

Real Estate App - Free

See 30,000+ Haves & Wants

- **Android:** Play Store... Search ICIWorld - Install
- **iPhone:** App Store... Search ICIWorld - Install
- **BlackBerry/All Devices:** www.ICIWorld.mobi
Add shortcut to your home screen.
Mobile version uses no resources.

Commercial AND Residential



Google play



**3.7 Billion People on The Internet
60% Use Mobile Devices
Real Estate Haves & Wants**

ICIWorld.mobi for **all** mobile devices
Industrial, Commercial, Investment, Residential Real Estate

ICIWorld.com (Since 1994)

A Society Of Real Estate Brokers & Salespeople, networking exclusive real estate, advertising listings, on mobile devices and computers reaching people locally and 138 countries in seconds.

\$40/mo. | \$319/yr.

NO CONTRACT

For All Realtors

- **Unlimited Advertising & Networking**
- **ICIWorld Content of Listings, Haves and Wants **Trigger Leads from YOUR WEBSITE****
- **See 50+ Pages of Testimonials Online**
- **Mobile Websites with 3 Major World Networks \$16.50**
- **Install ICIWorld App for Androids & iPhones**
- **Search in Seconds FREE. Reach the World in Seconds**

ICIWorld.com Gary Nusca, CCIM 416.214.4875

131 Bloor St. W., Suite 200 Toronto, Ontario, Canada M5S 1R8

25% Off
SPECIAL 1 TIME
FIRST YEAR
Go to iciworld.com, Click on Join, Select Corporate
\$30/mo. OR \$240

Add/Modify/Delete Listings, Haves and Wants

Listings, Haves and Wants

- Go to iciworld.com
- Click on Member Login
- Log In Member Management Page
- All choices are on the left
- Add Listings, Haves/Wants
- My Listings to modify, delete
- Click Latest World to Check
- Reach the world with one click

Recommendations

- Maintain a minimum of fifteen Haves and Wants
- Modify listings every 30-60 days with two clicks
- Never let listings go longer than 90 days old. They are not displayed on mobile Apps for Androids, iPhones.
- Read once the Log In Member Management Page or you can miss doing deals.

Executive Member Training and Support

By Appointment

- Go to iciworld.com or the mobile App or iciworld.mobi
- Click on make an appointment
- 10 minutes before your time go to iciworld.com click on Webinars Workshop

One on One

- Ensures Our Pledge works for everyone
- Measure results every 90 days.
- Orientation printout online

Log In Member Management Page
Miss one item and you can miss doing deals

ICIWorld Educational YouTube Channel
<https://www.youtube.com/user/iciworldinc/videos>

Training and Support

Go to iciworld.com

Click on For Members

- #7 Training and Support
- [ICIWorld Educational YouTube Channel](#)
- Order Widgets
- Order Website
- Register Monthly Webinar Mastering Powers of the Internet & How to Work Exclusive Information
- Register Monthly Webinar How To Promote Your Website

ICIWorld Educational YouTube Channel
<https://www.youtube.com/user/iciworldinc/videos>



Mastering the Powers of the Internet

How to Work Exclusive Real Estate Information

Networking and Lead Generation

**Presented by Gary Nusca, CCIM. ICIWorld.com
A Society of Real Estate Brokers & Salespeople**

**www.iciworld.com (Since 1994)
www.worldrealestatenetwork.com**



ICIWorld is a society of real estate brokers and salespeople networking and advertising exclusive real estate information, marketing listings, on mobile devices, computers, daily with people from 138 countries.

Membership is open for all licensed real estate brokers and salespeople in the world.

40% of the world population has an internet connection today.

88.5% Canada USA

<http://www.internetlivestats.com>

iPad, iPhone, Android Apps, Other Useful Programs For Computer

- Evernote.com Keep everything in sync for all of your notes, web clips, files and images are made available on every device and computer you use.
- Keepass.info
- Dropbox.com
- Workspace Macro Pro
- Magic Jack, Skype, Whats App
- Instagram
- Search inman.com apps
- Find iPhone
- speedtest.net
- See apps in ICIWorld Resource Centre
- Snipping tool in windows
- Snag it
- 88 things google
- Your Suggestions?

