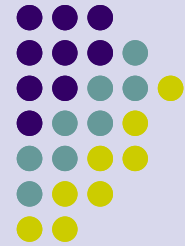


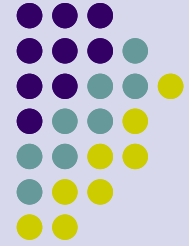
Integrating and Implementing Unified Communications and Messaging Into Your Real Estate Business With TeleCenter Real Estate Pro



Presented by
Ernest O'Dell

QuestarTeleCommunications.com

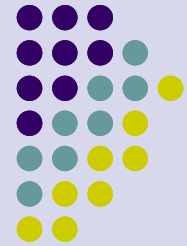
What Do You See Here?



You see a beautiful house sitting on a knoll. But you don't see any signs.

Why? Because it sold. Someone now lives there.





What Do You See Here?



Home Realty

Realtor Mary

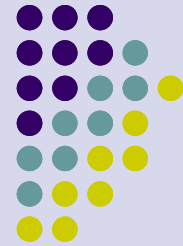
Office: 732-555-1111
Mobile: 732-555-2222
Pager: 732-555-3333
Voice Mail: 732-555-4444
Fax: 732-555-6666
Email: mary@homerealty.com
www.homerealty.com

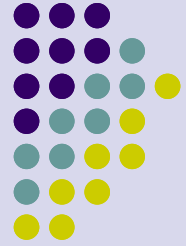


Office: 732-555-1111
Mobile: 732-555-2222
Pager: 732-555-3333
Voice Mail: 732-555-4444
Fax: 732-555-6666
Email: mary@homerealty.com
www.homerealty.com

You see a “very busy” business card with a LOT of information on it.

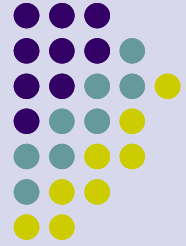
Which number to you call?





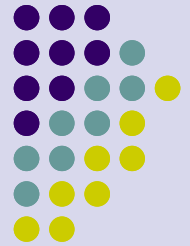
Make it easy for your clients and prospects to call you with one number.





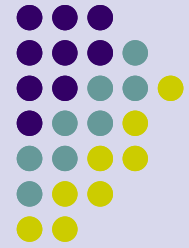
How Do You Eat a Whale?

**That's a pretty big task.
Do you want to eat all of it?
Or, just a little bit?
How do you get started?**



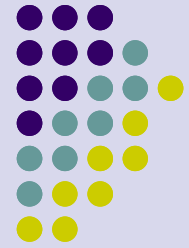
One bite at a time.

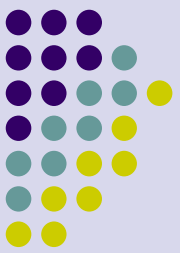
How Do You Make a Million Dollars a Year In Your Real Estate Business?



It's like eating the whale...

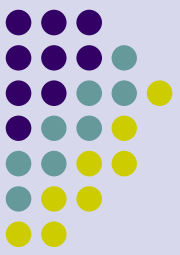
One sale at a time.





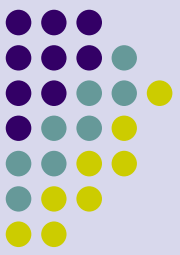
Introduction

- TeleCenter Real Estate Pro is a Toll-Free Real Estate hotline and lead capture system utilized by top producing real estate agents and brokers in the United States and around the world.
- Many real estate groups have used Toll-Free Info lines to provide 24/7 information to prospects for years now.
- Developed in 1992 by COA Network, TeleCenter has a proven track record of providing dependable Unified Communication services for realtors and brokers.
- Your presenter, Ernest O'Dell, has been consulting in Unified Communications and TeleCommunications since 1979.



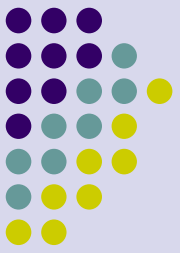
Introduction, cont'd

- In an effort to stay competitive in the Real Estate Market, top producing Real Estate Professionals have turned to Unified Communications and Messaging to find the latest technologies and tools to provide them with the competitive edge they need!
- TeleCenter Real Estate Pro is a Presentation Hotline, Voicemail System, Answering Service, Auto-Attendant and a Fax Line all in one. TeleCenter Real Estate Pro provides the competitive edge you need by providing you with:
 - One phone number to connect you and your clients no matter where you are
 - The ability to present your listing details to clients 24/7
 - To capture buyer and seller leads without violating Do Not Call list requirements
- More importantly, TeleCenter automates the Pre-Qualification process for you so that you don't spend your time on non-qualified “lookers.”



