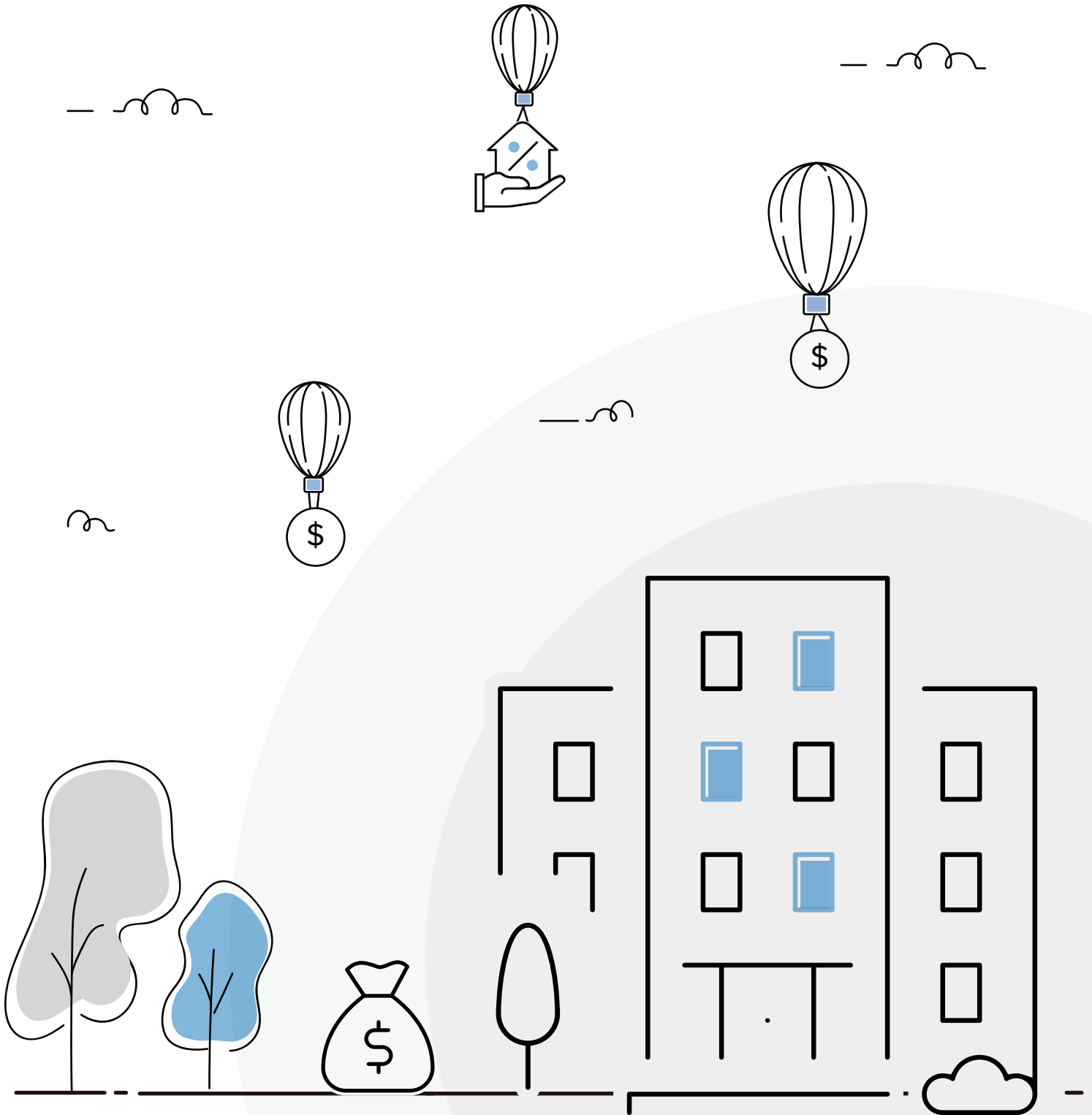


# Efficacy of SalesIQ

for your real estate business



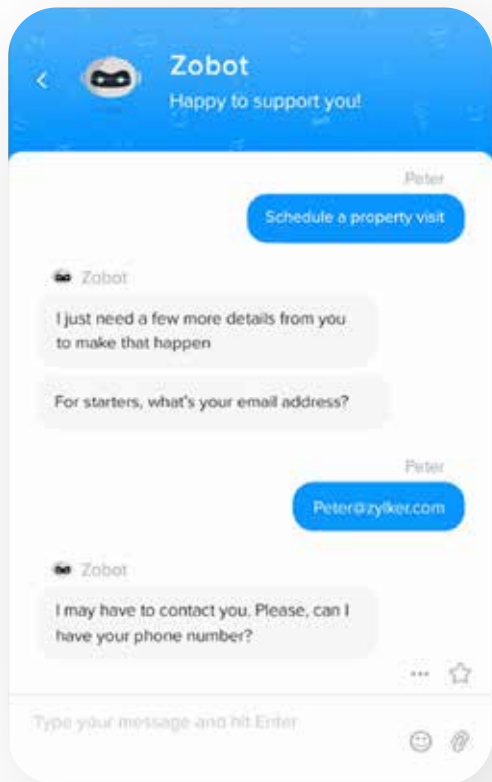
# Why use SalesIQ for real estate?

