



# BOOK OF BENEFITS



# Mission Statement

It is the mission Showcase Realty, LLC and its associates to provide the highest quality, innovative and exceptional real estate service available anywhere in the Charlotte Metro area.

Our clients' needs always come first. We will strive to always provide value far in excess of our clients' expectations. Our goal is mutual respect and long term relationships that are beneficial to all parties.

Our operation is a great place to work and do business. We are positive, helpful and enthusiastic at all times – always focusing on solutions, not challenges. We take care of business first and foremost, but have fun and enjoy ourselves in the process.

We run a clean, organized and efficient operation. We always adhere to the highest standards of integrity and ethical business practices.

We constantly strive to create, develop as well as implement new ideas and strategies that will benefit our clients. We seek continuing education in all aspects of our business to increase the level of service we offer our clients.

## Core Values

- Honesty & Integrity at all times and in all situations.
- Continually improve our services to exceed our clients' expectations.
- Create and nurture a fun, exciting, creative, and productive work environment.
- Tirelessly pursue personal and team growth while reaching well-formulated goals.



## Meet the Owner



### Nancy Braun

Owner/Broker,  
Showcase Realty

Nancy Braun, a graduate of Cornell University and SUNY Buffalo Law School, is a New York native who moved to North Carolina over 20 years ago because she fell in love with its amazing weather, vibrant lifestyle, booming economy, and warm welcome to newcomers. She was a corporate lawyer, and entrepreneur/owner of several businesses over the years. It wasn't until her move to North Carolina that she discovered a love for real estate.

Nancy began her real estate career by working with a brokerage that sold real estate the same way for over 45 years. After gaining 12 years of experience with the firm, Nancy decided to start a real estate company that used technology, creativity and innovation to change the way real estate is bought and sold.

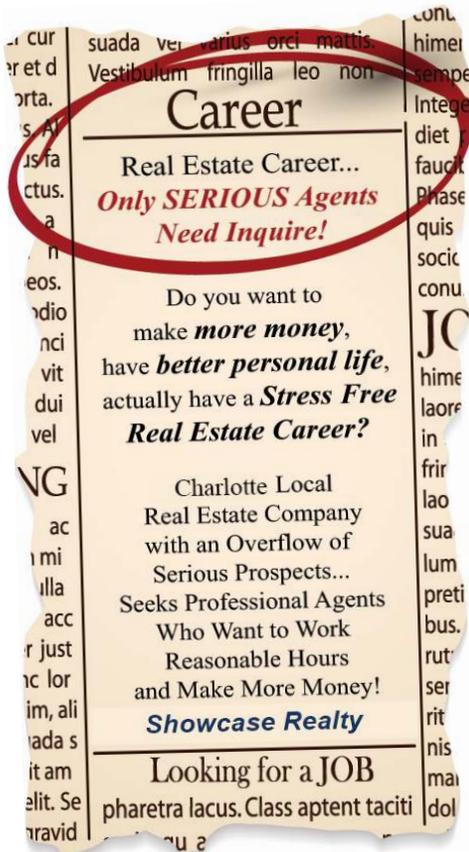
Today, after using a unique system in selling thousands of homes in the Carolinas, Showcase Realty is an award-winning renowned digital marketing innovator. Nancy and the team use top marketing, strategies, technology and systems to give clients cutting-edge results, at top dollar, and in the least amount of time.

With a team of over 50 agents and staff, a main office in Charlotte's South End Downtown hub, and branch offices in Gastonia, NC and Rock Hill, South Carolina, Showcase Realty provides efficient and best-in-class real estate client services in the Carolinas.

Nancy and the team have assisted thousands of real estate clients sell for top dollar, in the least amount of time.

SHOWCASE REALTY

# 10 BENEFITS TO YOU



## #1 Strong Leadership

Vision, support with problem solving, and leaders who are acting like leaders... that's who we are and what we provide to all of our agents.

## #2 Lead Generation

Agents need to prospect, but they want companies that are working to assist in generating leads for them as well. We generate thousands of leads every month and distribute them to agents or let our in-house Lead scrubber set appointments for you.

## #3 Name Brand Awareness

Companies with a strong presence in the market, locally and nationally, will always have a variety of opportunities for the right agents to utilize. Name awareness is tied to market share. The best agents understand that the stronger the name/market share, the easier it is to compete for business.

## #4 Education and Training

Top agents are looking to fine tune their skills. Many agents know they need to get back to the basics and all of the agents realize the value of staying current in an ever changing real estate industry. Top agents also understand the value of securing specialized training or securing certain designations for areas of specialization. Such areas might include: Luxury market training, working with seniors, working the condo market, relocation, investor sales and much more. Showcase Realty offers training 24 hours a day, 7 days a week.

