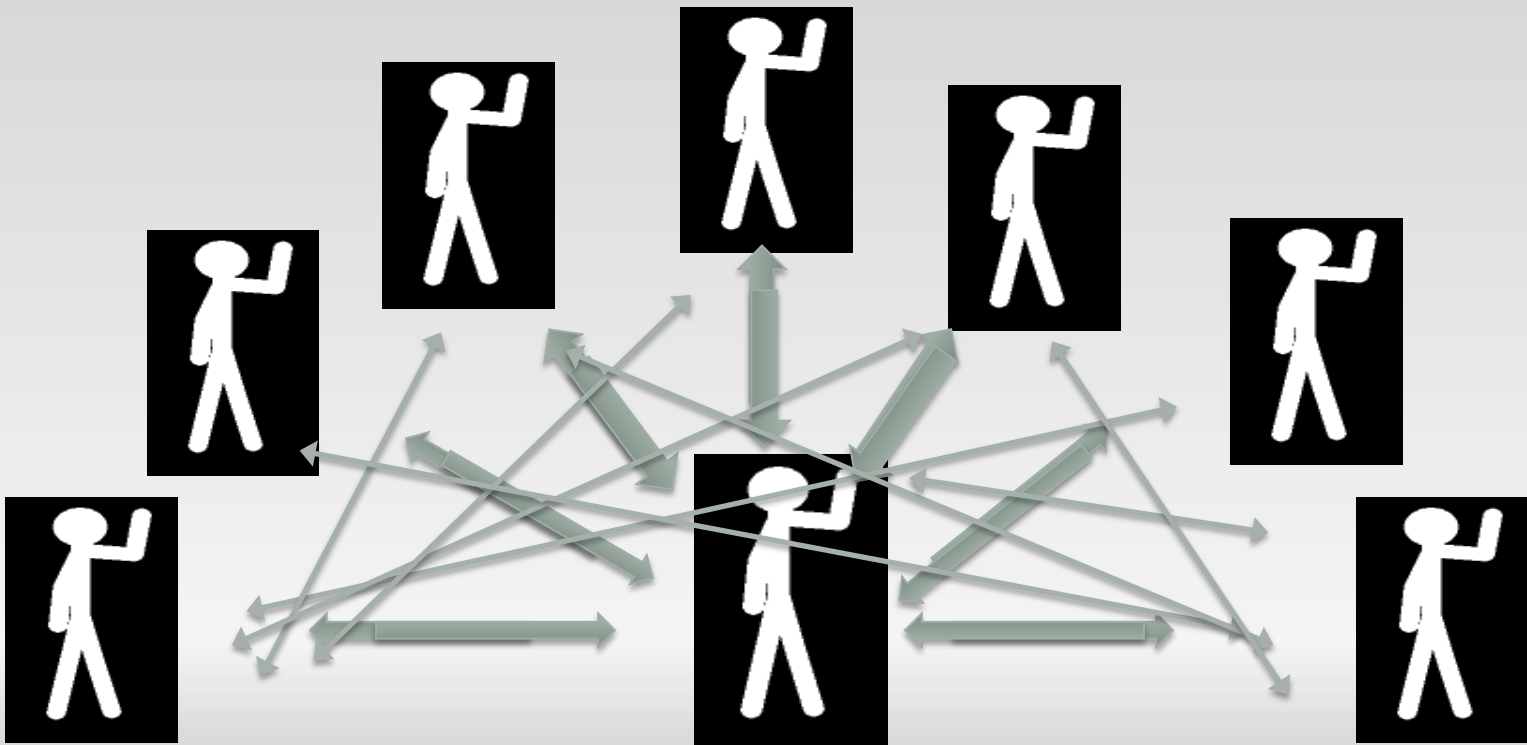




So what is the GOAL of being Social?

whuffie.

How does this happen?





But, I am SO BEHIND...



