



The Town Hall

September 2020



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Key Kickoff and Product Launch

Save the Date.....December 3rd

- **New Product Launches**
- **Giveaways and prizes....good stuff**
- **Key Foundation and charitable matching**
- **Entertainment?**



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Town Hall Agenda

Stats

Staying Happy, licensed & lawsuit-free

Keyrealty.support - Your Google for RE

Key Foundation - our own 4H Club

The 5th H - Helping us help friends & you

Your Questions



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Stats - 2019 vs. 2020



Prices

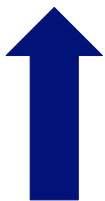
5-6%



Rates

3%

Historic Lows



Affordability

8%

Historic Lows



Forecast

**Virus?
Election?**

Who Cares - Go Win!



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Staying Happy, Licensed & Lawsuit-free

Noncompliance or misuse of trust accounts

Licensees & unlicensed activity

Not maintaining complete files

Not reporting convictions timely or at all

Improper representation in family situations



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Staying Happy, Licensed & Lawsuit-free

No written consent to contractual changes

Not disclosing material defects

Not presenting offers, or timely fashion

Allowing unsupervised, unlicensed access

Salespersons operating outside of brokerage



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Texting

[Keyrealty.support > Texting](https://keyrealty.support)

60% RE communication on devices & skyrocketing

Save, Find & Archive (\$15- \$30)

PhoneView (Apple) or CopyTrans (Windows)

No free, open source option that's "good enough"

At least Screenshot



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Knowledge Base

- The Top 10

(Keyrealty.support)



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Knowledge Base - The Top 10 (Keyrealty.support)

- [10 Opcity > keyrealty.support > Opcity](#)**
- [9 Multiple Offer Checklist – How to win](#)**
- [8 Key Realty Video Library](#)**
- [7 Key Brand Guidelines](#)**
- [6 Education – Free CE & Training](#)**



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Knowledge Base - The Top 10 (Keyrealty.support)

- [5 Dotloop Training](#)**
- [4 Multiple Offer Resource Center](#)**
- [3 Advanced Professional Education](#)**
- [2 Power of Attorney Signature](#)**
- [1 New Agent Keys](#)**



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Knowledge Base (Dennis' Personal Favorites)

[NRDS Number](#)

[Key Design Center](#)

[EIN, Tax ID, W-9, TRID/TILA, NAID Numbers](#)

[Clauses](#)

[Key Town Hall Talks](#)



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Key Foundation - The 4H Club

Key Cares (Serves)

Housing - Fair Housing Center & RPAC \$ 8,500

Homeless - Unhoused \$20,000

Heroin - The Refuge \$20,000


Help! \$50,000 - Fund Match



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 **The Refuge Ohio**
15 mins · 🌐

Tired of living in addiction and ready for a change?

The Refuge has helped thousands of men and women break free since 1999, all at absolutely no cost and with no insurance needed.

And you won't just get clean, every man and woman who completes The Refuge also has a full-time job offer waiting for them when they do.

Make this the week you start your new life free from drugs and alcohol. Call 614-991-0131 or visit TheRefugeOhio.org to fill out a 3-minute prescreen assessment to start intake.



The Refuge Beds Available

4 For Men

2 For Women

To start intake,
call 614-991-0131 or
fill out a prescreen assessment
at TheRefugeOhio.org



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The 5th H

Can we help your friends?

52% of you come from you

Does it matter? Scalability & controlling cost

Little bit of money - \$500

Keyrealty.support > Testimonials -



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Q&A



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