## #5 Positive Attitude and Healthy Office Environment

Top agents want a positive work environment with competent and positive peers. It is easy to see that the offices with the best production and best attitude have brokers with a great attitude. Work with agents and office staff that will elevate your business.

## #6 Mastermind Groups and Networking

Many of the best agents enjoy connecting with other successful agents. Their needs and approach to the real estate business is different from rookie agents. We are here to help support our agents to share ideas and brainstorm any challenges that the market may bring.

## #7 Marketing Support and Tools

Marketing is the #1 thing that our agents need to do to stay in touch with their sphere and past customers. Showcase Realty offers unparalleled marketing support and tools to help agents grow their business!

## #8 Client and Data Management Tools

On the topic of marketing to their data base, most agents are not very organized when it comes to managing their data and client info. We offer an easy to use CRM tool that allows you to input their data, send out marketing, and locate client data quickly. From the most basic to the most robust, we have special deals with numerous vendors to get you what you need.

## #9 Coaching and Accountability

We see many companies implementing very successful coaching programs, with some great results but NONE better than Showcase Realty. Enjoy Craig Proctor coaching where members make well over \$2.0M per year in GCI... you could be next!

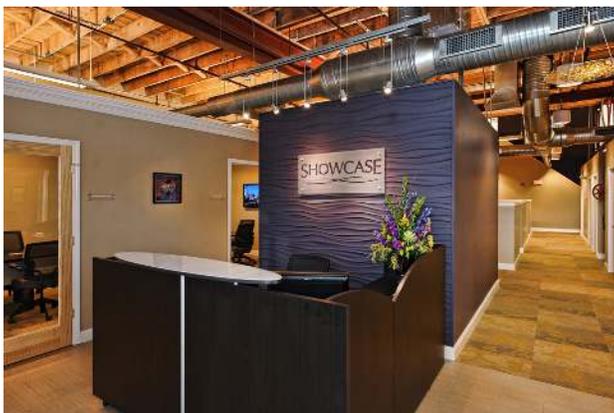
## #10 Administrative Support

Agents are working harder, but most are not working smarter. We can help you behind the scenes. What can we take off your plate to give you more balance in your life?



# SHOWCASE REALTY

# OFFICE ENVIRONMENT



## CHARLOTTE

Showcase Realty's main office location is in the HOT South End and is walkable, with easy access to transportation. The area's luxury residential living creates the quintessential urban experience for today's office user.

South End is one of the most unique locations in Charlotte due to its historic charm and plethora of dining establishments, activities and nightlife.

Our office is decorated with the finest of finishes to make clients feel welcome and at ease in their surroundings.

We have private conference rooms equipped with the latest technology, multiple private offices, workstations and computers, and access to a fully stocked kitchen for our agents to work, focus and entertain clients.



### Showcase Realty, LLC (Main Office)

1430 S Mint St #106, Charlotte, NC 28203

(704) 997-3794

### Branch Offices

2020 Remount Rd #E-101, Gastonia, NC 28054

331 E Main St #200, Rock Hill, SC 29730

# SHOWCASE REALTY

# A SUPPORT SYSTEM

## JOIN our VIP Environment

**Atmosphere.** It matters where you work and who you surround yourself with. At SHOWCASE REALTY, you will gain a complete agent success system, and have the support of other top agents behind you.



**Leading Edge Office Systems.** Back agent online and email communications, self sign-up floor calendar, reserve conference rooms, and have easy access to forms, logos, and more.

**A Culture that Fosters Success.** Brokers and Agents are here to support you and provide you with tools to help you to succeed and grow your business.

**Luxury Conference Rooms.** All of our offices are equipped with all the high tech computers and tools you need and are beautifully decorated to wow your clients.

**State of the Art Computers.** Only the newest and the best with all the bells and whistles for our agents!

**Twice a Month Building MasterMind Meetings.** Discuss a variety of topics with your peers from lead generation to conversion.

**Monthly Office Meetings and Awards.** We have regular office meetings. We change them up; sometimes we meet at a restaurant, in the office or on webinars. We cover important topics going on in today's ever changing market, connect with one another and see what new tools our strategic alliance partners have to offer. Proudly, we like to recognize our hard working top producing agents.

**Risk & Transaction Management Office Meetings.** We like to stay on top of the legal issues in the real estate world and keep you updated so you are always informed. We use Skyslope for secure transaction management, compliance, and efficiency -- giving you complete online access (mobile device app & desktop) to transaction documents, eSign, and more.