Traffic



Conversion



Retention



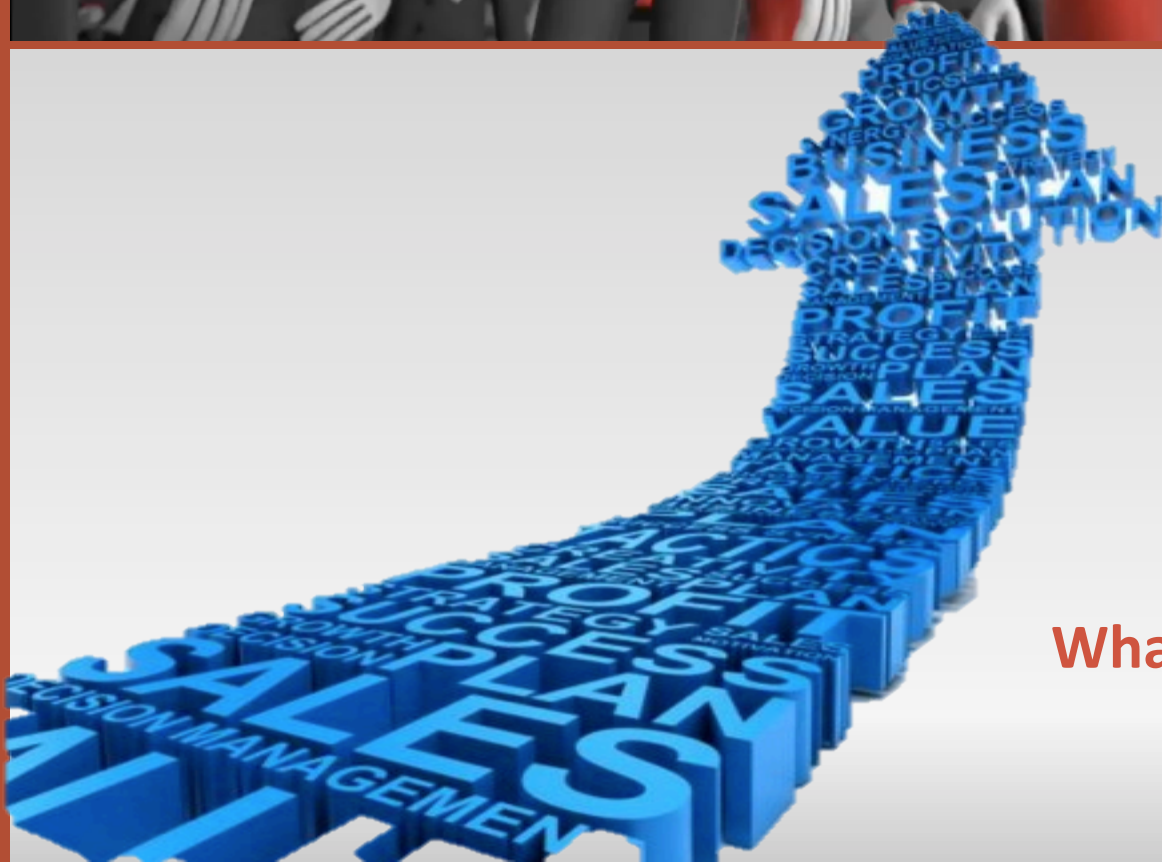


- SEO (Organic Ranking)
- PPC (Google Adwords)
- SOCIAL MEDIA
- CraigsList Advertising
- Display Advertising
- Google Remarketing
- Guest Blogging
- Content, Content, Content



- SEO (Organic Ranking)
- **PPC (Google Adwords)**
- SOCIAL MEDIA
- **Craigslist Advertising**
- Display Advertising
- Google Remarketing
- Guest Blogging
- Content, Content, Content

What is Traffic Worth?



What is Traffic Worth?



ROI

Return on Investment

What is Traffic Worth?



Once you know what traffic is WORTH?

Notifications

- November 10
 - The ad Social Media Realtors was approved.
 - The ad iPads for Realtors? was approved.
- November 9
 - The ad <http://wired4successwebinars.com> was approved.