Real Estate and other Apps

- Realtor.ca
- cmhc.ca/en/en_003.cfm
- floorplanner.com/magicplan
- canadianmortgageapp.com/
- haikudeck.com make slides stunning
- Arcgis – for rural a must!
- MyReco – carries credentials
- TinyScan
- Scanlife
- Calculator Pro
- Units Plus | Convert Units
- Adobe Reader
- The Weather Network
- Yellow Pages
- Social Media - Facebook Page Manager, Twitter, LinkedIn, YouTube, google+, Pinterest, Tumblr.
- All have amazing apps for free at the App Store.
- ICIWorld
- Microsoft 365 \$165/yr. 8 in a family. All office suites. Each user 1 TB. One drive.
- Hpeprint – send a doc to print

Top CCIM Commercial Apps

- [10BII Calc Financial Calculator](#) (\$5.99) – “If the iPad saves you from having to pull your laptop out, this app saves you from having to carry your 10BII calculator,” says Jonathan Epstein, CCIM, of Berger-Epstein Associates. in Allentown, Pa.
- [Dropbox](#) (free) – Debi Carter, CCIM, vice president of Hudson Peters Commercial in Dallas, uses the Dropbox app to access property fliers, video, and pictures on the go. She shares files by saving them to a public Dropbox folder and sending the links to clients and colleagues.
- [LogMeIn Ignition](#) (\$29.99) – Remotely access work files and programs via an iPad with LogMeIn. Users can also remotely log in to their desktop to view Flash Websites, which the iPad doesn’t support. The GoToMyPC and Remoter apps offer similar features.
- [TheAnalyst](#) (\$9.99) – Developed by Blyncc, a tech company co-founded by Todd Kuhlmann, CCIM, this app includes lease vs. own analysis and investment analysis tools, financial calculators, and an environmental risk summary report generator.
- [Springpad](#) (free) – This app organizes notes, images, and places that users want to remember and syncs them on an iPad, iPhone, or computer. Springpad also can retrieve product information from a barcode scan and includes location-based features like business searches.
- [Air Sharing HD](#) (\$9.99) – The iPad has built-in support for printing to any of HP’s 28 AirPrint printers. Printing to a non-AirPrint printer is possible with Air Sharing HD. It has to be networked with a Mac OS X or Linux computer – it’s not compatible with Windows. [PrintCentral for iPad](#) (\$8.99) is an alternative to Air Sharing HD
- [Google Earth](#) (free) – Commercial real estate pros can use Google Earth to show clients aerial property images. Geo-located Wikipedia articles and user-submitted photos provide additional location information.
- [GoodReader](#) (\$4.99) – “GoodReader is an excellent app for storing and opening almost any file,” says Joseph W. Edge, CCIM, president of Sherman & Hemstreet Real Estate in Augusta, Ga. The app works with Microsoft Office, iWork, audio, and video files. It also can be used to view and annotate PDF files. [Office² HD](#) (\$7.99) and [Documents To Go Premium](#) (\$16.99) have similar features, and [iAnnotate PDF](#) (\$9.99) and [SignMyPad](#) (\$3.99) include a set of PDF tools.
- [Penultimate](#) (\$1.99) – With “photorealistic” paper designs and a selection of ink colors, Penultimate positions itself as the stylish alternative to other note taking apps. Notes and sketches are organized into notebooks and can be shared as PDFs. For free alternatives, try [Evernote](#) or [Springpad](#).
- [CamCard](#) (\$6.99) – Networking pays dividends in commercial real estate, and the business card is the currency of in-person networking. CamCard digitizes and organizes those cards and also has features for adding supplemental information. Contact information can be exported to Excel, which makes it easy to import new contacts to Outlook and other e-mail programs.
- - See more at: <http://www.ccim.com/cire-magazine/articles/10-tablet-apps-commercial-real-estate>



Gary Nusca, CCIM, AMP



- Real estate broker since 1974 Enabling Real Estate Professionals to harness the power of the internet since 1994.
- Internet Business Coach and Mentor
- Speaker at real estate boards and offices
- Founder and President:

The Market ICIWorld Commercial & Residential Real Estate Network



Instructor Lineup

- Judy Kazimer, CCIM
- Connie Allen, CCIM, CIPS
- Aziz Kanjee, CIPS
- Michael Avey, CIPS
- Alan Lake, C21 International Investment
- Zan Molko, ABR, ASP, ASA, Real Estate Broker
- Invitation to industry professionals in North America to present this ICIWorld education and service please do call us. It is basically a 2 hour presentation from time to time to Realtors in your geographic area.