# SHOWCASE REALTY A SUPPORT SYSTEM

## EXPERIENCE our VIP Agent Support



### **Property Presentation Promise.**

Our marketing and PR team will give you tips on how to keep your home "show ready". Equally as important, we will give you tips on how to make your home "stand out"

### **On-Call Broker Support.**

Our broker is always available to you for all of your questions and concerns. Schedule a personal meeting, or give a call anytime, we are here for you. SHOWCASE REALTY has real estate attorneys available if needed to keep all of us above board!

**In-House Bookkeeping.** If it's accounting & bookkeeping you need, we got it! Paper Trails Bookkeeping can help you stay organized. Get record keeping, budgeting, organization systems, and more.

**Appointment Setter/ISA.** Get Inside Sales Agent support. Who wouldn't love someone to set appointments for them? We do so we have someone available for you too!

**Transaction Coordinator.** Wish you could just get the deals and let someone else handle it from there to close, so you can keep working on more business? Let one of our experienced professional transaction coordinators handle your deal for you. Add them on your list of team members and make you look like a star!

**Marketing Department.** Need help getting business, but don't know where to start? Don't have time to for all the new cool technology but would love to include it in your marketing plan? We have professionals that specialize in making you look good and focus on getting you more business!

# SHOWCASE REALTY

# LEAD GENERATION



## IMPLEMENT our VIP Agent Marketing

**Your all-in-one Business Platform for Conversion.** This includes a CRM, Lead Generation Website and Business Dashboard to help organize and run your business. Complete with Drip campaigns, TA Plans, Mass email blasts and text messaging!

**Listing Presentation.** We offer completely custom, upscale listing and buyer presentations available to you. Only the best in presentation materials, from handouts to customized iPad presentations, you are sure to win over your new sellers!

**Editorial Ads.** We provide coaching and training on lead generation classified, editorial ads, etc, our proven ads work for you!

**Seller Packages.** Our seller packages are the “BOMB”! Or at least that’s what we like to call them because they are fully loaded with all the high end materials that will knock your client’s socks off! Seller pre-sell “Shock and Awe” package.

**Buyer Materials.** Showcase offers tons of materials to impress even the pickiest home buyer. You can’t go wrong with our tools! SHOWCASE REALTY invests heavily in advertising campaigns targeted to buyers making them feel comfortable with our services and experience.

**Classified Ad Templates.** Seasoned over time from years, our classified ad templates are sure to get you more leads!

**Postcard Templates.** Want to get a quality mailer out to all of your sphere of influence or is there a neighborhood you want to go after? Use our quick and easy templates to make it happen with the ‘RIGHT’ message, Call to action and unique selling propositions.

**Electronic Marketing Templates.** Maybe email is more your style? Customized templates are ready at your disposal!

**Customized Website.** SHOWCASE REALTY offers you your own version of our grand lead capturing website. You can create and point your own domain address to it and watch the leads come in!

# SHOWCASE REALTY

# LEAD GENERATION

## DISCOVER our VIP Resources

**200-Step Listing Action Plan.** We want you to succeed so we have an action plan to keep you on track!

**SHOWCASE Design Templates.** Showcase offers access to templates for flyers, postcards, personal brochures, and more.

**Mobile Apps and Proprietary Software.** SHOWCASE REALTY stays on top of technology to help agents succeed in business. We do what we can to adapt and grow with technology.

**FSBO and Expired Campaign.** Going after Expireds or For Sale By Owners? We have a campaign for you that works!

**SHOWCASE Market Share.** SHOWCASE has attained Premier Market Presence across North Carolina and is growing in market share in South Carolina. Charlotte is no different. SHOWCASE agents average 2X more transaction sides per year than other agents.

**SHOWCASE REALTY Propriety “Diamond Lead Program”.** We generate thousands of leads per month that we scrub and set appointments for our agents.

**SHOWCASE Social Media.** SHOWCASE has a YouTube channel with great videos you can use for your own marketing to establish you as an expert. Join our private Facebook Agent Group for more resources that you can use for your own social media. SHOWCASE REALTY optimizes our own online advertising and social media.



SHOWCASE REALTY

# TRAINING/DEVELOPMENT



## GROW with our VIP Agent Business Building

**Craig Proctor Webinars.** Coach for agents and a trainer/coach for broker/owners. Nancy gives you access to “Behind the Scenes” info and webinars to get some tried and true tips and tricks from the experts making millions per year!

**Lead Program.** We have invested in websites and SEO in order to capture leads. Our lead follow-up specialist will weed through them and send you only good leads if you choose to sign up to receive them. She will also set you up with APPOINTMENTS. Who wouldn't want between 20-30 good leads per month?

