



Real Estate Road Warrior

Technology on the go

Shannon King

www.shannonwking.com/ilove/



Real Estate Road Warrior

- ❑ From Bricks and Mortar to Virtual Office
- ❑ Connecting with Clients and Prospects on the Go
- ❑ Must have Accessories for the Road
- ❑ Technology Tools to run a Mobile Office
- ❑ Social Media on the Road
- ❑ Roadside Video and Photography
- ❑ Quick fix blog and website tools



The Real Estate Road

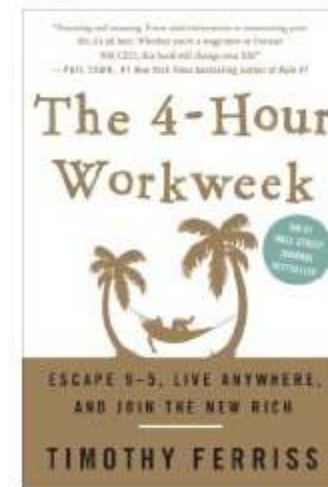
Warrior

Then...

From Bricks and Mortar to Virtual Office

Why change my business?

- Read the Four Hour Work Week
To find out why!!!
- Brick and Mortar Typical Expenses
 - Mortgage/Rent, Electricity, Water, Receptionist, Office Staff, Cleaning Crew, Office Equipment, Office Furniture





From Bricks and Mortar to Virtual Office



Sound Professional & Stay Connected The Virtual Phone System Designed for Entrepreneurs



- **Toll free or local number** - local or national presence
- **Unlimited extensions** - for departments & employees
- **Call forwarding** - work from anywhere
- **Voicemails via email** - play online or on cell phone
- **Manage online or by phone** - no hardware to purchase

Starting at \$9.95 a month

[See How It Works »](#)

30 Day
MONEY BACK
GUARANTEE

24/7 Live U.S. Support • No Long Term Contracts • Upgrade Anytime



From Bricks and Mortar to Virtual Office



MAX	MOST POPULAR GROW	START
\$199 a month	\$49 a month	\$9.95 a month
10,000 Minutes a month	2,000 Minutes a month	100 Minutes a month
<ul style="list-style-type: none">▶ 3 Toll Free and/or Local Numbers▶ UNLIMITED Existing Number Transfers▶ UNLIMITED Voice Studio Services▶ UNLIMITED Extensions▶ ALL FEATURES INCLUDED	<ul style="list-style-type: none">▶ 2 Toll Free and/or Local Numbers▶ 2 Existing Number Transfers▶ UNLIMITED Extensions▶ ALL FEATURES INCLUDED	<ul style="list-style-type: none">▶ 1 Toll Free and/or Local Number▶ UNLIMITED Extensions▶ ALL FEATURES INCLUDED
FREE activation	\$25 activation fee	\$25 activation fee

www.grasshopper.com



Connections on the Go



- Create a system to track your follow-up with all new contacts, clients, and friends!
- E-mail Campaigns, Auto-responders, Surveys

San Diego home buying seminars

www.SDSeminars.com

Free Homebuying Seminar for Brides and Grooms

Join us Tuesday April 21st
6:30-8:30pm

Venice Wine Bar and Ristorante

4365 Executive Drive La Jolla/UTC



Where & When

Tues. April 21st
6:30-8:30

Venice Wine Bar

4365 Executive Dr San Deigo

MUST RSVP:

www.SDSeminars.com

Seminars are held Monthly- for a list of upcoming events please visit www.SDSeminars.com

**You have received this e-mail from attending the Bridal Bizar. If you no longer wish to receive e-mails please see below for SAFE Unsubscribe.*

Cakes, flowers and limos are just the beginning! With your wedding celebration mapped out, make time to plan for your new home together in San Diego.

2009 is the best buyer's market in years! Learn the steps to successful homebuying from our panel of educators, dedicated to empowering you with the information you need to finance, find and purchase your own place.

