

EMBRACE. FOCUS. EXECUTE.

# CONNECT

INMAN CONNECT NEW YORK

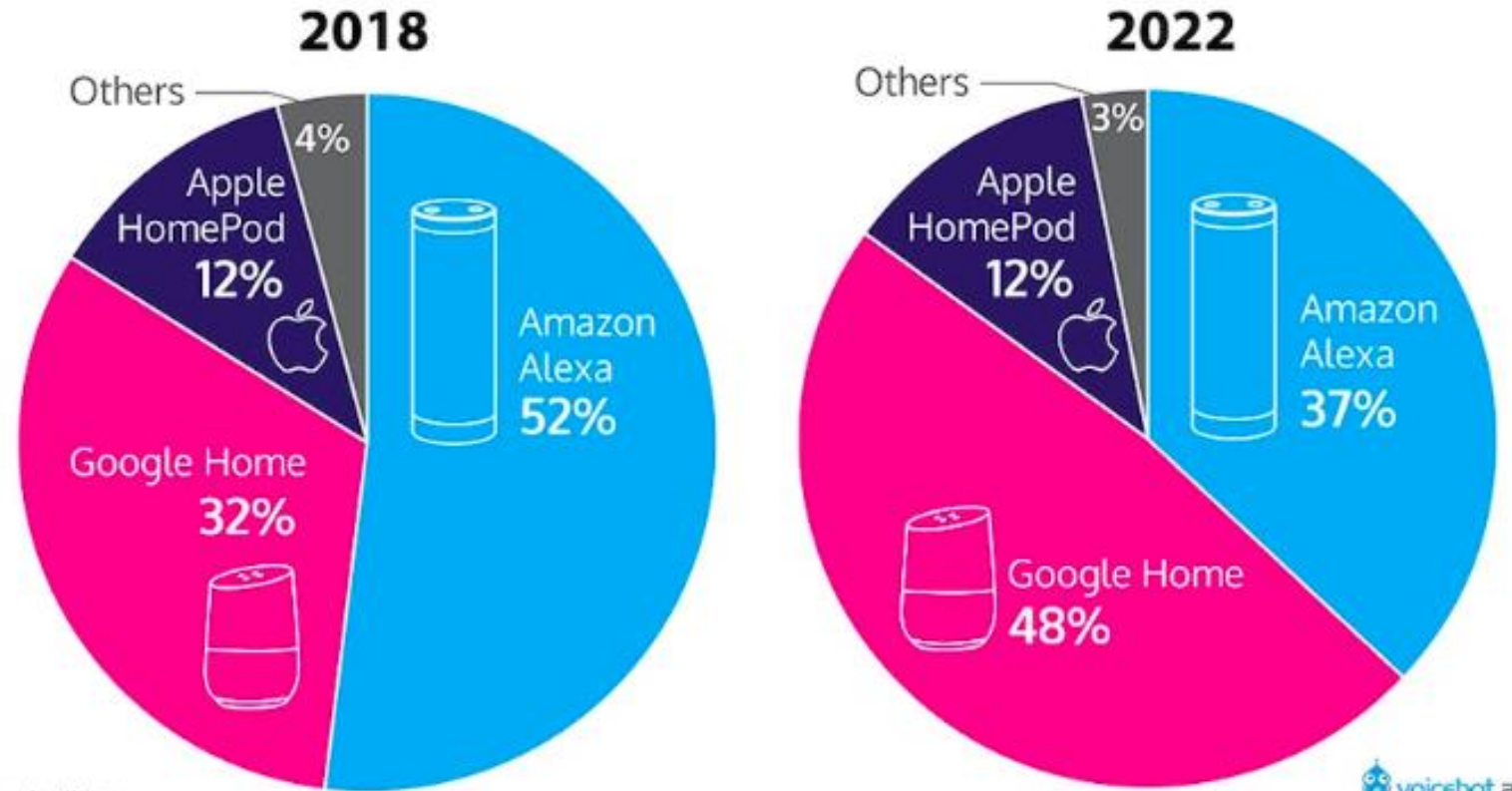
## 10 TRENDS YOU CAN NOT IGNORE

Wendy Forsythe  
COO, HomeSmart International  
@brandWendy

Katie Ragusa  
VP of Product, TRIBUS  
@KatieRagusauce

01

## GLOBAL SMART SPEAKER MARKET SHARE



Source: Loup Ventures

voicebot.ai

# Dare to Be Original

02



03

Voice:  
Alexa Flash Briefings





# Have a Plan

04

# Making Friends with Siri

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05



A photograph of four people standing in a grassy field, each holding a large white sign with a blue dollar sign (\$) in front of their face. The people are dressed in casual attire: a blue checkered shirt, a striped sleeveless top, a white button-down shirt, and a brown button-down shirt. In the background, there are trees and buildings under a clear sky.