**Coaching on Lead Conversion.** We want you to be successful in converting those leads into deals and have proven systems we can coach you on that really work!

**One on One Coaching for Lead Generation Systems.** We will show you how the lead management system works so you can manage all of your leads and learn strategic ways to follow up and convert those leads to appointments and sales.

**Training on Buyer and Seller Presentations.** We look good when you do! Let us help you prepare for your next presentation!

**Training on Best Ads that Work in this Market.** Print advertising can be expensive especially if the phone never rings from it! We have proven ads that work many from the Craig Proctor system that should get that phone ringing!

**Accountability Coaching.** Do you want someone to help keep you on track? We all get so busy that some things just get put to the side and start spinning our wheels and not getting to our destination. If you want, we can help you set goals and keep focused.

**CRM Program.** Client Retention Management Programs are a must! When your client is ready to sell their home again or need any real estate information, you should be the one they call! Are you keeping in touch with your past clients? Let our systems help you.

**Buyers in Waiting List.** SHOWCASE REALTY runs effective ads that generates thousands of leads a month. Our program captures thousands of buyers and sellers in our database so we can cross-reference our new listings with these potential buyers.

**Social Media and PPC Training.** Interested in online advertising? We can help show you how to get quality leads through our online coaching resource programs.

**Have access to the best trainers and designation courses online - 24/7!**



## ACCEPT our \$25,000 GUARANTEE\*



Get leads, training and support to grow your independent high six or even seven figure real estate business. We guarantee it!

You will make at **LEAST \$25,000 MORE** in the next 12 months than you did in the previous 12 months (guaranteed in writing) or we'll pay you the difference!\*

For more information, please go to [www.ShowcaseCareers.com](http://www.ShowcaseCareers.com)

*\*Conditions Apply*

# SHOWCASE REALTY

## GROWING YOUR BUSINESS

As you can see, our VIP agent tools give you real value for your business. We can help you as much or as little as you want. Our goal is to support you and be here when you need us. As you can see, we offer plenty of business building tools for you to help you with your business. All of these benefits are here for you when you join SHOWCASE REALTY. The majority of them are absolutely **FREE** for you to use.



### VIP Marketing Tools ( )

- Pre-scrubbed, qualified leads (valued at \$3,500 + Commission)
- Fully customized Listing presentation (\$450 value)
- Fully customized Buyer presentation (\$450 value)
- Buyer (pre-sell) packages (\$150 value)
- Seller (pre-sell) packages (\$150 value)
- Editorial ads that get “come list me” calls (\$50 value)
- Classified ad templates (\$50 value)
- Postcard templates (\$250 value)
- All electronic marketing templates (\$300 value)
- Free agent website (\$1500 value)
- Free customized CRM program (\$2,000 value)
- Buyer in waiting list (\$200 value)
- Google pay-per-click training (\$700 value)
- Customized 200-step listing action (\$300 value)
- SHOWCASE REALTY 24/7 monthly webinar training (\$500 value)
- Mobile apps and proprietary software (\$250 value)
- FSBO campaign (\$500 value)
- Expired campaign (\$500 value)

### Business Building

Whether you are new to the industry, a seasoned agent, or team member, we can help fine tune your skills to help your business grow. (\$19,140 value)

- Coaching on lead conversion
- One on one coaching on lead generation systems
- Training on Buyer and Seller presentations
- Training on best ad’s that work in this market
- Accountability coaching (if needed)

# SHOWCASE REALTY

## WHY CHOOSE US

The Fundamental Difference: Most real estate companies are under the belief that their associates are great because they work for a great company. Here at Showcase Realty, we believe this is a great company because it has great agents!

Showcase Realty has FIVE divisions and FIVE departments all committed to assisting you! Each is treated as a separate business.

- Administration
- Client Care
- Premarketing
- Closing
- Marketing

Nancy Braun and her team have successfully marketed and sold 1,000s of homes in the Charlotte metro area. As a top producing Real Estate Broker, she expanded the company into six divisions:

- Luxury Homes
- Property Management
- Relocation Services
- Short Sale
- Residential Homes,
- Foreclosure Services
- Investment Properties



- Showcase Realty is the most productive brokerage in Charlotte earning national recognition from HousingWire that ranked Showcase Realty 46th in the nation.
- Wouldn't you love to be a part of the #1 real estate companies in the Carolinas ranked by the Wall Street Journal?
- Wouldn't you love working for a firm ranked among the fastest growing inner city businesses in the U.S. for the 2014 Inner City 100?
- Wouldn't you love working for a firm ranked 46th in the nation among a very elite group of housing industry companies?

If you answered yes to any of these, Showcase Realty is the place for you!