At our free **monthly** home buying seminars, we make learning fun and delicious. April's seminar in La Jolla/UTC will include wine tasting and light bites, and May is Wine Tasting at Wine Steals in Point Loma, and more yummy seminars are planned around San Diego later this Spring.



Connections on the Go



Welcome, shannon | [Logout](#)

- Home
- Emails**
- Surveys
- Contacts
- Images
- My Settings

- My Emails**
- [Create](#)
- [Reports](#)
- [Autoresponder](#)
- [Archive](#)
- [Remove](#)
- [Restore](#)

Date Sent ▾	Email name	Sent	Bounces	Spam Reports	Opt-outs	Opens	Clicks	Forwards
9/24/2008	DAY AFTER "Flip that House" Impromptu Meet the Contractors Happy Hour	963	9.7% (93)	0	0.4% (4)	35.6% (310)	11.3% (35)	0
9/23/2008	2nd invite "Flip that House" Impromptu Meet the Contractors Happy Hour	964	9.5% (92)	0	0.2% (2)	28.0% (244)	15.6% (38)	0
9/19/2008	"Flip that House" Impromptu Meet the Contractors Happy Hour	964	9.2% (89)	0	0 (0)	40.9% (367)	19.0% (67)	0

Bounced e-mails

Read E-mails

Clicks on Links



Connections on the Go

Cost: Email Marketing

Your Email List Size	Your Low Monthly Fee
0-500	\$15
501-2,500	\$30
2,501-5,000	\$50
5,001-10,000	\$75
10,001-25,000	\$150
25,000+	Call for pricing

FREE 60-Day Trial >>

No risk. No obligation.
No credit card required.

www.ConstantContact.com



Connected on the Go



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Product

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[Power Features](#)

[Mobile Features](#)

[Downloads](#)

[Pricing](#)

Five Ways to Be a Meeting Hero



Coordinate schedules and set meetings



Free way to set conference calls with numerous callers



Webinars for up to 100 users



Connected on the Go

 timebridge

- Cost: FREE or \$8.99/mo
- www.TimeBridge.com



Connected on the Go

GoToMeeting®

- What it does:
 - ▣ Allows you to host webinars for up to 1 000 people.

- Cost: \$49/mo
- www.gotomeeting.com

Money Makers and Time Savers



"... the most powerful efficiency tool to arrive in a very long time."

David Pogue,

The New York Times

1

receive a voicemail



2

the voicemail is converted to text by:



PhoneTag

3

relax...read it with PhoneTag





Money Makers and Time Savers

- ❑ Converts voicemail to text messages, e-mails and audio files
- ❑ Saves on average 3 hours a month
- ❑ Easy to forward to clients, and keep as an e-mail file
- ❑ Never run out of space





Money Makers and Time Savers



Mobile Voicemail Integration Pricing

plan	# of messages	price
TagUnlimited	unlimited	\$29.95 per month
Tag40	40 per month	\$9.95* per month
TagPerMessage	n/a	\$.35 per message

*40 Messages included, \$.25 for each additional message.

- 30 Day **Free** trial
- www.phonetag.com



Money Makers and Time Savers



- Cost: Free
- www.GoogleVoice.com



- Cost: 12.95/mo
- www.Jott.com



Money Makers and Time Savers



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Three ways to make your mobile life easier

Use your voice and Jott services to get more done every day.

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Read, listen, share, organize. Get your voicemail as email and text messages.

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Jott for Salesforce
Use your voice and a simple call to update Salesforce from the road.

[Try it Free](#)

[Learn More](#)



Money Makers and Time Savers

Call Jott



"Who do you want to Jott?"



"Softball Team"



Beep!



"Moving this week's game to 10AM. Get excited to win!"



"Got it."



Everyone on the softball team gets an email and a text message with the message transcribed into text.



Money Makers and Time Savers

Cost:

Choose one of our **unlimited, monthly** plans:

No long term contracts. Change your plan or cancel at any time.