REAL ESTATE

- Highest return on investment of ANY industry on the internet
- One lead = \$1000s in commissions
- Business in Ontario...
and around the World



Executive Member Testimonials

See on your mobile device iciworld.mobi

- Licensed Real Estate Brokers and Salespeople
- Global Broker Network
- See Testimonials iciworld.com/testimonials



Cutting Edge Technology

Highlights 2014 Profile of Home Buyers and Sellers (NAR)

- <http://www.realtor.org/reports/highlights-from-the-2014-profile-of-home-buyers-and-sellers>
- <http://www.realtor.org/presentations/presentation-2014-profile-of-home-buyers-and-sellers>
- 33% buyers were 1st time
- **92% use the Internet**
- 98% viewed real estate agents as useful
- **50% used mobile website**
- 10 weeks 10 homes
- 70% chose 1st agent
- **9% sold without agent**
- 40% knew the buyer

Search ICIWorld.com

Commercial and Residential

- 30,000+ Haves and Wants
- 75% EXCLUSIVE listings NOT on MLS
- Commercial + Residential
- Properties coming for Sale*
- FSBOs*
- Assignments*
- ... and more!

***Postings**



How we help you

2 Databases:

(a) Member database

(b) Public FSBO database*



FOR SALE
BY
OWNER
CANADA

*The public may add “haves” ... “I **have** a property to sell” ...

...and “wants” ... “I **want** to buy”

How we help you

2 Data Streams...

(a) Commercial (ICI) listings

(b) Residential listings*

* includes condos,
cottages, vacation
properties, etc.



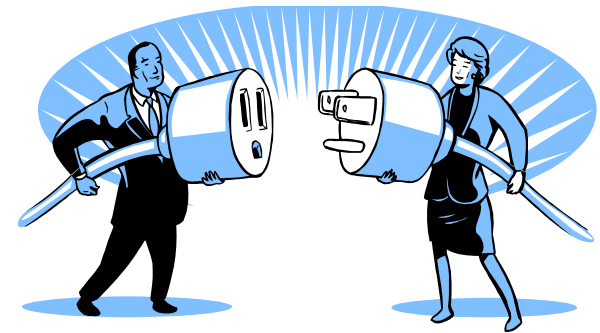
The Power of ICIWorld.com for Commercial and Residential Real Estate

- 40,000+/- monthly readership 138 countries.
- The public calls you directly on your ads.
- 20,000 subscribers receive Haves and Wants Daily by Email. Free to subscribe.
- 1,500 brokers display Haves and Wants on their website. Lead Generation.

The Power of ICIWorld.com for Commercial and Residential Real Estate

- 18,000+ pages display links to listings
- 2,000,000+/- hits monthly
- 138+ countries
- Super-fast Server
- Tens of thousands now

accessing listings, Haves and Wants through
mobile website iciworld.mobi and ICIWorld
Apps.





The Mississauga Real Estate Board

Live Search...

Member Login |



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MREB's Annual Election Meeting and Home & Trade Show

Monday, 01 September 2014 00:00





USE A REALTOR® CHOOSE A BREB MEMBER



MEMBER LOGIN



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 REAL ESTATE NETWORK

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'Real Estate Outlook'



BREB TV

PLAYLIST 1 / 10 Gerry & Ba...



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DMS Marketing Inc.- More Than A Newsletter



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Join over 8,000 real estate professionals for REALTOR® QUEST, Canada's largest REALTOR® Trade Show. The event will attract up to 250 exhibitors and thousands of REALTORS® allowing you to maximize your face to face sales. The event will occupy over 280,000 square feet of space at the beautiful and newly expanded Toronto Convention Centre near Pearson International Airport, major hotels, a multitude of restaurants and features free parking. The excitement and attractions of downtown Toronto are just a short drive away.



One of largest REALTOR shows in the world
The ICIWorld booth is one of the busiest. We make a statement you could have a \$30,000 website and it is not as powerful as the one from ICIWorld for \$16.50/mo. Let us show you . . . and then . . . you be the judge. And the ICIWorld widgets that go on every real estate salespersons site!

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Bill Bradley
 Sales Representative
416.258.6866
 exitwithbill@gmail.com



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Eugenie Dignum
 Sales Representative - Broker

Stephen Dignum
 Sales Representative - Broker

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 Prime opportunity to develop for Estate Lots in prestigious Niagara Community in Colborne. Services available at the lot line... Call and show subject to existing development. Easy access to Hwy 8 and Hwy 26, great for commuting to Toronto 405/404/416. \$1,499,000.

32 ACRES FOR ESTATE LOTS!
 Prime corner location. Two buildings of approx. 1100 sq. ft. Located on a well established potential. Great row to be ready for new work or development in prime location. Close proximity to Hwy 404 and Babine Water and Development and near highway corridor. Bonus includes storage, includes House & Barn. City water connected, gas and sewer available. Approx. C.R. 100 acres in Ontonagon.

