

What is the only place one can find four new clients in a morning? The Internet is that place!

Rick and Joyce Tietz are RE/MAX agents (www.thetietzteam.com) in Antioch, California—an East Bay suburb of San Francisco. They've been with the same brokerage for six and five years, respectively, and a Team for five years. Because of their hard work and good business decisions they are having strong success selling homes online.

Rick recently wrote us: "I'm unable to get your questionnaire back by Monday morning due to existing commitments and the additional 4 clients we picked up this weekend from our site starting Saturday morning."

How in the world does a team find four new clients in one day these days? For that matter, when was the last time you sold even ONE home from your website? With 84% of all homes sales starting online these days, and with 92+% of all Internet buyers choosing their agent through a search engine, how can you think you can afford to be an agent who cannot be found online? You must be a player online, for that is where the sales are still happening daily!

"We signed on with CompassSearch on 2/21/08 and have no regrets. We obtained our current website FREE as part of a special promotion CompassSearch offered when we subscribed to our organic search subscription. The switch to the new website provider was easy for me; the editing tools and being able to do HTML editing has made building an eye pleasing, lead capturing and search friendly web site a wonderful task. With Blackwater/CompassSearch making the keywords, keyword phrases, page titles, inbound relevant links and Meta tags really go to work for us, we are seeing much more activity than before. Our conversion rates have also improved tremendously. We also receive monthly support calls (where great ideas come from) and in-depth analysis of where our site is effective and we have really lowered our bounce rate. We have always known that the Internet was the place to increase our business and we had reached the point where we knew we had to make a change in our Internet marketing. We did plenty of research and we came across the team for us. These companies have together created one of the best Realtor money-making machines there is. Because we get top search engine placements, we are able to bring prospects to a user-friendly real estate web site where they are more than happy to fill out one of many lead capturing forms we have put in place. I get immediate notification

on my cell phone that someone needs help and most often Joyce catches them while they are still on our site. Now, I also get to do all this from my home. By tirelessly working with every possible lead generating person we know plus dominating our corner of the Internet, we have prospered while about 50% of the agents in our market quit and the bulk



The Antioch bridge, over East San Francisco Bay

of the remainder are barely getting by. To give you just a hint of how powerful the Internet is for relocation, we have sold homes to folks from Ireland, England, Mexico and France in the past seven months! CompassSearch has delivered 14 sales in just seven months, and we are on track to hit 24 sales for the year from our subscription! It just doesn't get any better than this."

"The San Francisco East Bay Area is a challenging market right now. The biggest challenge is the ever changing lender requirements. In Antioch alone

there are currently 905 residential homes on the market: 445 (49%) of these listings are REO/Bank Owned, 352 (39%) are short sales and the remaining 108 (12%) are regular owner listings. The overall average list price is \$239,564, the short sale average list price is \$248,283, the REO/Bank owned average list price is \$208,237 and the average list price for individually owned homes is \$338,942. By working very hard and by implementing every bit of advice Compass and Blackwater have given us, we are succeeding greatly. All our leads come from our site in some form or other and our costs are pretty much the same throughout the year. I have saved thousands annually spending my dollars on Internet marketing instead of newspaper ads and the results have taken us from barely getting by to being in the top three realtors at our brokerage with the highest split given and being in the top 50 real estate teams for RE/MAX International of California and Hawaii. I'll tell you that I enjoy hearing my mobile phone sounding off when we have a lead or feedback from our site. That beeping sound is like hearing a cash register ring. We are excited, happy and prospering with CompassSearch and you can, too."



Rick & Joyce Tietz
Internet Realtors

NAR says that less than 10% of all agents are happy with the yield from their websites. There are reasons this is so, and one of them is that as a realtor, you know real estate far better than you know the Internet. Why don't you take the first step toward becoming an Internet realtor by finding out why your website isn't producing for you. 84% of all residential real estate sales begin online: If your sales don't reflect that contribution, you are missing out on a great deal of money and success. Start today and maybe in seven months you will be succeeding online like Rick and Joyce Tietz!



COMPASS SEARCH

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