	Jott Pro \$12.95/month Annual plans get 2 months free	Jott \$3.95/month Annual plans get 2 months free	Jott Basic Free but ad-supported
	Perfect for the road warrior	Best value to get things done	Just the basics
	CONTINUE	CONTINUE	CONTINUE

www.Jott.com



Tool Box

□ GPS



Tool Box

Mobile Broadband

USB Modems



Compatible with most computers, these compact devices are a reliable option for notebooks equipped with a USB drive.

HP Mini Netbook

Get quick, easy access to online resources and digital entertainment at a low price.

- Fun on the run starting at only 2.35 lbs²
- Ideal for email, IM, and chatting face-to-face with built-in HP Mini Webcam¹
- Work and play comfortably on the near-full-size keyboard (92% of full size)
- Choose between a 10.1" or the 11.6" diagonal LED BrightView display





Tech tools for the Mobil Office

DocuSign

The fastest way to get a signature.®

An advertisement for DocuSign. It features a man in a suit standing next to a laptop. The laptop screen displays a document with a signature and the text 'DocuSigned By: John Hancock'. The background is a solid blue color.

**Electronic Signatures and
Online Contract Execution**
for your industry



Tech tools for the Mobil Office

DocuSign

The fastest way to get a signature.

The screenshot shows the WINForms Online interface. The main window displays a document titled "AD-2 - [Disclosure (2) Regarding RE Relationship (Selling)". A "Print Manager (Current form)" dialog box is open, showing options to print using Snagit 9, Send in DocuSign Envelope, or PDF Suite 2009. The dialog also includes fields for "Page Range" (set to 1-2) and "Number of copies" (set to 1). The background document is a "DISCLOSURE REGARDING REAL ESTATE AGENCY RELATIONSHIP" form from the California Association of Realtors.

WINForms Online® - Carrington Via De Caballo

File Edit Tools View Windows Help

Selected Form: AD-2 - [Disclosure (2) Regarding RE Relationship (Selling) 1 of 2 0%

My Transaction

Transaction Forms

- AD-2 - Disclosure (2) Regarding RE Relationship (Selling
 - Page 1
 - Page 2
- ADM-1 - Addendum
- CD-2 - Counter Offer
- CD-3 - Counter Offer
- RED - RED Ad
- RPA-CA - Resid
- SSA - Short Sa
- WPA - Wood D

Library Forms

- CAR - California

Sort by: Name Date

Alphabetic Categorized

- _COVER5 - Cover Sheet
- _RLA - Residential Listing Agreement - Exclusive -

Print Manager (Current form)

- Snagit 9
- Send in DocuSign Envelope
- PDF Suite 2009

Page Range:

- All
- Pages 1-2

Enter either a single page number or a single page range. For example, 5-12 or 5,12.

Number of copies: 1

DISCLOSURE REGARDING REAL ESTATE AGENCY RELATIONSHIP (Selling Firm to Buyer) (As required by the Civil Code)

CALIFORNIA ASSOCIATION OF REALTORS

AGENT REPRESENTING BOTH SELLER AND BUYER

A real estate agent, either acting directly or through one or more associate licensees, in a transaction, but only with the knowledge and consent of both the Seller and the Buyer. In a dual agency situation, the agent has the following affirmative obligations to both the Seller and the Buyer: (a) a fiduciary duty of utmost care, integrity, honesty and loyalty in the dealings with either party.



Tech tools for the Mobil Office



The fastest way to get a signature.®

lope ID: E789F0E

Documents > Recipients > Message > Tag > Review

next > close

New Recipient view from Address Book

Order: 1 Type: Signer

Email: E_MAILaddress

Name: CLIENT NAME ID Check \$:

Note: characters remaining 1000 Access Code: SECURITY

	Role	Email	Name	Security	
1	Signer 1	Scamington@zetainteractive.com	Scott Camington	AC: schools	X
1		ahocko@yahoo.com	Abigail Hocko		X
1		E_MAILaddress	CLIENT NAME	AC: SECURITY	X