Table: All Campaigns

Campaign ?	Status ?	Start Date ?
Wired4	▶	11/06/2012 2:29pm
Kle...		07/07/2012 11:56am
Ne...		06/15/2012 2:48pm

Geek Alert

Facebook Custom Audiences



Now, Create a Content Strategy



- Buy it
- Write it
- Video it
- Snap it
- Just DO IT

The screenshot shows the Google Alerts website in a browser window. The browser's address bar displays 'www.google.com/alerts'. The page features the Google Alerts logo and a search input field with a 'Preview results' button. Below the search field, there are four dropdown menus for configuration: 'Type' (set to 'Everything'), 'How often' (set to 'Once a day'), 'Volume' (set to 'Only the best results'), and 'Deliver to' (set to 'jimmarks@virtualresults.net'). A red 'CREATE ALERT' button is positioned below these settings. To the right, a section titled 'Monitor the Web for interesting new content' explains that Google Alerts provides email updates of relevant Google results. It lists four uses: monitoring a developing news story, keeping current on a competitor or industry, getting the latest on a celebrity or event, and keeping tabs on favorite sports teams. A link to 'manage your alerts' is provided. At the bottom, there are links for 'Manage your alerts', 'Google Alerts Help', 'Terms of Use', 'Privacy Policy', and 'Google Home', along with a copyright notice for 2011 Google.

Virtual Results Mail NDA - One Way Virtual Results Predesigned Web Contact Google Alerts Home Page: Virtu WP Contact Us | Wor

www.google.com/alerts

Gmail Virtual Results Mail Voice (17) Finance Admin Sites Social Media Plugin Support Shopping Must Read Racing Stuff Marketing Other Bookmarks

+Jim Web Images Videos Maps News Mail More - jimmarks@virtualresults.net 2 Share... ALRT

Google alerts beta

Type: Everything

How often: Once a day

Volume: Only the best results

Deliver to: jimmarks@virtualresults.net

CREATE ALERT

Monitor the Web for interesting new content
Google Alerts are email updates of the latest relevant Google results (web, news, etc.) based on your choice of query or topic.

Enter the topic you wish to monitor, then click preview to see the type of results you'll receive. Some handy uses of Google Alerts include:

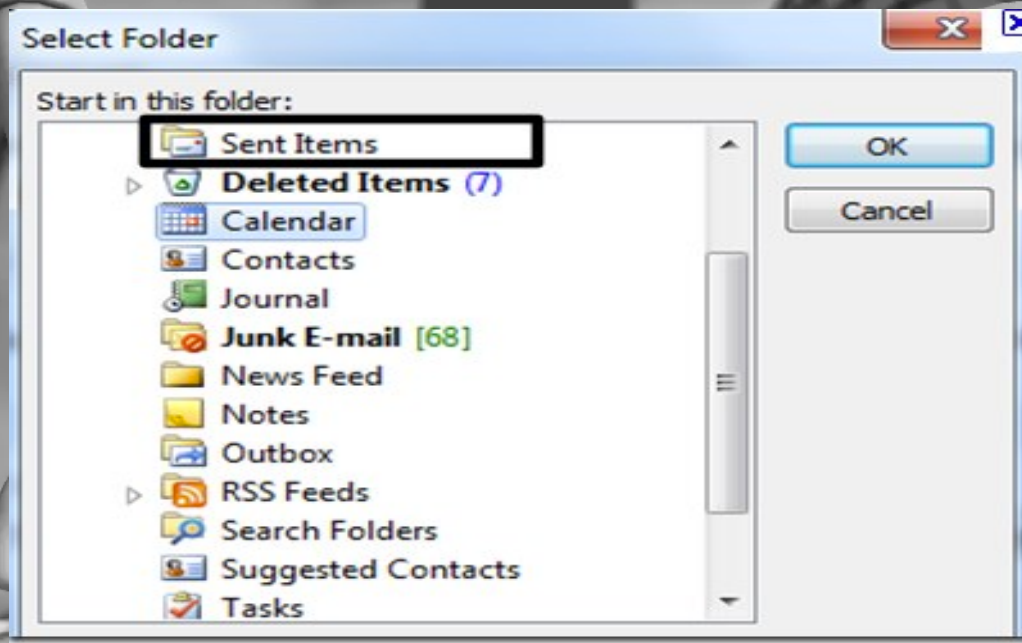
- monitoring a developing news story
- keeping current on a competitor or industry
- getting the latest on a celebrity or event
- keeping tabs on your favorite sports teams

You can also [click here to manage your alerts](#)

[Manage your alerts](#) - [Google Alerts Help](#) - [Terms of Use](#) - [Privacy Policy](#) - [Google Home](#) - © 2011 Google

Set up Google Alerts





Check your SENT box



Sue Adler

Oy vay! What vas Valmart thinking?



