



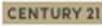
**WE ARE  
RE/MAX 8**

# OUR BRAND



Come see how RE/MAX 8 Agents sell twice as many homes as other agents in Virginia!

## RE/MAX vs. THE INDUSTRY

NATIONAL, FULL-SERVICE BROKERAGE BRANDS						
	TRANSACTION SIDES PER AGENT (LARGE BROKERAGES ONLY) <sup>1</sup>	U.S. TRANSACTION SIDES <sup>2</sup>	BRAND AWARENESS (UNAIDED) <sup>3</sup>	COUNTRIES & TERRITORIES	OFFICES WORLDWIDE	AGENTS WORLDWIDE
<b>RE/MAX</b>	<b>16.3</b>	<b>1,004,000</b>	<b>30.2%</b>	<b>110+</b>	<b>8,229</b>	<b>124,280</b>
	10.3	Not Released	0.4%	11	500	8,000
	8.6	128,416	1.3%	36	2,300	40,300
	8.0	709,117	15%	44	3,200	94,200
	7.9	Not Released	4.5%	3	1,450	50,000
	7.6	393,184	21.0%	80	9,600	127,500
	6.8	76,844	0.8%	4	360	12,100
	6.5	1,095,874	8.0%	37	1,000	180,000
	6.5	123,113	2.1%	72	1,000	22,600
	4.7	74,678	0.1%	2	53	15,570
	4.6	51,000	0.3%	2	160	11,000
	4.2	34,644	0.1%	1	238	8,155
	3.9	56,000	0.1%	1	168	16,000

©2019 RE/MAX LLC. Each office independently owned and operated. Data is full-year or as of year-end 2018, as applicable. Except as noted, Coldwell Banker, Century 21, ERA, Sotheby's, and Better Homes and Gardens data is as reported by Realty Corporation on SEC 10-K Annual Report for 2018; all other competitor data is from company websites and industry reports. <sup>1</sup>Transaction sides per agent for all but Realty ONE Group are calculated by RE/MAX based on 2019 REAL trends 500 data, citing 2018 transaction sides for the 1,757 largest participating U.S. brokerages. Coldwell Banker includes NRI. Berkshire does not include HomeServices of America. Transaction sides per agent for Realty ONE Group calculated using company's data included in above chart. <sup>2</sup>Compass and eXp Realty does not include HomeServices of America. Transaction sides include commercial transactions; totals for all other brands include commercial transactions. <sup>3</sup>MAR Strategy Group study of unaided awareness among buyers, sellers, and those planning to buy or sell, asked, when they think of real estate brands, which ones come to mind?



"I want you to come to RE/MAX 8 because it has the environment, the education, training, and the staff to support you in every step of your journey to become the best high producing agent."

-Patty Mostaghimi

# BUSINESS DEVELOPMENT

RE/MAX 8 Empowers **YOU** by providing the foundation for your real estate success.

## ACCOUNTABILITY

One on One accountability with the sales manager Carol Lidgard

## RE/MAX R4

Worldwide training and networking event with 6,000+ attendees from 60+ countries/territories

## ON-SITE CLASSES

Professional training brought to you

## BUFFINI

Take the next step on the Pathway to Mastery. Get quality leads, make more money & find more time

## RE/MAX 8 MASTERY

Expand your knowledge and tools to master the business & maximize your potential

## TAKE FLIGHT

Comprehensive new agent training and courses

## RE/MAX MOMENTUM

A proactive approach in developing your business

## CLIENT APPRECIATION

Social events hosted by RE/MAX 8 to show appreciation to all our current & past clients

## IN HOUSE EVENTS

Guest Speakers and informational events in our own office

## LEGAL UPDATES

Weekly informational videos from Virginia Realtors providing legal information pertaining to the industry

## GOT A MINUTE

Videos with answers to your real estate questions provided by Amy! Sent out weekly.

## NRV HOMEBUILDERS EVENTS

Connect with your community at events including Touch a Truck, NRV Home Expo, etc.

## MONTGOMERY COUNTY CHAMBER OF COMMERCE

As a member of the Chamber you will be noticed as an active member of your community, receive increased exposure, have access to training opportunities, and build your business network!