- Showcase Realty believes in stellar leadership along with emphasizing the importance of total work-life balance.
- Showcase Realty believes we must evolve with the trends and remain up-to date with innovative technology to remain flexible in the face of an ever evolving market.
- Showcase Realty offers training and networking opportunities to help grow your business into a profitable corporation.
- Showcase Realty represents a quality firm providing an entire team of professionals working with you versus working alone.
- Showcase Realty believes in utilizing a diverse culture of individuals focusing on teamwork and cooperation.

# SHOWCASE REALTY

## MOST PRODUCTIVE

Showcase Realty agents consistently produce more than their competitors. As a brokerage, we spend marketing dollars through advertising and marketing so our agents get the best leads! Once we attract the right clients, our **five** Inside Sales Agents (ISAs) speak with them, and then adds them to a nurture campaign that provides true value. When the client is ready to hire an agent, Showcase Realty agents are top of mind and gain a ready-to-go client.

Our team consistently gets fast results. We're known for our excellent and fast service.

### Support from Showcase Realty's Internal Sales Agents (ISAs)

We have 5 full time Internal Sales Agents (ISA) who follow up with company leads and scrub them for you!



- ✓ Increase call consistency
- ✓ Increase outbound dials and conversation time
- ✓ Take all incoming leads
- ✓ Set appointments for leads that are ready to meet
- ✓ Nurture leads that are not ready to meet

## Referral Pipeline

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We use a state of the art CRM platform to streamline highly qualified leads and provide our Brokers with the tools to convert buyers and sellers into home sales. Take the buyer/seller leads from their initial contact with you through the entire home purchase life cycle.

Be backed by a team that handles pre-marketing through closings... Gain a variety of transactional experience from general brokerage, luxury, REO, Distressed asset disposition, investors, short sales, and relocation's.

- Over 45,000 Leads in Our Database
- Appointments set for you
- Generous commission splits
- Earn up to 80% on your first sale
- Top notch support staff that does the non-selling work for you!

**TURN  
PROSPECTS  
INTO  
SALES  
APPOINTMENTS**

**SHOWCASE**  
REALTY

A man in a dark suit and white shirt is pointing his right index finger towards a target symbol. The target is a blue circle with a red bullseye in the center, overlaid with a black crosshair. The man has a serious expression and is looking directly at the camera.

SHOWCASE REALTY

# MOST INNOVATIVE

At Showcase Realty, you will have a different type of experience. To us, it takes a strong team of agents to build a strong presence in our communities. That is why, we take care of you, the agent, to make sure you succeed!

Our team consistently gets fast results. We're known for our excellent and fast service.

## What makes our team different?

- » Team Structure & Specialization
- » Reverse Offer Program
- » Equity & Price Evaluations
- » Professional Photography
- » Countless Websites
- » Custom Yard Signs & Riders
- » Buyers-In-Waiting Program
- » Home Feedback System
- » Pre-Inspected Homes
- » Sellers Guarantee
- » Every Day Open House
- » 1-Day Listing Agreement

- » Home Warranty
- » 1-Day Buyer Loyalty Agreement
- » Craigslist Program
- » Reverse Prospecting
- » Pre-Selling Our Listings
- » Strategic Suppliers & Affiliates
- » Changing Front Photos
- » Awesome Home Selling Guide
- » Short Sale Expertise
- » 30 Day Marketing Plan
- » Video Blog & Social Marketing
- » Settlement Statement Mailing

- » Pre-Selling Communication
- » Continuous "Boot Camp" Training
- » [showcaserealty.com](http://showcaserealty.com)
- » Professional Home Brochures
- » Weekly Market Snapshot
- » Value Gift Program
- » Client Development Team
- » City Wide Buyers Agent Network

Can you see how our team structure, repeatable systems and unique programs will **CREATE MORE DEMAND** for your home, helping it to sell faster and for more money?

# SHOWCASE REALTY TECHNOLOGY & TRAINING



## Tools for Success for your Business

Showcase Realty increases your professionalism, marketability, proficiency, and income through pursuance of officially endorsed NAR designation or certifications - online. Take classes online at your convenience. Realtors with designations earn 82% more than those without!

Showcase Realty Marketing - done-for-you marketing materials including ads, flyers, newsletters, listing presentations, postcards, and more.

Commissions Inc - Showcase Realty's back-end lead management platform tied directly to ShowcaseRealty.com. Receive instant notifications of leads, manage your clients, and capture leads via emails and follow up systems.



### Does it work?:

In 2017 YTD, our office received tens of thousands of buyer and seller leads from Showcase Realty marketing and advertising. Our closings helped us rank on RealTrends, making Nancy Braun and the SHowcase Realty team #7 in the nation in 2015 and 2016!