Take Pictures from your phone



But WAIT JIM, Where do I find the time?



But WAIT JIM, Where do I find the time?



But WAIT JIM, Where do I find the time?

#8 Consumer Trend-Live Chat

Click any town name, train stop or bus line below for information

new jersey midtown direct train line towns

livingston madison chatham summit short hills millburn south orange maplewood nyc

interactive clickable map

hover for nyc commute time click to see homes for sale town click for town info

find your next home

Search Any New Jersey Community

Neighborhood, City, or Zipcode

How Much (min)?

\$

How

\$

— or click to search these communities

Millburn & Short Hills

Summit

Maplewood

South Orange

Livingston

CLICK HERE To Search

Towns AT ONCE!

SEARCH ALL HO

We're online

Now online: Leave a question or comment and our amazing agents will attend to you shortly =>

Wednesday, September 21, 2011

Sue Adler [agent]

Hi it's Sue.. if you have any questions, I'm here on chat.


Multiple

Options

Last message received at 1:33pm

Options

LIVECHAT by ZOPIM



Hi John, I can see that you are really narrowing down your Search to Boca Raton Villas... I know a great home that might just be perfect for you... Would Saturday or Sunday work?

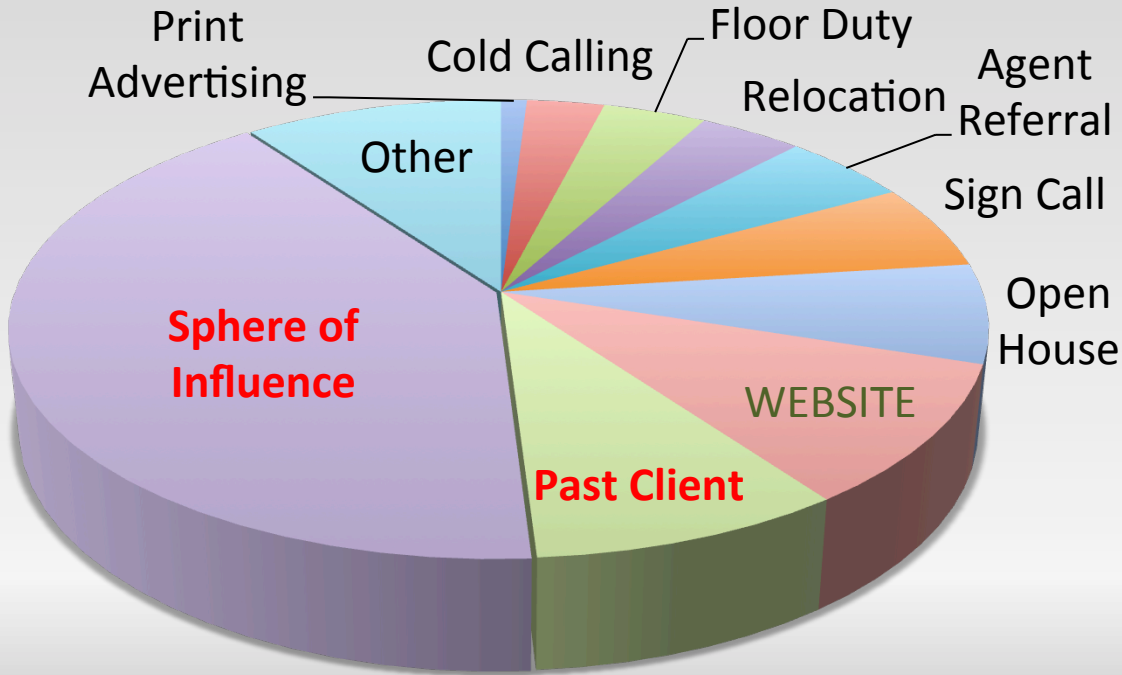
We are NOT in the Information Business... We are in the CAR RIDE Business