DocuSign Tabs

- Signature
- Optional Signer
- Initial
- Optional Initial
- Full Name
- Company
- Title
- Date Signer

SecureFields

- Data Field
- Check Box

CALIFORNIA ASSOCIATION OF REALTORS

When you enter into a relationship or representation with a real estate agent, you are entering into a contract with the Seller's agent under the following affirmative obligations:

A Fiduciary duty of utmost care, integrity, honesty and loyalty in dealings with the Seller, the Buyer and the Seller;



Tech tools for the Mobil Office

DocuSign

The fastest way to get a signature.®

The screenshot shows the DocuSign 'Prepare Envelope' interface. At the top, it displays the account ID (1214733) and envelope ID (E6F0BAE2-53D4-4011-AB7A-DD396136854A). The 'Documents' section shows a document titled 'Lead_Based_Paint_Rename'. The 'Recipients' section lists three recipients: Christopher Sender (docusignactor@live.com), Jane Seller (seller@ife.com), and John Seller (seller@ife.com). The 'Message' field contains the text: 'Lead Based Paint Disclosure: Please sign the lead based pai...'. Below this, a preview of the document is shown, featuring a 'Sign Here' button and a signature form with fields for Name, Date, and Buyer. The signature form includes entries for Johnny Seller and Jane Seller. A 'NOTE' at the bottom states: 'Any performance which is required to be completed on a Saturday, Sunday or a Holiday can be performed on the next business day.' The DocuSign logo and 'System Overview | Support | Logout' links are visible in the top right corner.



Tech tools for the Mobil Office

- What it does:
 - ▣ Send Contracts via e-mail to clients to sign electronically
 - ▣ Saves paper, and time for both you and the client
 - ▣ Returned to you in a PDF format- when client hits “submit”
- Cost:
- NAR Promo:
- www.DocuSign.com

DocuSign[®]

The fastest way to get a signature.®



Tech tools for the Mobil Office

Mobile Phax™





Tech tools for the Mobil Office

- What it does:
 - ▣ Allows you to fax, with your phone
 - ▣ Take a Picture of your document, it formats to a fax
 - ▣ Send multiple pages

- Cost: \$.05-\$.10/page
- www.MiTekSystems.com

Mobile Phax™



Tech tools for the Mobil Office

Mobile Receipt™





Tech tools for the Mobil Office

- What it does:
 - ▣ Allows you track your receipts
 - ▣ Take a Picture of your receipts, it formats to a report
 - ▣ Create Expense Reports

□ Cost: \$4.99 or \$14.98

□ www.MiTekSystems.com

Mobile Receipt™



Social Media on the Road

My Favorite Social Media Enhancing Technology

The logo for xobni, consisting of the word 'xobni' in a white, lowercase, sans-serif font centered within a dark blue rectangular background.

xobni

www.xobni.com

Inbox

Search Inbox

Click here to enable Instant Search

Arranged By: Date

- Schoolhouse Realt...
Home Buying Semi...
- Lynn Mattoon Sat ...
Re: PAA 11085 Red ...
- eWomenNetwork - ...
04/17/2009 San Die...
- Drew Burks Fri 4/10
april 14
- Jill Schrag Fri 4/10
Re: Helping you ge...
- EmbroidMe San Di...
[Fwd: CALPASC ...]
- Lynn Mattoon Fri 4...
PAA 11085 Red ...
- Lynn Mattoon Fri 4...
11085 Red Robi...
- EmbroidMe Produc...
Nametag proof
- Sean McLaren Fri 4...
cell phone
- Gaby Preston Fri 4/...
RE: List from la costa
- Shannon Williams ...
FW: Local young n...
- Gaby Preston Fri 4/...
RE: Listings in Ban...
- Carolyn Konecki Fri...
RE: Next Friday's...