# SHOWCASE REALTY

# COMPETITIVE COMMISSIONS

## SHOWCASE REALTY

### SAMPLE COMMISSION SPLIT

Closing with a Showcase Realty Lead:

Sale Price: \$200,000  
Commission Offered: 3%       $\$200,000 \times 3\% = \$6,000$

$\$6,000$  Total Company Commission X 30% Referral Fee =  $\$1,800$  to Showcase  
 $\$6,000 - \$1,800 = \$4,200$

$\$4,200 \times 80/20$  Split =  $\$3,360$  to the agent

Transaction Fee: \$299 - you should make every attempt to receive this from the buyer, otherwise it will be deducted from the commission.



Join Showcase Today!

## SHOWCASE REALTY

### SAMPLE COMMISSION SPLIT

Closing with a Personal Lead:

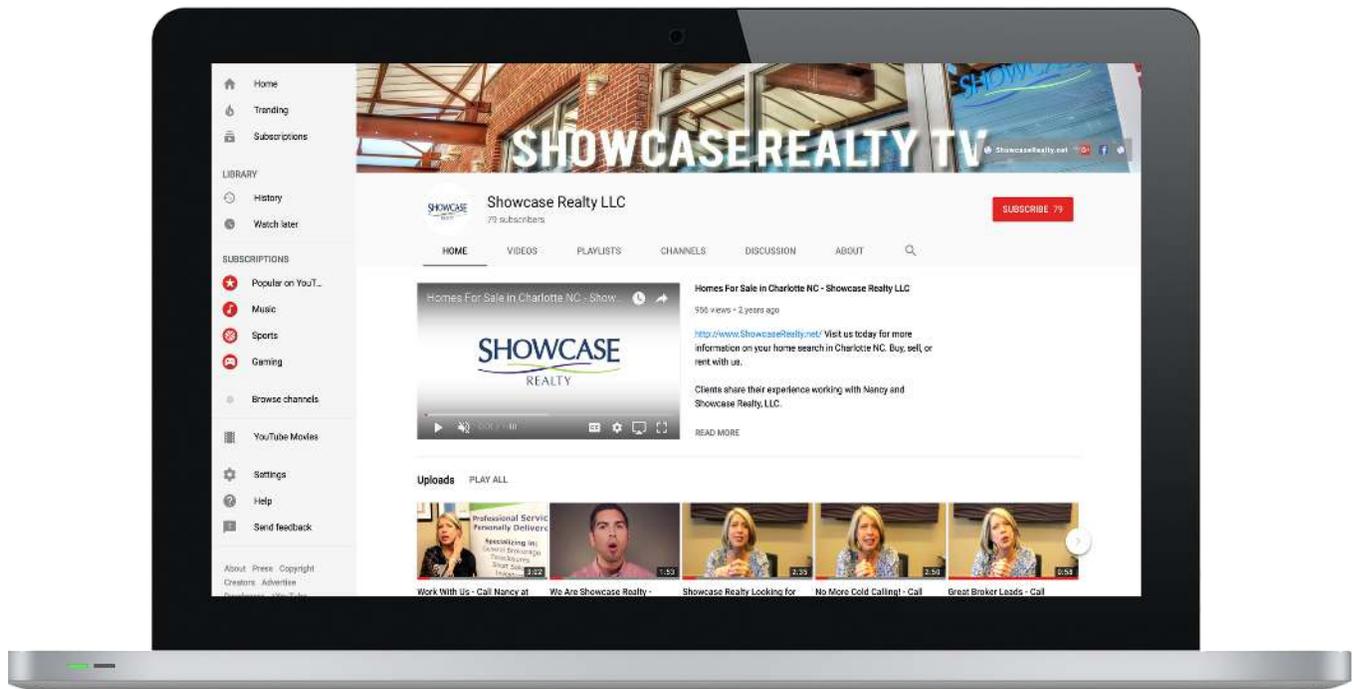
Sale Price: \$200,000  
Commission Offered: 3%       $\$200,000 \times 3\% = \$6,000$

$\$6,000 \times 80/20$  Split =  $\$4,800$  to the agent



Join Showcase Today!

# SHOWCASE REALTY SOCIAL MEDIA TOOLS



## Building your presence.



SHOWCASE can help you build your social media brand. With the SHOWCASE YouTube Channel, you can share helpful video resources to your prospects and clients. SHOWCASE will also help teach you how to optimize your presence on YouTube with their How-To Resources found on SHOWCASE REALTY.

You can also download your social media banners from Showcase Realty.

