

Forming an Ontario Real Estate Brokers and Salespersons Mobile Real Estate Marketing and Networking Service. In one respect it is like real estate classified ads in a world newspaper but only brokers and salespeople may advertise and network with their contact information to the public. The public can advertise free, but only broker members have access to their contact information. Special information services designed for brokers and salespersons. Your feedback is appreciated.

ICIWorld.com

The Market ICIWorld Commercial and Residential Real Estate Network (Since 1994)

131 Bloor St. W., Suite 200

Toronto, Ontario M5S 1R8

Toronto 416-840-6227

Montreal 514-312-2183

Vancouver 604-628-0571

USA Florida 954-317-2327

Mobile Apps for iPhones, Androids

Mobile Website [www.iciworld.mobi](http://www.iciworld.mobi)

Subscribe to Social media all online. [www.iciworld.com/social](http://www.iciworld.com/social)

Click on Make an Appointment online at [www.iciworld.com](http://www.iciworld.com)

Click on Webinar Workshop 10 minutes before your time.

Add your listings, Haves and Wants from time to time.

Search from time to time . . . in seconds . . . industry-wide, worldwide.

Announcing new Residential Real Estate Mobile Widget (March 21, 2017)

Announcing new ability to Enter listings, Haves and Wants from your mobile device.

Bill Gates wrote a book, Business @ the speed of thought

One of the reasons the public values a real estate broker is his/her access to information.

ICIWorld has been applying this concept in real estate since 1994 before his book.

Started out of a problem I had at the TREB in a CCIM Chapter Meetings at Toronto Real Estate Board.

- Haves and Wants networking
- commercial real estate
- residential real estate
- RECO guidelines

ICIWorld started in 1994.

Successful services and business since then.

See 50 pages of sold real estate, testimonials of transactions that were done that were not started on real estate boards but were started with information, not a real estate board listing. We are not happy until we have a testimonial from you. Some have sold over 30 properties, more than one has made over one million dollars. Looking over those testimonials figure the ROI on \$319. Proof positive that every single salesperson can make money networking information as well as advertising real estate board listings.

Forming an Ontario Real Estate Brokers and Salespersons Mobile Real Estate Marketing and Networking Service. In one respect it is like real estate classified ads in a world newspaper but only brokers and salespeople may advertise and network with their contact information to the public. The public can advertise free, but only broker members have access to their contact information. Special information services designed for brokers and salespersons. Your feedback is appreciated.

It is critical for members to have your information less than 90 days old, otherwise you are on the outside . . . looking in. Search ICIWorld Apps and mobile website [www.iciworld.mobi](http://www.iciworld.mobi) and only listings, Haves and Wants less than 90 days old are displayed. It is only two clicks to update a listing, Have or Want. We recommend every 30-60 days to update your listings. It is like fishing, if you do not keep your line in the water you have no chance to catch a fish.

Most all real estate board listings start with information first, and then eventually get signed into a listing.

Many ICIWorld exclusive real estate opportunities start as pieces of information and get signed into an exclusive signed listing agreement or an MLS listing. Networking information can actually help get listings.

We started achieving success with ICIWorld mobile technology in 2016 when the number of users went to 8,000 users by Dec. of 2016. It is expected to double in 2017. This in addition to all other services.

Show front page advertising on major trade publications with a readership of 300,000+. People visit the website [iciworld.mobi](http://iciworld.mobi) or [iciworld.com](http://iciworld.com) or an ICIWorld App, see your listing, Haves and Wants, (if they are less than 90 days old) call you, you show a property, and make \$20,000. It can happen that fast!

See how fast it is to see listings on your mobile device now. Results literally within 3-7 seconds when you are set up. Simply open a browser and type in [iciworld.mobi](http://iciworld.mobi) A blue planet will appear. Click on Search Residential or Search Commercial.

Can everyone open up the Internet on their phones and devices and go to [www.iciworld.mobi](http://www.iciworld.mobi)

Add it as a shortcut. It takes no resources. This is what your phones are made for. Accessing information, networking information that can make you money. By TREB Realtor Quest you will be able to enter your Haves and Wants right from your phone. This is all cutting edge technology being developed before your very eyes.

This is the real estate industry, brokers and salespeople presenting Haves and Wants to the public.

Haves are the real estate opportunities both listings and exclusive opportunities.

Wants are what people are looking for.

Everything is dated.

Forming an Ontario Real Estate Brokers and Salespersons Mobile Real Estate Marketing and Networking Service. In one respect it is like real estate classified ads in a world newspaper but only brokers and salespeople may advertise and network with their contact information to the public. The public can advertise free, but only broker members have access to their contact information. Special information services designed for brokers and salespersons. Your feedback is appreciated.

You can choose how far back you wish to search. The default is three months. Older listings are used for networking purposes.