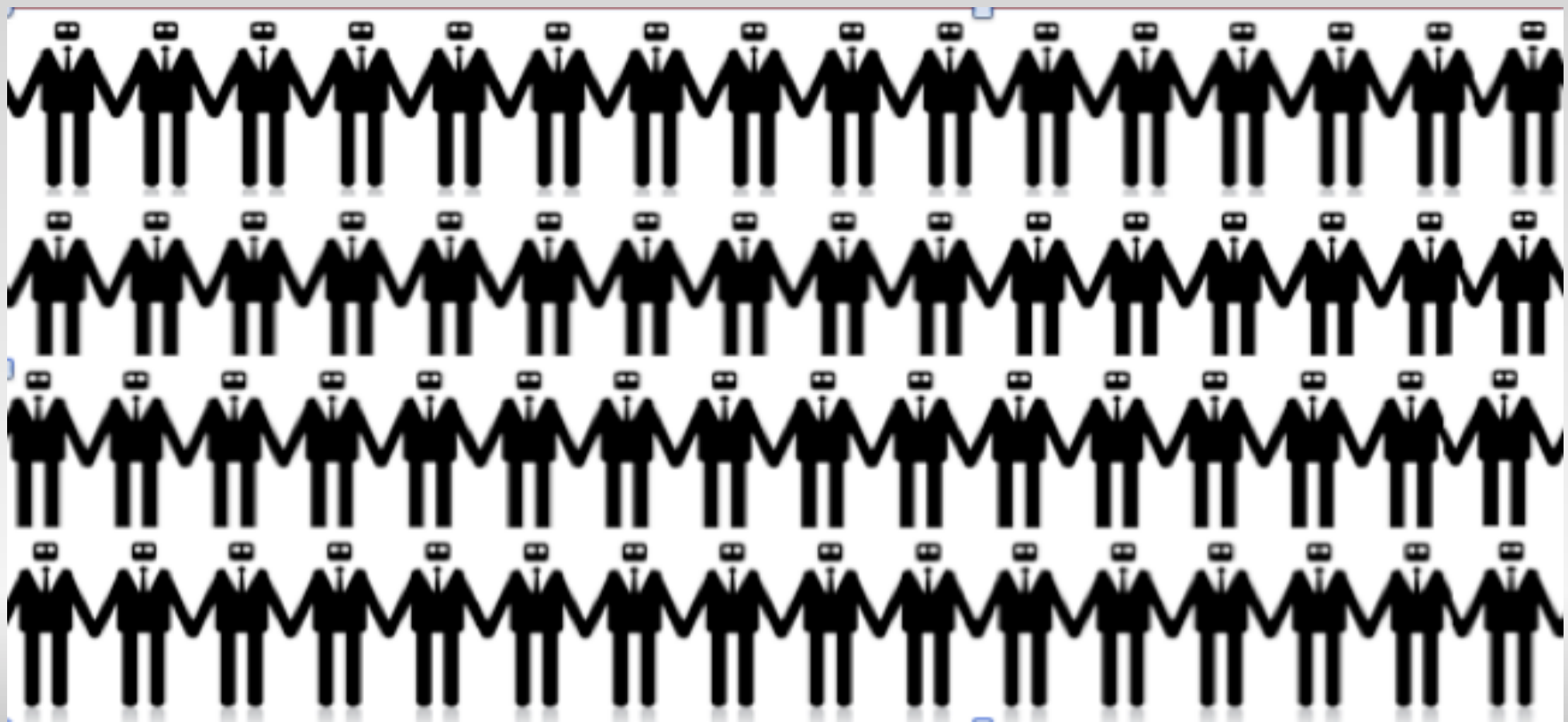
Sphere Retention



Where does your Biz come from?