Mail Folders

- Inbox (60)
Unread Mail
- Sent Items
- olders
- Mail Items
- Mailbox - Shannon V
- 1. Client Files
- 1. Leads
- 2. Current Clie
- 4. Under Conti
- Deleted Items (15)
- temp (80)
- Drafts [32]
- Inbox (60)
 - \$ receipts
 - 1. follow up e
 - Blogs (2)
 - BNI
 - Bridal Show
 - Business Start
 - Carlsbad Char
 - contacts
 - Contractor Bo
- Mail
- alendar
- ontacts
- asks

FW: Local young networking

Shannon Williams King [shannon@tribellarealty.co

Sent: Fri 4/10/2009 10:29 AM

To: Shannon King

Thank you for your continued support and referrals! Please let us know how we can help you or your friends buy, sell or invest in real estate.

All the Best!

Shannon Williams King

TriBella Realty
512-300-2355
www.TriBellaRealty.com

From: YPN@realtors.org [YPN@realtors.org]
Sent: Friday, April 10, 2009 12:23 PM
To: Trevor Smith
Cc: Shannon Williams King
Subject: Re: Local young networking

search xobni

Shannon Williams King

shannon@tribellarealty.com

(512) 300-2355

Broker/Owner R...
TriBella Realty

Linked in edit profile

To see Shannon Williams's profile, log in to Facebook.

Login

Not a Facebook user? Everyone can join.

Sign Up

View Profile + Add facebook

Shannon Williams' Network (4)

- Shannon King
- Gaby Preston

Conversations (33)

- Local young networking
1 mail, 4 days ago

Files Exchanged (5)

- Preference Form-Buyer[... 12/7/2008
- 01-06-2009_03-11PM.WAV Feb 04

Share Email Happiness

10 invites left!
Click here and pick 10 lucky friends to get Xobni.

xobni



Social Media on the Road



Cost: **FREE**

www.Xobni.com

The screenshot displays an Outlook inbox on the left with various email entries. The main pane shows an email from Shannon Williams King with the subject 'FW: Local young networking'. The email body contains a thank-you message and contact information for TriBella Realty. On the right, a mobile Xobni app interface is shown, displaying a search bar, a profile for Shannon Williams King, and a list of social media contacts including Facebook, LinkedIn, and Twitter.

FW: Local young networking
 Shannon Williams King [shannon@tribellarealty.com]
 Sent: Fri 4/10/2009 10:29 AM
 To: Shannon King

Thank you for your continued support and referrals! Please let us know how we can help you or your friends buy, sell or invest in real estate.

All the Best!

Shannon Williams King

TriBella Realty
 512-300-2355
www.TriBellaRealty.com

From: YPN@realtors.org [YPN@realtors.org]
 Sent: Friday, April 10, 2009 12:23 PM
 To: Trevor Smith
 Cc: Shannon Williams King
 Subject: Re: Local young networking

Search xobni

Shannon Williams King
 shannon@tribellarealty.com
 (512) 300-2355

Broker/Owner R. TriBella Realty

To see Shannon Williams's profile, log in to Facebook.

Not a Facebook user? Everyone can join.

Facebook

Shannon Williams - Network (4)

Shannon King

Carol Braxton

Covered Letters (2)

Local young networking

Files Exchanged (1)

Preference Form-Buyer [12/7/2008]

Share Email Experiences

Invites left! Click here and pick 10 lucky friends to get Xobni!



Connections on the Go



Post From Anywhere » To Anywhere

MOBILE PHONE / SMS / MMS



iPhone, iPod Touch, WAP and SMS text messaging for US, Canada and Europe.

INSTANT MESSAGE / E-MAIL



Post to all of your favorite services!



Signup is free. So get crackin!



Connections on the Go

- What it does:
 - ▣ One place to update all your social media
 - ▣ Use text messages to update your account

Cost: **FREE**

www.Ping.fm

Ping.fm
Say it.