See the deals being done. Find testimonials and click on them. They too are triggering leads.

**What are real estate opportunities that you can think of that could make you money? Here are some to give you an idea how successful members are making money working information.**

1. Do you have any properties that are coming for sale? Use Coming For Sale ad (no address)

As long as you do not place an address you can place them. Place them as Have on ICIWorld. Put people that call on a list and when you get the property signed on a listing, call them back, and if they are still looking, let them know they can be one of the first people through the property.

2. Do you know of any FSBO's (For Sale By Owner Properties) Advertise Mississauga Home \$1.2M double garage, ground level family room, overlooking ravine lot. (no address)

- call and get verbal permission

- follow guidelines of three questions: a) will you pay me a commission if I bring you a buyer? b) will you give me a 48 hour listing agreement to show the property once I have a buyer? c) will you give me at least verbal permission to market the property but I am going to do it without the address. (If you ever get a no answer, write up a sample of the ad to show that no one will know it is their property. ie: Mississauga Restaurant \$350,000 Making Money. Mississauga, Meadowvale, home, \$1.3M double garage ground level family room, more. Place them as a Have or Want on ICIWorld.

3. Ask people, are you looking to buy or sell any real estate in the next one to five years? Make sure you have a Have Sheet and lots of Want sheets handy. Place them as Haves and/or Wants on ICIWorld.
4. Do you know of anyone else that may be wanting to sell or buy real estate in the next one to five years? Place it as a Want on ICIWorld.
5. Ask people "if you were to look now for a type of property what would it be and where?" Place it as a Want on ICIWorld.

Forming an Ontario Real Estate Brokers and Salespersons Mobile Real Estate Marketing and Networking Service. In one respect it is like real estate classified ads in a world newspaper but only brokers and salespeople may advertise and network with their contact information to the public. The public can advertise free, but only broker members have access to their contact information. Special information services designed for brokers and salespersons. Your feedback is appreciated.

6. Ask an owner of a business, "If I was to get you the right price would you like to sell?" Ask the three questions and place it on ICIWorld.
7. Ask an owner, "Once you sell what will you do next with the money. Would you want to buy another property or business? If so what type." Place it as a Want.
8. Ask a builder "Are you looking for building lots, infill land, etc." Place it as a Want on ICIWorld. Show your mobile website and how to search development land. Their mouth will water when they see all the land that is not on real estate boards. And if you can not get a signed listing to sell from them, would they give you a verbal if they say, ie: "bring me in a buyer and I will pay you a commission." You can price a certain model home on certain lots to be built and offer that for starters.
9. When someone calls you on the phone and the property you have is not suitable, do you ask them, "if I do find a property that matches the description of what you are looking for, may I call you to let you know about it and perhaps show it to you if you like?" Get their Want and place it on ICIWorld. And I would program your website as well.
10. Open houses are great! Ask people, "would you like to know by EMail, about new listings in this area? My website automatically can send them to you." Get all the people you can, programmed into your website to send them new listings that match the description of what they are looking for. They can also do it themselves if you have one two or three ipads on the kitchen table, and/or you can help do it for them.

Advantage of mobile website is they can send exclusive listings in addition to MLS listings. Also good to program MLS of course as well.

11. **Mobile Website \$16.50.** Get everyone who visits an open house to put your website on their phone as a shortcut. It takes up no resources, it is just a link unlike an app. Let them know you have three major world networks of listings on your website, two with exclusive listings are not on real estate boards, properties coming for sale. Show them your website how with one button they and their friends can search. The beautiful thing about this, is that they will have your website on their phone to search anytime!

See marketing strategy [www.iciworld.com/race](http://www.iciworld.com/race)

Get every single person in your sphere of influence to put your mobile website on their mobile device as a shortcut. That way they can search MLS Listings, Exclusive Residential and Commercial Listings from ICIWorld, exclusive residential and commercial listings from the website company with color photos and slide show displays. Without the exclusive listings, your customers and missing out. This is a competitive advantage in the marketplace.

Forming an Ontario Real Estate Brokers and Salespersons Mobile Real Estate Marketing and Networking Service. In one respect it is like real estate classified ads in a world newspaper but only brokers and salespeople may advertise and network with their contact information to the public. The public can advertise free, but only broker members have access to their contact information. Special information services designed for brokers and salespersons. Your feedback is appreciated.

However we recommend you keep all your websites because they can all generate leads. Take our monthly program How To Promote Your Website. And you can link your websites together and you can put ICIWorld Widgets on all your websites.

DO YOU KNOW HOW TO MAKE A SHORTCUT TO A WEBSITE ON ANY PHONE DEVICE? We teach that.

12. Ask people if they would like to search real estate from their phone?

Your mobile website they can do it. Show them how easy it is.

Solution: ICIWorld Membership (see special) and website hosting (\$16.50/mo.).