Turn your real estate leads into sale opportunities using an instant communication platform and boost your sales.

## How do you benefit from powering your CRM with SalesIQ?

- Reach prospective clients generating leads to your CRM.
- Qualify and engage potential homebuyers at the right moment.
- Expand your customer base, and convert clients to customers seamlessly.
- Retarget homebuyers using CRM insights to double your ROI.





## Always up and prospecting!

Zobots can capture and qualify countless prospective clients 24,\*7 passing on the sales ready leads to the right team.

## Score your potential clients

Add points to your clients based on their CRM value and activity on your website. Focus on those who have an increased probability of conversion.

If **action** is equal to **Property brochure download** and **Revenue in pipeline** is more than **2000**

**ADD 150 points**

Lead	
Average Time Spent (Minutes)	05 hours 05 mins
Most Recent Visit	Feb 24, 2019 06:21 PM
First Page Visited	<a href="https://zylker.com">https://zylker.com</a>
Visitor Score	150



# Be on the watch for potential homebuyers

Receive notifications inside your CRM when leads land on your site capture them proactively based on their visit and deals information.

Page	Time Spent
Zyker Inc	
Zyker Inc	190 mins
Due to visitor inactivity, chat has ended	320 mins

The screenshot shows a 'Visitors Online' window with two visitor profiles. The first visitor is Peter Thompson, with a score of \$5000, who has visited 4 pages in 01:29, with a score of 30. The second visitor is Visitor 43703, with a score of 28, who has visited 4 pages in 02:10, with a score of 28. Both visitors are currently on the 'Zyker Inc' page.

## Automated targeting

Prompt buyers at the perfect moments with tailored messages and actions, nurturing your potential client from lukewarm to red-hot.



Top listed in Pittsburgh

1603 Arcilla St, Pittsburgh, TX 78197..

1978 SqFt House In Park East

3 BR 3 BA 1,955 Sf

If the **number of visits** is more than **2** and

if **Campaign Name** is **Pittsburgh\_Deals**

send **top listed in Pittsburgh** after **2 minutes**.



Zobot



A spacious villa with all amenities at the heart of your city!

 [Schedule a visit to this property](#)

## Zobot, your intelligent realtor

Even when your teams are busy or away, Zobot can schedule property visits along with the property pictures, new listings and much more.

## Channelize expert consultations

Redirect buyers based on their CRM value and queries on licensing, contracts, and agreements for industry expertise.

 Peter

[Schedule a visit](#)

 Zobot

Hold on! connecting to our VIP executive for VIPs like you!

Chat forwarded to Max, Executive realtor

 Max

Could you please share the type of property you're interested in?

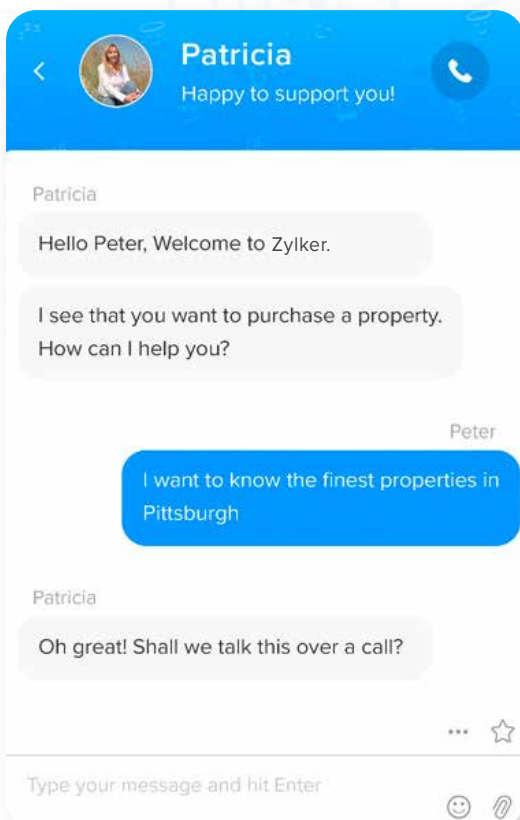


## Know your clients inside out

Prospect homebuyers based on their site behavior and actions and enable sales reps with this vital data for better communication.