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400+ BUYERS
30,000+ Haves & Wants of

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95% INFORMATION AT YOUR FINGER TIPS!

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STW AVAILABLE! NEW NET LEASE ON HIGHWAY - UNITS 4 926/1767 (15,243 sf - 3P' Clear) - UNIT 18 126/265 (7' - 4' Office, 50' Clear) - UNITS 6 926/1922 (15,192 sf - 3P' Clear) - UNIT 18 124,815 (7' - 4' Office, 50' Clear) - UNITS 8 926/1922 (18,177 sf - 3P' Clear)
 For more details @ visit: www.BaslinManagement.com

GORGEOUS RETIREMENT HOME
 Levelly 41 unit Home with full attendance and showing approx. 10.0% CAP return on your money. Buyers Only Please. Call Bill Bradley.



\$3,400,000

1251 WHITE LANE, OAKVILLE
 Approx 5000 sq ft 2 storey brick home with double garage plus wheel chair accessible on a large ravine lot with swimming pool, hot tub, cabana, large patio for summer enjoyment. The home has a large living room, dining room, kitchen, family room, 2 pc bath and office on the main floor. The 2nd level has 5 bedrooms and 5 bathrooms. The lower level has a home theatre, 2 bedrooms, and games room. This home has everything you want and is in move-in condition. Call Bill Bradley.



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Strip plaza available in the Province of Ontario, from \$1,000,000 to \$15,000,000. Call Bill Bradley if you are interested in buying one or two (BUYERS ONLY)

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- Over 100 stores and sections daily in 3 years

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- Training & located in a busy area (Markham/VA)
- Training will be provided with office for call to day
- 2013 Revenue - \$75,000
- Recognized Brand on the South Coast
- 60 systems/software for sale
- 2.5 year old of tools for sale for \$10,000

Call Joel at 778-840-1588

ICIWorld on the street. One visit from one person, if they see your ad, bingo you have a chance to do some business.



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35,000+ LISTINGS - 75% EXCLUSIVE

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www.iciworld.mobi

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TOLL FREE: 1-877-375-1721

About 573,000,000 results (0.42 seconds)

ICX.ca -Welcome

www.icx.ca/

A listing and search site operated by Canadian **Real Estate** Association, featuring **commercial** and business properties for sale across the country. Includes a ...

Property Search - Map - Commercial REALTOR ... - Mobile

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commercial, office space in Hamilton - Kijiji

www.kijiji.ca > Ontario > Hamilton > real estate

Is your business outgrowing its space? Find **commercial** rentals and office space in Hamilton for rent on Kijiji, free **real estate** listings & more.

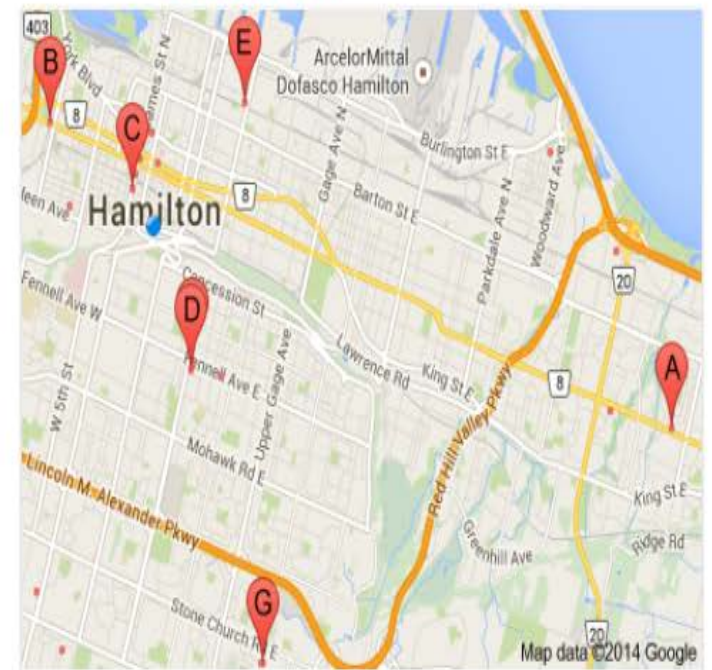
The Market ICIWorld Commercial and Residential Real ...

www.iceworld.com/

Offering listings for industrial, **commercial** and investment **real estate**.

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On first page out of 573,000,000
When someone visits site within a 60
seconds they can be clicking on **YOUR**
LISTING!!!



Map for commercial real estate

How to work real estate Have and
Want **exclusive information that
generate leads** just like real estate
board listings do.

This provides extra opportunities for
you to make money that you do not
have now.