**Your SPHERE
of INFLUENCE
is CRITICAL to
your SUCCESS**

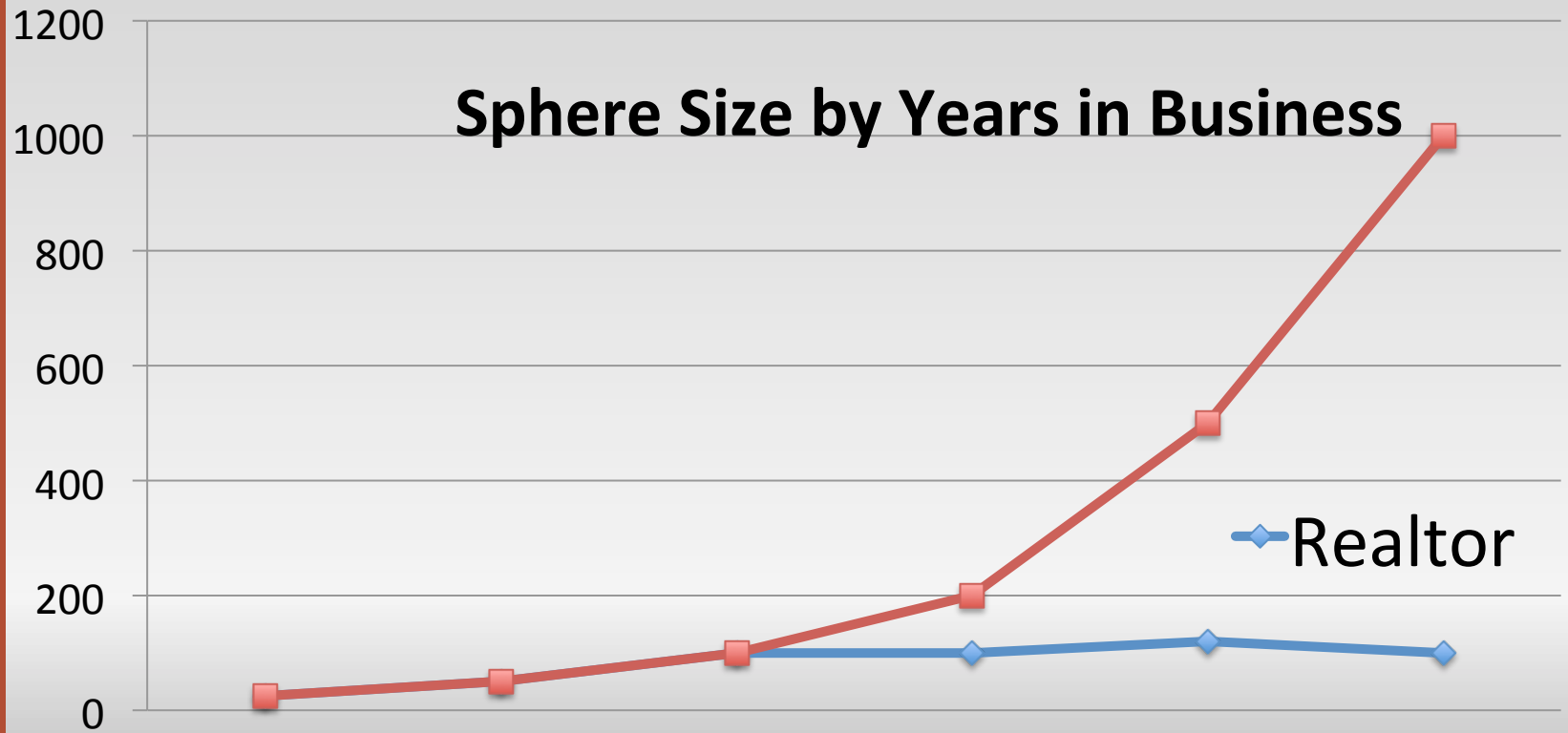


Who is in your Sphere?

Who is in your Sphere?