**06**

**Relationships Matter**

# The Video Dilemma

07



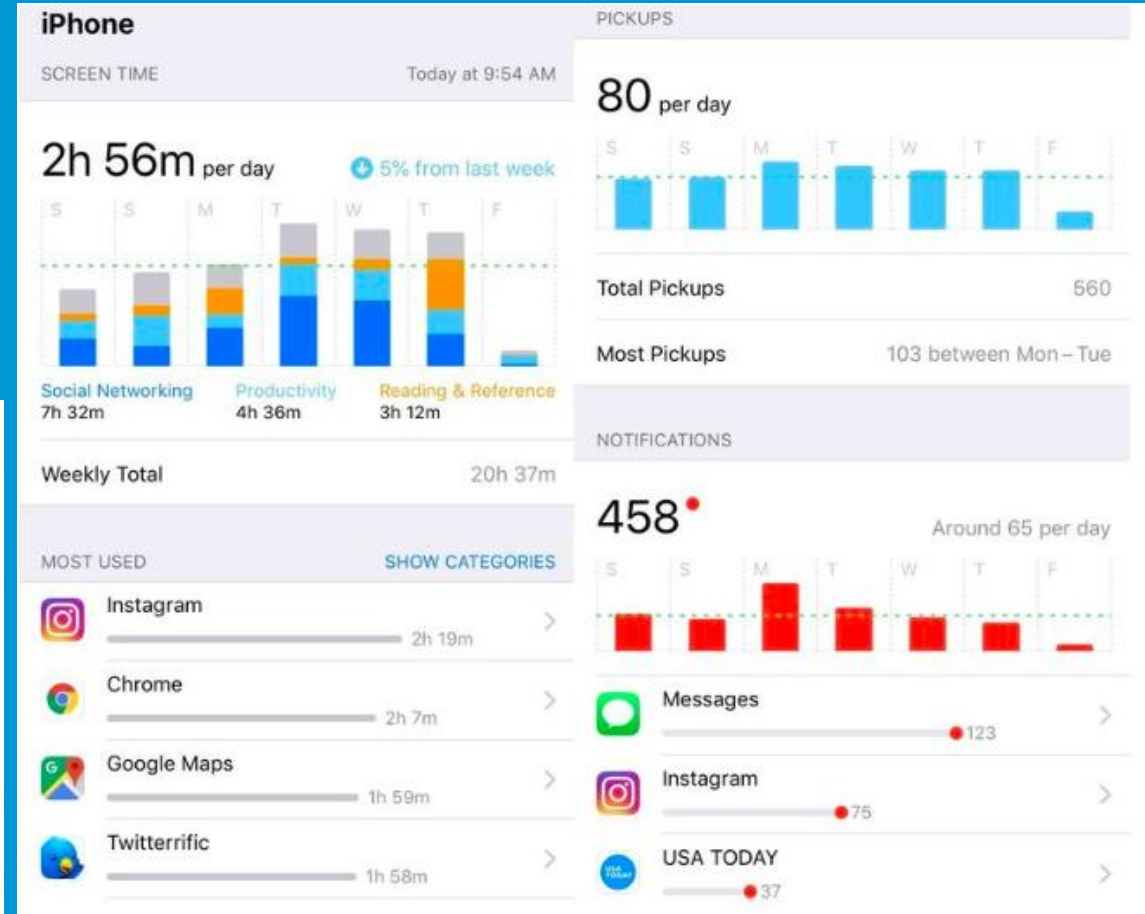
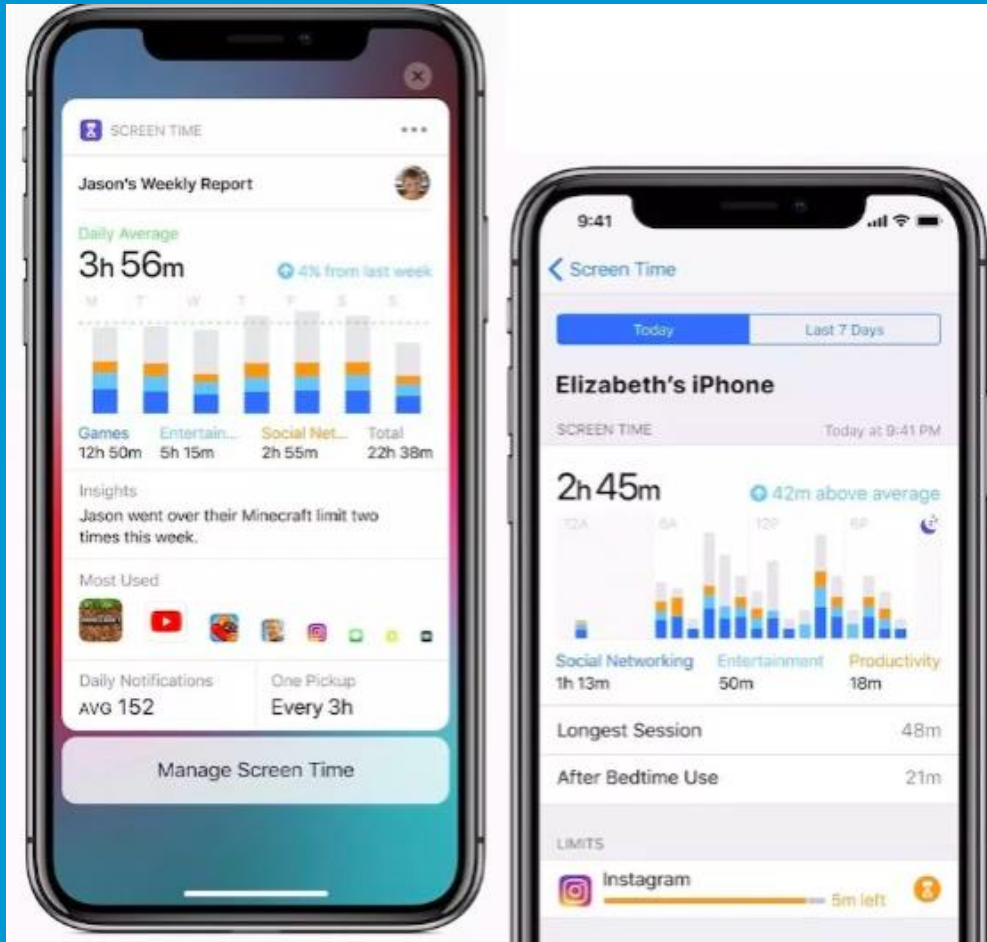