13. If they say they already search MLS, here is what you can and should say?

Let them know that your website has includes real estate opportunities from some real estate networks of other brokers and salespeople that specialize in posting exclusive listings that are not on real estate boards. They can search MLS on your website because we install the TREB IDX link, AND they can search exclusive listings that other brokers do not have. DEMONSTRATE THIS TO THEM. SHOW THEM.

14. **ICIWorld Widgets.** Do you already have a website? Great. Install the ICIWorld Widgets onto your website. Simply send our instructions by EMAIL to your website designer. The very next person who sees a listing, Have or Want, has to call YOU! ORDER WIDGETS FROM ICIWORLD.

Go to [www.iciworld.com](http://www.iciworld.com) click on For Members, Order Widgets. After installed make an appointment so we can ensure they are installed properly in a way that you will get leads.

We support all websites, over 20 major real estate website companies with hundreds of members each have the ICIWorld links to listings on their website triggering leads, doing deals, doing referrals.

Without them you have no chance to trigger leads from the listings from several hundred brokers adding listings daily to ICIWorld.

And it is all automatic. Listings are updated automatically and you do not have to do a thing. But tell your customers to come back to your website regularly to check for new listings that are coming in daily, by the hour, by the minute.

Forming an Ontario Real Estate Brokers and Salespersons Mobile Real Estate Marketing and Networking Service. In one respect it is like real estate classified ads in a world newspaper but only brokers and salespeople may advertise and network with their contact information to the public. The public can advertise free, but only broker members have access to their contact information. Special information services designed for brokers and salespersons. Your feedback is appreciated.

SEE SAMPLE WIDGETS: [www.iciworld.com/widgets](http://www.iciworld.com/widgets)

**NEW Residential Widget from ICIWorld.** Please note a new ICIWorld residential mobile widget has been created that all members do not have. All members should go to ICIWorld.com and click on Make An Appointment to have it installed. Makes it easier for your clients to search residential on your website from their mobile device.

NOTE RE: Widgets. If your membership in ICIWorld expires, the listings in the widgets change to clickable links. Much like MLS where people can see the address of MLS listings, drive by and see the for sale sign and call the listing broker or see the listing broker at the bottom of the MLS listing, people can click on the message numbers and see the other broker. Your own customers and clients will still call you of course and you can do business. But there is no longer a guarantee that everyone will call you. Only if you maintain your membership will the links be unclickable making it absolutely inevitable that every single person has to call you. And you should note, your listings, Haves and Wants are not in the latest 90 days of displayed listings getting a readership of 30,000 to 40,000 per month from people in 138 countries.

15. **No website? No problem.** We provide turnkey, mobile websites, with three major world networks of listings, that can send listings to your customers automatically, free for 30 days, then \$19/mo. or \$199/year which is \$16.50/mo. Complete with TREB IDX MLS Listings Residential and Commercial, ICIWorld Exclusive Listings Haves and Wants, Residential and Commercial, and the website itself with color photos and slide show displays of MLS and Exclusive listings from 100,000+ other real estate broker members who have agreed to allow their listings to be on your website. Complete turn key solutions even if you do not know how to turn a computer on or push and click a mouse. However it is much easier if you know how to turn on a computer and go to a website.

**SEE SAMPLE WEBSITES:** [www.iciworld.com/websites](http://www.iciworld.com/websites) or go to [www.iciworld.mobi](http://www.iciworld.mobi) and look for FOR BROKERS AND SALESPEOPLE, Number 3 ICIWorld Mobile Real Estate Websites The New Internet Revolution.

16. So, only two things you do on ICIWorld. Add, modify and delete listings from time to time. And Search from time to time, check for new listings daily within 3-7 seconds.
17. Once per month we provide two worldwide Webinars. Mastering the Powers of the Internet and How To Promote Your Website.

Go to [iciworld.com](http://iciworld.com) click on For Members and Register. If you can not make it, a copy of the recorded Webinar will be emailed to you after the event.

18. Feel free to contact us. 416-840-6227 or after hours weekends 416-214-4875.

Forming an Ontario Real Estate Brokers and Salespersons Mobile Real Estate Marketing and Networking Service. In one respect it is like real estate classified ads in a world newspaper but only brokers and salespeople may advertise and network with their contact information to the public. The public can advertise free, but only broker members have access to their contact information. Special information services designed for brokers and salespersons. Your feedback is appreciated.

19. All assistance provided by way of [iciworld.com](http://iciworld.com) click on Make An Appointment. 10 minutes before your time click on Webinar Workshop. Our computer will be on and waiting for you. Audio will be by regular phone or VOIP.

Gary Nusca, CCIM

[ICIWorld.com](http://ICIWorld.com)

416-214-4875

[customerservice@iciworld.com](mailto:customerservice@iciworld.com)