Sphere Size by Years in Business

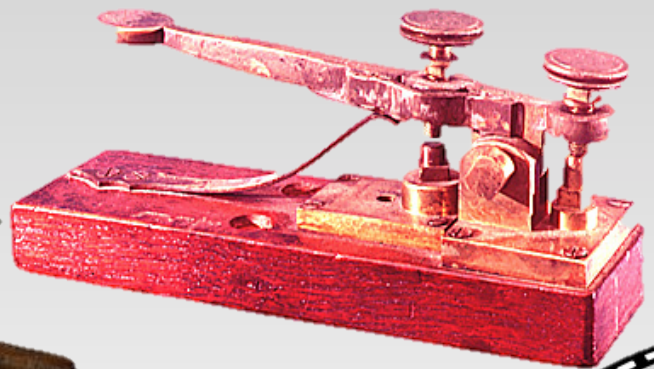


◆ Realtor

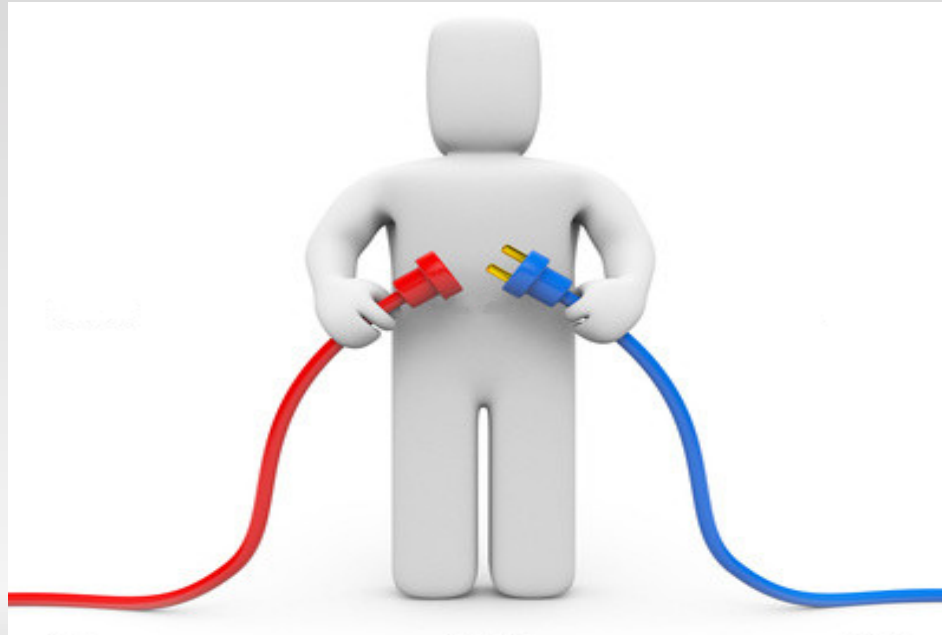
Who is in your Sphere?



Media has Flaws







**Move
Off-Line
Sphere**

On-Line

They will tell you how to retain



Jov Tienzo

Help me out! My daughter got **accepted to** all 8 universities she applied to including UC Berkeley...yes, the #1 public school in the Nation! Now she is all confused... She wants **to** be in medical field and she's considering UC Davis as well for the program she wants. What do u guys think? Berkely or Davis?

Saturday at 10:56am near Fremont · 🌐

👍 Sei Borleo, Keith Siyhian, Camille Tolentino and 13 others like this.

💬 View all 12 comments



Sei Borleo ikaw na!

Yesterday at 6:25am



Joas Chavez Berkeley

6 hours ago



Marc A. Campos

... I was able **to** spend as much time as I could with her. As I went through my own transition (getting my bachelors and masters degrees and now my PhD)--I always found time **to** spend with this niece and her sisters. Gone are the days of Chuckee Cheese. I can still remember how I would work **to** gather them all together **to** make sure they were safe. Now, I am presented with the GREAT news yesterday--she was **accepted into UC Berkeley to** study math. I am one of the most proud uncles I can be. Tears ...

[See More](#)

Saturday at 7:37am near San Jose, CA · 🌐

👍 Esperanza Campos likes this.



Esperanza Campos Aww... Thank You Uncle Marc! :) I'm ecstatic as well.

I'm going to UC Berkeley as a Pure Mathematics Major! :D

Saturday at 8:53am



Kelly Brown Campos Because that how you roll Mz. Esperanza Campos!!!!

Saturday at 9:35am



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Relationships

Creates
Differentiation



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3. Do it EVERY day
4. Do it early in the day



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**THANK YOU
FOR ATTENDING TODAY!**

Welcome Baltimore



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