# DISCOVER A NEW LEVEL OF LUXURY IN REAL ESTATE



Weddington, NC



Matthews, NC

SHOWCASE REALTY has created a unique brand identity for luxury homes, offering exclusive advertising incentives, training and marketing tools to help you better serve your most discerning clientele.

Specialized Brand Materials

Flyers & Postcards

Stationary & Cards

Signs

Website

Videos

Nancy Braun is CLHMS Designated and offers mentorship to proven agents wanting to take their business to the next level.

Showcase Realty also offers Millionaire Agent training by the best coaches in the industry.

# Working Together

## It is All About Systems

- Marketing & Advertising System
- Recruiting System
- Management & Retention System
- Lead Generation System
- Lead Process System
- Customer Service System
- Lead Distribution System
- Sales Presentation System
- Group Sales System
- Follow-up System
- Tracking System
- Administration System



## Showcase Team Building Nights

We work as a team, at Showcase Realty! Sometimes, our agents spend the night calling from our over 45,000 prospect database and getting fun prizes for every appointment they set up with a buyer or seller! It's a lot of fun and a great team building exercise!

### Fun Team Building at Showcase Realty!

Our agents spend the night calling from our 25,543 prospect database and getting fun prizes for every appointment they set up with a buyer or seller!



Tom made an appointment with a client and won a t-shirt in our prize bag!



Tripp and Trevor hanging out enjoying some pizza and beer!



Some of our staff having fun with the prize bag!



Troy won a gift card to Dunkin' Donuts!



Woo EEE a phone charger!



Woo EEE a phone charger!



Troy's team won candies for making the most appointments of the night!



Jessica enjoying some snacks and a beer while calling leads!

### DIALING FOR DOLLARS NIGHT!

AT SHOWCASE REALTY, WE HAVE AN OVERFLOW OF BUYER LEADS! OUR AGENTS SPEND ONE NIGHT A WEEK CALLING FROM OUR 25,543 PROSPECT DATABASE AND GETTING FUN PRIZES FOR EVERY APPOINTMENT THEY SET UP WITH A BUYER OR SELLER! CALL SHOWCASE TODAY TO JOIN OUR TEAM AND GET ACCESS TO OUR BUYERS AND SELLERS LEADS!



Our team learning from each other and our reps from Summit Funding!



Trevor helps agents call from our database of leads!

704-997-3794 | GREATBROKERLEADS.COM | NANCY@SHOWCASEREALTY.NET

## How Do You Choose a Brokerage?

The Relationship Between an Agent & Broker/Owner should be like that of an Employer (Agent) and Employee (Broker) NOT the other way around.

- When an Agent decides to hire a Brokerage, they have a pre-determined set of questions – a set criteria – they will use to judge the Brokers they interview
- They know in advance what they are looking for
- They use reason and logic
- They want to hire somebody to do a very important job for them



Make an informed decision

You need to know in advance:

- The kind of Broker you want
- The things that are most important to you
- The important questions to ask

## The 4 Mistakes to Avoid When Choosing a Brokerage

- Choosing the Broker who promises the highest commission split even if the split seems to be unrealistic
- Choosing the Broker who promises to save you money by paying for signs, cards or marketing.
- Choosing the "nicest" Broker
- Choosing an Broker who works all by themselves, because you think they will provide you more personal attention and an over abundant of "qualified Leads"

## Why Choose Showcase Realty LLC

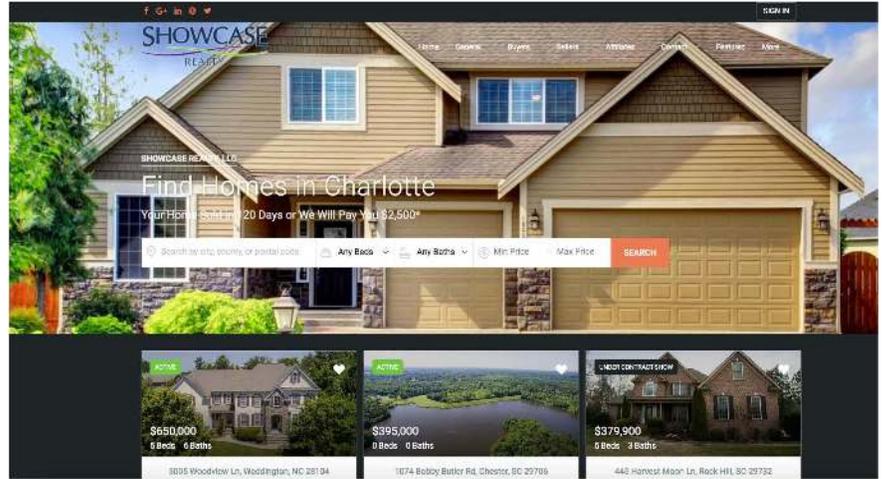
We Offer You:

- Unparalleled Support
- Coaching
- Real Lead Generation
- Marketing
- Ongoing Training
- Broker Support
- Technology
- Great Location

More than Any Other Local  
Brokerage...BAR NONE!