"The expertise and knowledge that I've gotten from RE/MAX 8 and Amy as our principal broker - I don't think you can necessarily find that expertise and willingness to help everyone out."

-Cody James



# LATEST TECHNOLOGY

RE/MAX 8 remains on the cutting edge of technology in the real estate profession, providing our agents with many tools and systems to increase their productivity and consumer experience.

## MAX CENTER

A powerful foundation that will support a complete ecosystem of the tools you need to power your business

## LIST HUB

Listing Management system that syndicates your listings to over 150+ relevant websites

## OPCITY

Lead generation application. Referral fees only apply if you close a deal.

## TRANSACTION DESK

Paperless technology for all your real estate transactions

## AUTHENTISIGN

Electronically prepare, send, and sign your documents with security and ease.

Adwerx is the digital version of a postcard or a newspaper ad. Adwerx helps you create awareness marketing to build your brand and make you more recognizable

## ADWERX

Video application to help you connect & build relationships on email, text, or social media

## BOMBBOMB

Analysis of your client database to keep you in touch with the people who need to hear from you now

## FIRST I.O

This first-of-its-kind tool enables you to create customizable commercials for every listing you have

## CUSTOM COMMERCIALS



"Truly the culture is sharing, giving, & no-one is concerned with you taking their business. This is a place where you can come and there is no ceiling to the income that you can possibly make."

-Scott Bunn

# THE BOOJ PLATFORM



Integrated Transaction Management

Deal Pipeline

Action Plans

Mobile CRM

Websites

CRM

Lead Generation

Marketing

Website Editor

Lead & Sphere Scoring

Home Valuation (AVM)

Automated Social Posting

Reporting & Analytics

- The One Platform that can connect you to the next level of growth and success.
- A powerful foundation that will support a complete ecosystem of the tools you need to power your business!

# OUR ENVIRONMENT

Energize yourself with the industries best! At RE/MAX 8 we learn, work, and celebrate together!



"Between the agents & staff, I know as a newer agent I've come to find that truly everyone here is supportive of each other & everyone here is very open should you have any questions!"

-Ted Alt



# KICKSTART YOUR BUSINESS

RE/MAX 8 wil provide you with a welcome packet!



PERSONAL WEBSITE



CRM



SOCIAL MEDIA



NAME TAGS



WELCOME ANNOUNCEMENT



ROANOKE TIMES AD



PROFESSIONAL FOLDERS



YOUR FIRST RE/MAX 8 SIGN



NOTECARDS



PROFESSIONAL EMAIL SIGNATURE



BUSINESS CARDS



# OUR AFFILIATES

RE/MAX 8 affiliates provide the services to help you, and your business, succeed!



Our job at Brooks Title is to cover every detail to ensure that your settlement process is as smooth and exciting as possible for you. Our staff is well versed in all aspects of the title and settlement process. We are eager to serve you and welcome you into your new home.



Questions often arise while shopping for a home, during contract negotiations, and all the way through closing. We're here to lead, coordinate, advise, and answer all your questions so you can confidently cruise to closing.



Northpoint Insurance Advisors strives to provide our clients with excellent service with excellent coverages with excellent prices. We provide insurance for your personal and business needs including homeowners insurance, auto/car insurance, business/commercial insurance, and life and disability insurance.

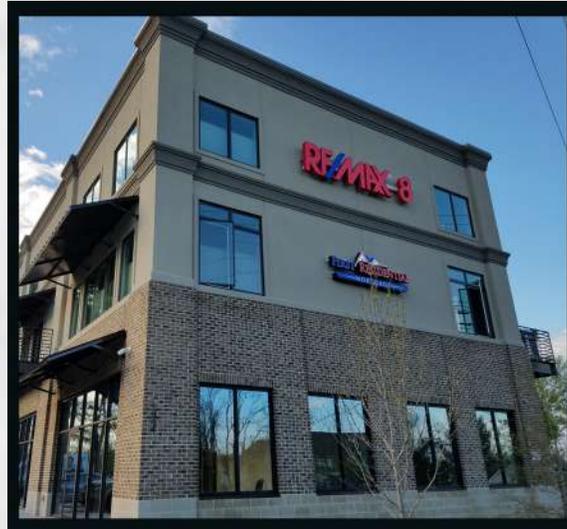


We believe communication is essential when it comes to managing your property, providing a high quality experience. We look out for the best interests of our owners and tenants while striving to exceed all expectations.