Social Media on the Road

[Gmail](#) [Calendar](#) [Documents](#) [Reader](#) [Web](#) [more](#) ▾

[Help](#) | [Sign in](#)



Shannon King

REALTOR, Real Estate Speaker, Real Estate at Schoolhouse Realty, and TriBella Realty san diego

[Send a message](#)

[Shannon's Website](#)

[Schoolhouse Realty, San Diego](#)

[TriBella Realty, Austin](#)

[YouTube - tribella1](#)

[need Search](#)

About me

I've been called the "Real Estate Road Warrior." Probably because I'm married to a Naval Officer, which forces me to keep my businesses virtual.

I spend most of my time in San Diego, where I am a co-founder of [Schoolhouse Realty](#). When I'm not selling real estate you can find me [Speaking](#) around the country about technology tools, virtual offices, starting/turning offices, and generational topics.

My favorite city Austin, TX is where I started my first real estate company, [TriBella Realty](#). This is where I was named a [30 under 30](#) by the National Association of REALTORS. Thus beginning my NAR

Profile results for Shannon King



[Shannon King \(shannon williams\)](#)

Schoolhouse Realty, and TriBella ...

[shannon king](#)

university of central lancashire ...

[Shannon & Angela King](#)

Hickok & Boardman - Milton - Technology

[shannon king](#)

[shannon king photography - chaffey ...](#)

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Search for **Shannon King** on: [MySpace](#) - [Facebook](#) - [Classmates](#) - [LinkedIn](#)

© 2020 and The Austin Independent School District

[Report this profile](#)

Schools I've attended

The University of Texas at Austin, James Martin High School, Young Jr High, Dunn Elementary

Other names

shannon williams

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Google

Search profiles

Roadside Video



Free Video Chat and Messages



Roadside Video

□ What it does:

TokBox Features

Free video chat

No cost. No prepaid minutes. Really free.

No downloads

Talk through your browser. No chat client needed.

Any website

Embeddable on all websites and social networks.

Privacy control

You control who can see you and who can't.

Cost: **FREE**

www.tokbox.com



Roadside Video

flip
video

Flip Mino HD MSRP \$199.99



Flip Mino MSRP \$149.99



Sleek, Shareable and Totally Designable

Flip Ultra HD MSRP \$199.99



Flip Ultra MSRP \$149.99



Simple, Colorful and Amazingly Affordable




Roadside Video



Cost: \$129
NAR: \$99


show
more photos
flyer
print
forward

Meet....LORI EBELING



Representing buyers and builders of residential re-sales & new construction

Lori Ebeling
Coldwell Banker
International President's
Elite



COLDWELL
BANKER

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Dir: 760 831-1501

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www.realestateshows.com



Roadside Video



Cost: \$249/yr

videos as unique as your business

creating professional video has never been easier

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FEATURES

PRICING

CASE STUDIES

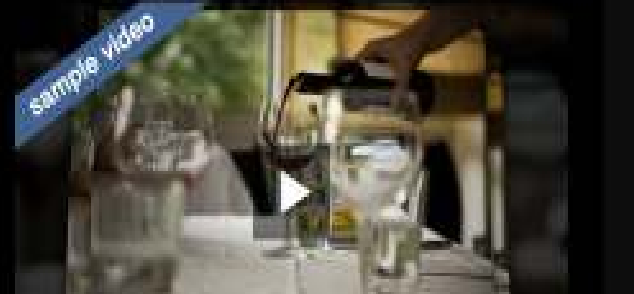
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Unlimited full-length videos, each licensed for commercial use with no Animoto branding. Takes just minutes to create one. Easily update it anytime. Hassle-free pre-licensed music. Embed it to your site or share it.

\$249 for a year, or \$99 for a 3-month trial. [Learn more.](#)