# BUYER SEARCH WEBSITES



# LEAD TRACKING



# LEAD FOLLOW UP

Edit Campaigns

### Drip Campaign Library

Below is a list of all campaigns available for you to copy to your account and start using. [Back to My Campaigns](#)

**From Commissions Inc.**

Buyer - CINC TEMPLATE :: Buyer Bad Phone	2 Touches	<a href="#">view</a>   <a href="#">copy</a>
Buyer - CINC TEMPLATE :: Buyer Nurture 8 Weeks	7 Touches	<a href="#">view</a>   <a href="#">copy</a>
Buyer - CINC TEMPLATE :: New Buyer Lead Sequence	8 Touches	<a href="#">view</a>   <a href="#">copy</a>
Seller - CINC TEMPLATE :: New Seller Lead Sequence	8 Touches	<a href="#">view</a>   <a href="#">copy</a>
Seller - CINC TEMPLATE :: Seller Bad Number	3 Touches	<a href="#">view</a>   <a href="#">copy</a>

## SHOWCASE REALTY

# WHAT OUR AGENTS SAY

"The day of my first open house, I met with many interested investors and home buyers, who I now look forward to helping them find what they are looking for. I even got to meet with one investor who has \$5 million just waiting to be spent and has had unsuccessful attempts at finding a good agent prior to meeting with me. I look forward to hosting many more open houses in my career and connecting with/helping buyers find all the aspects they need to have their goals met!"

**Jessica Sinski**



"Working at Showcase Realty is an amazing adventure. It is a dynamic environment with an emphasis on technology and web presence. The staff and agents are great. The owner and Broker In Charge Nancy Braun is a pleasure to work with and a treasure trove of knowledge."

**Tripp Ingle**



"I have been working for Showcase Realty for 3.5 years now and I love the work atmosphere and the people that I get to work with. I work in the REO department handling foreclosed properties from pre-marketing to contract and have learned and grew tremendously. Not one single day is same which makes my job challenging and interesting. There are ton of leads too and I closed few transactions while working full-time at the office."

**Hazel Bae**



**We offer you more than any other local brokerage...  
bar none!**

Let us help you **SELL** more houses, **EARN** more money and  
**BE** a part of a great team.

Call Nancy Braun directly for a confidential conversation  
today at 704-488-3109, or  
email [Nancy@ShowcaseRealty.net](mailto:Nancy@ShowcaseRealty.net)

[www.ShowcaseCareers.com](http://www.ShowcaseCareers.com)

**ACCEPT OUR \$25,000 GUARANTEE...**

You will make at least \$25,000 MORE in the next 12 months than you did in the previous 12 months (guaranteed in writing), or we'll pay you the difference!\*

(\*conditions apply)



So here's my offer...

If you are an Ambitious Agent with a proven track record, wanting to bank a higher income each and every year by selling real estate, contact me for a confidential discussion.

We can discuss your business building and income goals, your pain points and how we can help you ease those burdens, the type of culture that we offer, the tools that will be available to you, and so much more.

This conversation will have one of two outcomes:

1. You will understand Showcase Realty's agent offering better and get to know who I am, as a Broker/Owner and as a person. There's nothing like a one-on-one conversation to make an informed decision. Know that I have no expectations and expect no obligation from you. This is a meeting purely to introduce you to who we are and what we can do for your business. OR,
2. You can walk away from our meeting armed with a clearer understanding of your business goals, stay at your brokerage and perform at a higher level.

Either way, I'd love to meet with you.

Call me at 704-488-3109 or email [Nancy@ShowcaseRealty.net](mailto:Nancy@ShowcaseRealty.net) today and let's set up an appointment.

Nancy Braun, Owner/Broker  
Showcase Realty LLC

P.S. Thanks for reading this letter. I believe it was meant to be. Opportunities do come your way, this is one, so embrace it and discover how to grow and establish your own real estate business.

**Our agents sell over 2x more than the average agent. We can help you do the same.\***

**You will make at least \$25,000 MORE in the next 12 months than you did in the previous 12 months (guaranteed in writing), or we'll pay you the difference!\***

(\*conditions apply)



## **CHARLOTTE OFFICE**

1430 S Mint St #106, Charlotte, NC 28203  
(704) 997-3794

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w [ShowcaseCareers.com](http://ShowcaseCareers.com)