# Read the Fine Print

08



09



2006 Sales Production

A	B	C	D	E	F	G	H	I	J
Side	Client	Address	List Price	Sale Price	Closing Date	Lender	Loan Amount	Interest Rate	Lead Source
Buyer	UNKNOWN	9177 Spring Street	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Buyer	UNKNOWN	378 Kent	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Buyer	UNKNOWN	464 Laramore Dr.	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Dual	UNKNOWN	76 N. Valley View	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Buyer	UNKNOWN	27 W. Hudson Dr.	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Buyer	UNKNOWN	318 Meadowbrook Rd.	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Buyer	UNKNOWN	7577 Fremont Drive	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Buyer	UNKNOWN	407 Hilltop Ave.	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Seller	UNKNOWN	95 Warren Street	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Seller	UNKNOWN	670 Grant Street	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Seller	UNKNOWN	39 8th St.	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Seller	UNKNOWN	40 Meadow Road	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Seller	UNKNOWN	83 Kingston Street	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Seller	UNKNOWN	7411 Bradford Road	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Seller	UNKNOWN	84 Summit Drive	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Seller	UNKNOWN	591 Mountainview Drive	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Seller	UNKNOWN	8565 Monroe Ave.	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Seller	UNKNOWN	561 Hill St.	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Seller	UNKNOWN	90 Lakewood Drive	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Seller	UNKNOWN	20 Fulton Dr.	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Buyer	UNKNOWN	8104 Linden Lane	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Seller	UNKNOWN	43 Pine Street	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Buyer	UNKNOWN	9428 Thorne Ave.	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Dual	UNKNOWN	437 Kirkland Street	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Buyer	UNKNOWN	8761 North Hilltop St.	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Seller	UNKNOWN	961 Bridge Ave.	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Seller	UNKNOWN	850 3rd Lane	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Seller	UNKNOWN	8131 Sussex Lane	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN
Seller	UNKNOWN	372 Oxford Dr.	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN	UNKNOWN

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Collect Your Data

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**THANK YOU!**

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COO, HomeSmart International  
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Katie Ragusa  
VP of Product, TRIBUS  
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