sample video



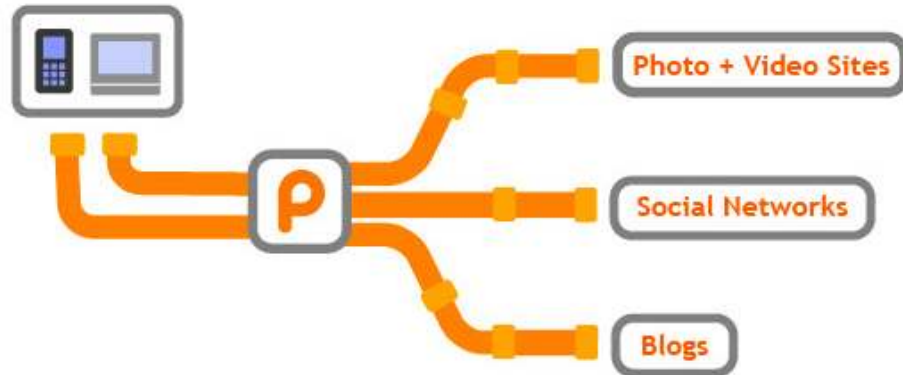
www.animoto.com

Roadside Video

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Publish photos, video, audio, and text on over **100 online destinations** and counting...

1. Upload Media Through Pixelpipe Via Mobile Or Desktop



2. Publish Photos, Video, Audio, And Text Across 100+ Online Destinations.

Cost: **Free**

www.PixelPipe.com



Quick fix blogs and websites

The screenshot shows the homepage of the Dream Design Realty website. The header features a city skyline image with the text 'Dream Design Realty' and navigation links for 'Home', 'Realtors', 'Blog', 'Careers', 'Links', 'San Diego MLS', 'Hot Deals', and 'Press'. There are also icons for 'NEWS FEED' and 'COMMENTS'. Below the header is a dark navigation bar with the text 'REAL ESTATE PROFESSIONALS'. The main content area is divided into three columns. The left column has an 'About' section with a photo of a man in a white shirt. The middle column has a section titled '2008 SDAR Broker of the Year' with a paragraph of text. The right column has a 'Subscribe Here' section with an email input field and a 'Subscribe' button, a 'Search for:' section with a search input field and a 'SEARCH' button, and a 'Contact Info' section with the address 'Dream Design Realty, 2217 Boundary Street'. At the bottom right, there is a 'WORDPRESS.COM' logo.

Dream Design Realty

NEWS FEED COMMENTS

Home Realtors Blog Careers Links San Diego MLS Hot Deals Press

REAL ESTATE PROFESSIONALS

About



2008 SDAR Broker of the Year

As the Broker/Owner of Dream Design Realty, Drew Burks, I am committed to providing Realtors a better way to manage their business. I am a full time broker and technology consultant; therefore, unlike most brokers I am not competing with my agents. In fact I see myself & company as more of a research/business development partner to those realtors working with Dream Design Realty. Dream Design Realty provides San Diego Realtors with the necessary systems, tools and resources to increase their business.

I am dedicated to continued education, personal development and to being a mentor and accountability partner to my team. I am an active member of the following committee's:

Subscribe Here

Enter your email address:

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Search for:

SEARCH

Contact Info

Dream Design Realty
2217 Boundary Street

WORDPRESS.COM



Quick fix blogs and websites

edit.com

overview

service packages

client stories

about us

877.387.2549

sign-in



you have a website, but now what?

it's time to milk your website!

we implement simple, practical site improvements that
deliver results for your business.



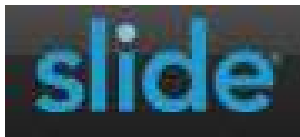
do-it-yourself editing

EASILY UPDATE SITE TEXT, IMAGES, LINKS & MORE.

Do-It-Yourself Editing enables you to edit your text, links, images, search engine tags,

www.edit.com/nar

Quick fix blogs and websites



Flip this House Party



Holiday Party 08'



www.slide.com



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1 / 35 full

[Who Wants to be an Entrepreneur?](#) from [Tara Hunt](#)



Quick fix blogs and websites

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Web Real Estate Marketing

www.WebRealEstateTools.com

Want to know the "inside secrets" to online real estate marketing ...

... and creating a web based real estate lead generation machine? Just how do you find those elusive motivated home buyers and sellers who are ready to do business with you?

Of course you have always wanted to know - call it serendipity or fate that's why you found us, right here.



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Thanks for joining us!

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