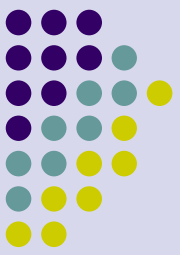
Benefits and Features

- Since you will probably be more concerned with how TeleCenter Real Estate Pro can benefit you, this presentation will briefly outline the Features and how to implement them into your business model.
- “Bells and whistles” are nice, but how do they translate to making your life easier? And how will they help you make more money?



Benefit # 1: Price

- Since most people like to “cut to the chase” and talk price points, like, “How much is it going to cost?” ...
 - 1.) It won't cost you an “arm and a leg,”
 - 2.) It's cheaper than hiring someone,
 - 3.) You can probably write it off on your expenses (*check with your CPA or tax professional*).
 - 4.) And last, but not least, you can get TeleCenter Real Estate Pro for free.

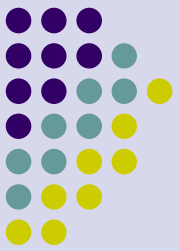


Benefit # 2: Free? Yeah, right!

- TeleCenter Real Estate Pro has a program for their subscribers which pays you.
 - Refer 3 other clients or colleagues and as long as they remain paying clients, you will continue to get TREP for free.
 - The “downside” to this is if one drops out of their subscription, your monthly rate will be pro-rated.
 - How to avoid that? ***Refer more than 3!***

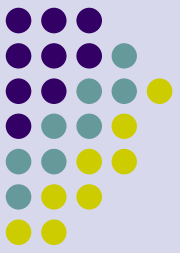
Benefit # 3: TeleFriend™

Extended Referrals



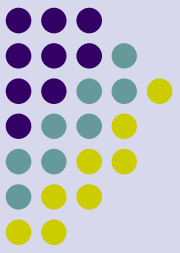
- With our "3 and It's Free" offer, you can receive your iTeleCenter service at absolutely no cost...
 - Here's How It Works:
 - Simply share this business communications tool with as many people as you know, using our handy TeleFriend feature.
 - Once you have 3 active referrals, your monthly service fees will be waived!

Benefit # 4: Do You Need To Refer 3 New People Each Month?

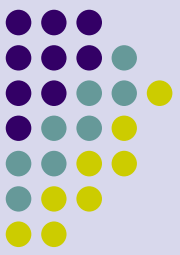


- **No.**
- 3 Active Referrals Is All it Takes To Get You Started
 - You don't need to refer 3 new customers every month, as with some programs.
 - All you need is 3 referrals actively using the TeleCenter Real Estate Pro.
 - To qualify as an active referral, your referral must be on the same or higher rate plan as you and maintain their account paid to up to date.
- It can't get much easier than this!

Benefit # 5: Added Bonus for Each New Set of 3 Referrals



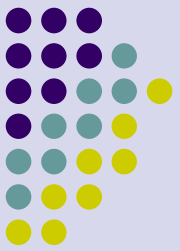
- Continue to refer new customers beyond your first 3 referrals and you'll get an added bonus!
 - For each additional set of 3 referrals you will qualify for an additional TREP number with no monthly fees. Redeem it whenever you wish!
 - All you need to do is contact Customer Service at 1-800-454-5930 and ask to have your new phone number set up.
 - **Special note:** To assure that you gain the maximum benefit from this offer we recommend you continue to refer new subscribers so you always have a surplus of subscribers to count towards your 3 referrals.
- It's just our way of saying “*Thank You*” for spreading the word about TeleCenter Real Estate Pro!



Benefit # 6: One Service – One Price

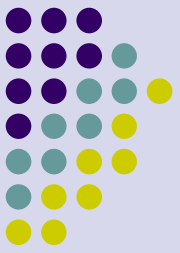
- Unlike most other providers, we don't believe in 'nickel and diming' you for every feature. TeleCenter Real Estate Pro gives you ALL the features at ONE low price.
- You will get ALL of the Included Features listed below PLUS UNLIMITED INBOUND CALLS* for a flat monthly fee.
 - NO Confusing Per Minute plans
 - NO Pre-payment Minutes
 - **NO Contract**, Pay Month-To-Month, Cancel Anytime
 - NO Extra Fees for Features
 - Satisfaction Guaranteed
 - * \$34.95 per month **Flat Rate fee for Unlimited Inbound calls** and only 5.9 cents per minute for Outbound calls. **PERIOD!**
 - **30 Day Money Back Guarantee**

