

**S2L**

Speed 2 Lead



# RISE

Sales is a Career.



Founder & CEO

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# Speed 2 Lead

What is the Program???

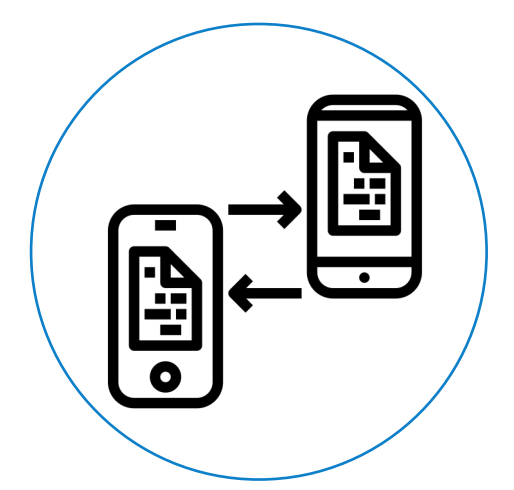
The RISE S2L Program is designed for an EXCLUSIVE/LIMITED Group of agents.

S2L is a VIP, Online Lead Conversion Program with Realtor.com, and ALL online Leads.

They will be coached every 2 weeks for 30 minutes on the “Best In Class” practices to ensure conversion on Realtor.com leads, and online leads overall.

# Five Pillars of Success

How to Succeed in the S2L Program



## Speed

Answer HOT connects  
In under 10 Seconds.



## Notes

Place notes in the  
Realtor.com APP  
after each interaction.



## Communication

Multiple communication  
paths are required.



## Settings

Ensure your Realtor.com  
settings are updated  
and Optimized



## Information

Ensure all information  
is housed in  
the Realtor.com  
application.

# Expectations

What can you Expect from S2L?

## Price



**230K**

The Avg Sales Price in Vegas is 290K, the average Lead from Realtor.com is 230K.

## The System



The Realtor.com Data Science system, “Tests” new Agents on the program, so not every lead is perfect, the system is trying to ascertain who, as an agent is someone who will follow up quickly, over communicate and be a long term Realtor partner in the program

## Leads



Much like having an REO account, you can’t just take the “Good Leads”, you have to show you are able to handle all leads in order to get more “at bats” than the rest of the network.

## Guarantee



**8-15**

Each Agent will receive a lead volume of between 8-15 Hot Connects per month.