At Astrid Environmental Services, we decided it was important for us to be able to provide comprehensive mold remediation and commercial cleaning solutions when home and business owners had projects that required professional help.

# OUR LOCATION



**BLACKSBURG**  
1344 North Main Street  
540.552.8855

## INTERESTED IN BUILDING YOUR OWN TEAM?



**BLACKSBURG**  
**THE SCOTT BUNN DIVISION**  
2401 S. Main St.  
540.818.5383



**BLACKSBURG**  
**THE SOLD TEAM**  
801 University City Blvd. #16  
540.739.3153



**RADFORD**  
**THE CHRIS COOK TEAM**  
7351 Peppers Ferry Blvd.  
540.239.6690

# CHILDREN'S MIRACLE NETWORK

RE/MAX 8 is a Children's Miracle Network Office. That means that a part of every commission check is donated to the local Children's Miracle Network Hospitals!

The money stays local - going to Radford or Roanoke Children's Carilion Hospitals.

As of April 2020, we have given over

**\$92,000**

in donations!

Give kids like Olivia every chance to live better.

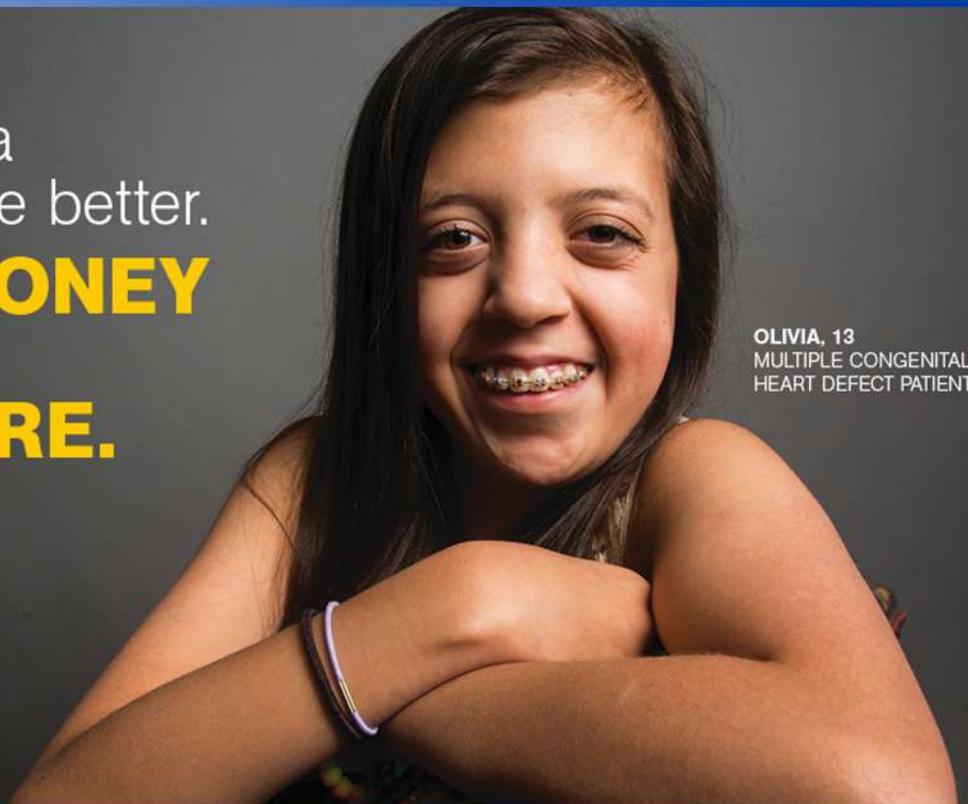
**PUT YOUR MONEY  
WHERE THE  
MIRACLES ARE.**

OLIVIA, 13  
MULTIPLE CONGENITAL  
HEART DEFECT PATIENT

RE/MAX



Children's  
Miracle Network  
Hospitals





RE/MAX 8

FIRST RESIDENTIAL  
MORTGAGE