Benefit # 7: Over 35 Benefits & Features



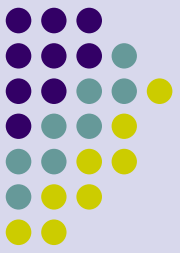
1. Call Announcement
2. Call Block
3. Call Screening
4. Custom On-Hold Messages/Music
5. Dedicated Toll-Free Number
6. Detailed Call Reports
7. Do Not Disturb
8. E-mail Delivery of Voicemail & Faxes
9. Fax On Demand Mailbox Extension
10. Greeting Only Mailbox Extension

Benefit # 7: Over 35 Benefits & Features, cont'd

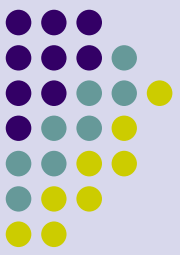


11. Human Customer Support
12. Instant Account Activation
13. Instant Call Return
14. Live Call Forwarding
15. Message Taking Mailbox Extension
16. Multiple Mailbox Extensions
17. Music-on-Hold
18. No Busy Signals, EVER!
19. Online Account Management
20. Online Message Access

Benefit # 7: Over 35 Benefits & Features, cont'd

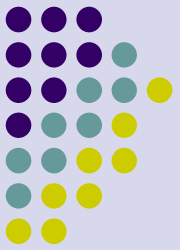


21. Outbound Call Blast
 22. Personalized Greeting Options
 23. Phone to Web Audio
 24. PhoneMatch™
 25. Question & Answer Mailbox Extension
 26. Telephone/Pager/SMS Notification
 27. Ultimate Caller ID
 28. UNLIMITED Inbound Minutes
 29. Virtual Calling Card
 30. Virtual Fax
- And many more!



Summary

- For one low monthly price, you can have all the benefits available to you and your business.
- You can “pick and choose” which features and benefits you need, just a few or all of them.
- They are all available for your use with no extra fees!
- With TeleCenter Real Estate Pro working for you 24/7 you can literally begin generating hundreds of new leads.



"TeleCenter has allowed me and my agents to generate buyer and seller leads in a more effective and efficient manner, resulting in more qualified leads and ultimately more sales."

"Since teaming up with TeleCenter, the sales process has improved immensely. Our agents set up unique marketing extensions for their listings, ensuring prospective buyers can learn more about individual properties whenever they are ready. Additional extensions offering free audio reports also have proven effective at attracting potential buyers and sellers.

Before we started using TeleCenter, calls were going through a central switchboard and were often misdirected so agents did not receive messages in a timely manner. Now messages and leads are instantly delivered to agents and this creates more opportunities for sales as most prospects will work with the first agent they connect with.

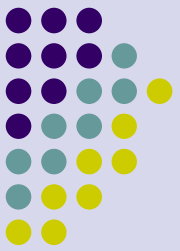
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Irina Netchaev, Keller Williams Pasadena Realtors,
www.PasadenaCARealEstateHomes.com

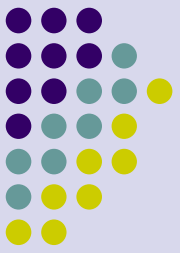
In-Depth Details To Features and Benefits



- To read more detailed information about each feature and benefit, go to:

www.QuestarTeleCommunications.com

and click on the “Included Features” menu.
Then click on each individual item to read the details.



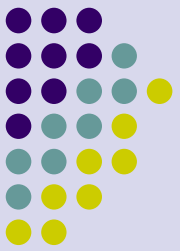
Online Presentation

- To view an online presentation,

Click the link below:

[http://www.4telecenterrealestate.com/\(S\(s1zu5z55broorr5533i3lmbs\)\)/presentation.aspx](http://www.4telecenterrealestate.com/(S(s1zu5z55broorr5533i3lmbs))/presentation.aspx)

Contact Information



To contact Ernest O'Dell at
QuestarTeleCommunications.com call:

Phone: (806) 297-3267

We are located west of Lubbock, Texas in the Central Time Zone.

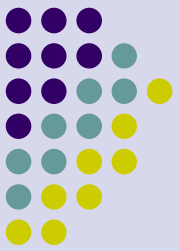
Email: ernest.odell@QuestarTeleCommunications.com

Web: www.QuestarTeleCommunications.com

TeleCenter Real Estate Pro

<http://RealEstatePro.QuestarTeleCommunications.com>

Thank you for allowing me to make this presentation!



It has been my pleasure and honor to deliver this presentation to you. Should you have any questions, don't hesitate to give me a call or send me an email.

Sincerely,
Ernest O'Dell
Questar TeleCommunications
Ph: (806) 297-3267
Email: **ernest.odell@questartelecommunications.com**