How to work

\$\$\$“*exclusive information*” \$\$\$

- Inventory on the Internet
- Too costly to advertise in a newspaper
- No control – there is a way!
- See Testimonials
- Commercial Real Estate
- Residential Real Estate
- Follow RECO guidelines

Business @ the Speed of Thought



[Link](#)

Opportunities to Build Your Inventory on the Internet – 7 billion people!

- FSBOs
- Open listings
- Exclusive (non-MLS) listings
- Builders
- Expired
- Coming for sale
- Want to sell quietly



ICIWorld has the platform proven over 20 years

Can you master 3 simple questions



1. Will you pay me a commission **if I bring a buyer?** Then negotiate the commission.
2. Will you give me a 48 hr. exclusive listing to show the property **once I have a buyer?**
3. May I advertise your property. I am going to do it ***without disclosing the address.***

RECO

...A registrant shall not include anything in an advertisement that could reasonably be used to **identify** specific real estate unless the owner of the real estate has ***consented in writing.***



When someone calls you

- When someone calls you they will ask for the address.
- You make a statement “**in this particular case we have to put an agreement in place first,** but if it is okay with you I can show it to you on Sat, come to my office and I will make arrangements for you to see it.”
- On Fri. you go get a 48 hr exclusive listing agreement to show it.

Coming For Sale

- When someone calls you they will ask for the address.
- You make a statement “**in this particular case we have to put an agreement in place first,** but if it is okay with I will put you on a list. When I get the agreement signed, I will call you back and if you are still looking, you can be one of the first people through the property. How does that sound?”

Advertise Information

"Mississauga Restaurant \$350K, Making money"

"Toronto Triplex, \$750,000 Positive cash flow,
great tenants."

"Oakville 4 BR 2 Storey, \$1M, under market, not
on MLS"

Most owners will give you permission to
advertise in this way... as long as the
address/location of the property ***cannot be
gleaned from the ad.***

More Examples

Lindsay Esso Gas Station

Brantford \$30M shopping centre

Peterborough Retail Plaza \$500K

3

Real estate widgets that you can add to YOUR website of listings and exclusive information that make it **absolutely inevitable for you to generate leads** from YOUR website.

One lead can make one a lot of money.

How We Help You

Option #1.

Widgets... active links that go on your existing website

Display listing data... multiple and exclusive... and ***property information...*** on ***your*** site... drive leads directly to YOU

Demo



We Support All



- Webtech Design
- Web4Realty
- Real Web Solutions
- Incom
- EziAgent
- MCS Interactive
- more

Websites in
the World with
ICIWorld Widgets



4

Why to consider having more than one website and link them together for lead generation.

Understanding what it takes and how to ensure you get leads every 90 days and **what to do about it if you do not.**

How To Promote Your Website

- What good is a website without traffic
- Monthly Live Webinar
- Forty different ways
- Recorded Video – See Blog on ICIWorld
- This is where time should be spent marketing
- It is not just meta tags and key words.
- **Website must be setup first to have links that generate leads.**



Know Our Pledge



- As a member of ICIWorld, if you go more than 90 days without doing business, or at the very least, without developing a new business relationship with someone you feel will lead to doing business, by using the tools we supply to you, call us... and let us train you how to do it!



What Do I Do Now?

Special Seminar Offer:

To save 25% (Regular \$319)

Attach business card to application form and
give credit card information

Make an appointment

Congratulations... Welcome to

ICIWorld Commercial and Residential Real
Estate World Network



Can I do it On Line Now?

Special Seminar Offer:

To save 25% (Regular \$319)

Go to www.iciworld.com, click on Join

Look for Corporate

Look for Login to Make An Appointment

Congratulations... Welcome to

ICIWorld Commercial and Residential Real
Estate World Network

Survey – Feedback 1 minute

- We appreciate your feedback
- Helps us to improve our existing tools and develop more programs that will benefit you.



- **One Click Let Your Information Work 24/7** Reach a world market, 40,000+/- people, 138 countries. 20,000+/- emails public subscribers daily for all your listings, Haves/Wants, 1,500+ other broker websites, 18,000 pages on the Internet, more.
- **Search In Seconds** on ICIWorld Apps for iPhones, Androids, iciworld.mobi and more.
- **Network Exclusive Information** Trigger leads, calls, just like real estate board listings.
- **Widgets Listings - Content for Your Website.** Absolutely inevitable to trigger leads!



Mastering the Power of the Internet

Presented by ICI/ResidentialWorld

Merci

Gracias

Grazie

THANK
YOU

Bedankt

Thanks for your participation!