

TUESDAY TECH TIPS

A weekly update of real estate related tech news and tips

Need a change?

If you are a real estate agent in the Danville, San Ramon, Alamo, Diablo and Dublin area and you'd like to work with a broker that "gets" technology, come and talk with me!

I am the manager of Berkshire Hathaway Home Services Drysdale Properties offices in San Ramon and Danville. Let's explore the possibilities!

The Blog

For the past 9 years I have been publishing a weekly blog for real estate professionals. Each week I find some new app, software program or some new gadget that I think will be helpful to you in your business. Occasionally, I slip in a little sales training that I think you would find useful too.

And on rare occasions I publish a rant about something that rubbed me the wrong way. Check it out:

<http://www.RealtyTechBytes.com>



5 Really Great Articles That Will Help You Grow Your Real Estate Business

As I cruised around the Inter-Webs this week I ran across some really good content that I want to share with you. Take some time to look carefully at each of them. Any one of them can help you make more money if you implement what you learn.

Imagine what could happen if you implemented all of them!

Using these 13 words will help salespeople close deals faster and make tons of money...

They say selling is more art than science. And according to marketing-software maker HubSpot, there are certain words salespeople should use to boost their chances of closing more deals. Using the 13 words below can help you significantly sell more and make a boatload of money.

<http://www.businessinsider.com/13-words-help-salespeople-2016-9>

How to Find Anyone's Email (and Then What to Do With It)

What if you could find anyone's email address? Think of the potential! I'll teach you how to do just that--plus, what your next step should be.

<http://www.inc.com/john-lincoln/how-to-find-anyones->



Here are some useful Links

(For when I can't be there)

TopProducer Help

<http://www.topproducer.com/campus/top-producer/top-producer-help>

zipForms Help

<https://www.youtube.com/user/zipLogix/featured>

DocuSign Help

<https://support.docusign.com/>

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10 Lists to keep if you want to be successful

The human mind is truly incredible, and we should all strive towards creating a tenacious memory we can rely on. Many lucrative professions or hobbies require such a trait—actors, musicians, artists and entertainers in general do countless drills, just so the required information can be embedded in the memory with certainty. Clearly numerous doors that lead to a successful future are unlocked if one has a great memory. Although beneficial, it is not an essential ingredient within the success formula—what you lack in memory can always be compensated with diligence.

<http://www.thiskoleobasa.com/10-lists-to-keep-if-you-want-to-be-successful/>

13 Reasons You Are Not as Successful as You Should Be

If you really want to do something, you will find a way. If you don't, you will find an excuse. If you're not quite where you expected to be, you probably spend time wondering why.

Focus on some common causes--so you can figure out why you are not as successful as you want to be--and start addressing them.

<http://www.inc.com/lolly-daskal/13-reasons-you-are-not-as-successful-as-you-should-be.html>

53 Brilliant 'Shark Tank' Quotes to Inspire You

Want to rise above the rest? Listen to what the Sharks have to say. What does it take to succeed? Just ask the Sharks.

These quotes from the hosts of the world-famous show offer some keen insight into starting a company, figuring out how to innovative, and rising above the pack.

www.inc.com/john-brandon/53-brilliant-shark-tank-quotes-to-inspire-you.html