

60 Web Sites for Great Sales Meeting Information and Ideas

Web Address	Name	Tip
www.realtor.org	National Association of REALTORS®	Use the “Field Guides” section for lot’s of information
www.epa.gov	Environmental Protection Agency	Great source for information on Lead-Based Paint, Radon, Asbestos, etc.
www.census.gov	Census Bureau	Drill down to your state and county specific information. Excellent reference for local statistics and information.
www.federalreserve.gov	Federal Reserve System	Click on “Consumer Information” for lots of ideas for sales meetings to deliver to your sales agents.
www.hud.gov	Housing and Urban Development	Broker link offers a wealth of information for sales meetings, although the entire site is filled with useful information.
www.maximumimpact.com	John C. Maxwell	Excellent management and leadership resources.
www.realtytimes.com	Realty Times	Short, one page articles on timely real estate topics that are good to use for weekly meetings.
www.summary.com	Executive Book Summaries	Short on time to read management and leadership books? This company provides CD recordings with top business books reviewed in a nut-shell.
www.gostarpower.com	Star Power Systems	Subscribe to the “free” Script of the Day. Great tool to include with your weekly sales meeting agenda.
www.presentationpro.com	Presentation Pro	Upload Power Point slide shows to distribute to your sales agents online for viewing later.
www.indigorose.com	Auto-Play CD-ROM	Excellent tool to create your own CD-ROM’s for distributing information to your sales agents.
www.desktopauthor.com	Desk Top Author	Create your own e-Books for your agents. Ideal for building an archive of past sales meeting information and agendas for distribution to new or part-time agents.
www.missouri.gov	Use Your State in Web Address	Be sure and check your state’s web page for related real estate information. Many states publish their rules, regulations and state statues for viewing and downloading.
www.isucceed.com	Isucceed	Good site to hear top agents and brokers share their success stories.
<i>More sites on next page...</i>		



www.about.com	About Inc.	Need to know more “about” a particular topic? Check out this site.
www.web100.com	Web 100	This site tracks the top 100 web sites found on the WWW.
www.grove.com	The Grove Consultants	Visual templates to energize sales meetings.
www.raindance.com	Rain Dance Web Based Meetings	Ideal site to hold sales meetings online. Good for after hours training where new agents and others can participate from their own home. (Costly)
www.crb.com	Certified Residential Brokerage Council	Great site for brokerage ideas and information. (Members only for many items on this site).
www.rebac.org	Real Estate Buyers Agent Council	Great site for sales professional ideas and development. (Members only for many items on this site).
www.wilsonweb.com	Web Marketing Today®	Articles and information on web marketing.
www.eagleinstitute.com	Dr. Tom Hill’s Web Site	Lot’s of inspiring and motivational stories and information.
www.subscribermail.com	Subscriber Mail Service	Stay in touch with your sales agents by weekly e-newsletters.
www.bcentral.com	Microsoft®	Less expensive source for sending weekly e-newsletters to your agents.
www.chickensoup.com	Chicken Soup for the soul	Subscribe for the daily e-mail for motivational and uplifting stories.
www.nolo.com	Nolo	Lot’s of legal information for reference at sales meetings.
www.briantracy.com	Brian Tracy Seminars	Click on the “free” personality tests.
www.dnaofsuccess.com	Jack M. Zufelt	Free newsletter and ideas for goal setting and positive thinking.
www.inman.com	Inman News	Source for real estate news and business articles.
www.businesswire.com	Business Wire	Source for real estate news and business articles.
www.businessweek.com	Business Week Magazine	Source for real estate news and business articles.
www.inc.com	Inc. Magazine	Source for real estate news and business articles.
www.realtormag.com	National Association of REALTORS®	Source for real estate news and professional development articles, along with a wealth of information for use during weekly meetings.
www.margi.com	Margi Corporation	Deliver meetings via your PDA. This company offers a wide variety of accessories to use for mobile presentations.

More sites on next page...



www.EasySalesMeetings.com -

Order our CD-ROM – With 25 GREAT Sales Meetings to help you save time and look professional...

www.presentaitons.com	Presentations	Good ideas for improving your presentations skills.
www.indezine.com	Indezine	Presentations Magazine articles. Click on the “links” button for lots of good Power Point web sites.
www.crystalgraphics.com	Crystal Graphics	Good site for Power Point Add On’s. (Quotation Software)
www.techsmith.com	Tech Smith	Check out the software called “snag it.”
www.viewlet.com	Viewlet	Excellent software to show agents how to use software and online MLS® and contract systems. Upload to web or copy to a CD for agents to use after hours.
www.thoughtpath.com	Jeff Mauzy	Good software for problem-solving and to use with your sales agents to brainstorm ideas.
www.writersedge.com	Idea Fisher	Good software for problem-solving and to use with your sales agents to brainstorm ideas.
www.ideafisher.com	Idea Fisher	Good software for problem-solving and to use with your sales agents to brainstorm ideas.
www.mindtools.com	Mind Tools	Great site for resources to help your associates in finding ways to relive stress.
www.globfx.com	Glob FX	Software to create eye catching charts and graphs for use in your sales meetings.
www.digitaljuice.com	Digital Juice Software	Software to add eye catching photos, animation, video or sound to your Power Point slide shows.
www.hobbsherder.com	Hobbs Herder Marketing Group	Good resources for marketing ideas.
www.ftpplanet.com	IP Switch	Learn to send resources by file transfer protocol to your company web site.
www.intranets.com	Intranets	Store and share files and sales meetings online with your agents by setting up a company intranet.
www.reea.org	Real Estate Educators Association	Check out the “links” section of this site for many good real estate web site resources!
www.bankrate.com	Bank Rate	Look up the current interest rates to include on your weekly meeting agenda. Demo the calculators at one of your meetings for agents to show to their clients in pre-paying their mortgage off early.
www.evite.com	Evite	Great place to invite guests to a meeting and to receive RSVP’s.
www.plaxo.com	Plaxo	Auto contact update for Microsoft® Outlook



60 Sales Tips To Help Energize Your Sales Meetings – John Mayfield, ABR®, ABRM, CRB, e-PRO®, GRI

www.olympus.com	Olympus Electronics	Purchase a good digital recorder for your meetings
http://recenter.tamu.edu/soft/	Texas A & M	Listing of Real Estate Software
http://www.z-law.com/		Recruiting Letters for Brokers
http://www.gurunet.net/	Guru Network	Transaction Management
www.Lucero.com	Lucero	Office Management Solutions
www.podbus.com	Podbus	Excellent place to host your podcasts
www.plp.com	PLP	Control your printing costs
www.floorschedule.com	CRS	Manage and implement your floor scheduling
www.showingtime.com	Showing Time	Track and evaluate incoming call leads and conversions by your agents.
www.discprofile.com	Disc Profile	Personality Tests you can administer



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