Visits

Pages Visited	Chat History	Visit History	
<i>Actions</i>	<i>Pages</i>	<i>Time Spent(mins)</i>	<i>Time</i>
Chat	Chat with Patricia	01 hours 21 mins	Feb 24, 2019 07:24 AM
Accessed	https://zylker.com/home	15 mins 41 secs	Feb 24, 2019 09:24 AM
Accessed	https://zylker.com/pricin...	02 hours 7 mins	Feb 24, 2019 03:28 PM
Accessed	https://zylker.com/home	05 mins 22 secs	Feb 24, 2019 05:21 PM
Navigation	https://zylker.com/supp...	01 hours 36 mins	Feb 24, 2019 06:21 PM



## From prospecting to purchasing

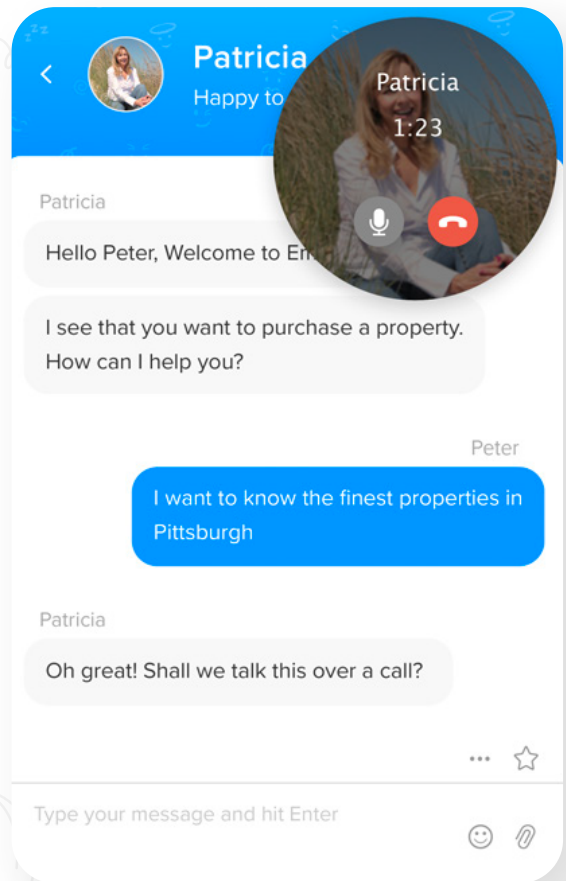
Engage your customers using a real-time messaging platform to support and connect with them while simultaneously boosting sales.





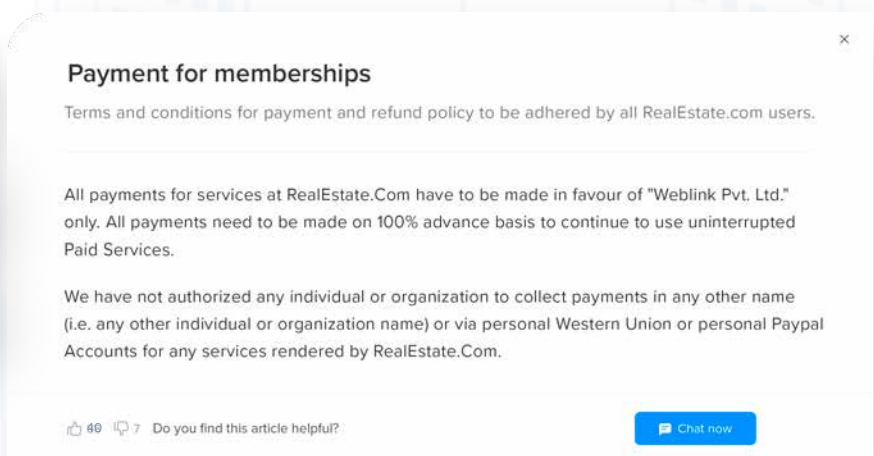
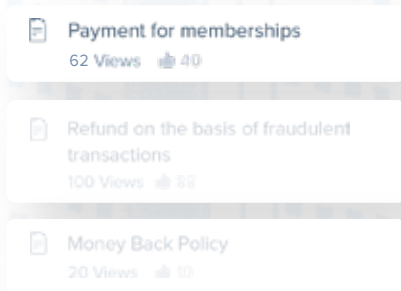
## Personalized engagement

Talk to homebuyers by asking a series of questions, building trust in your brand and a better customer experience.



## Self-service articles

Help customers answer common questions on the legal process or new property amendments right inside the messenger, even when you're away.





## Sell from anywhere

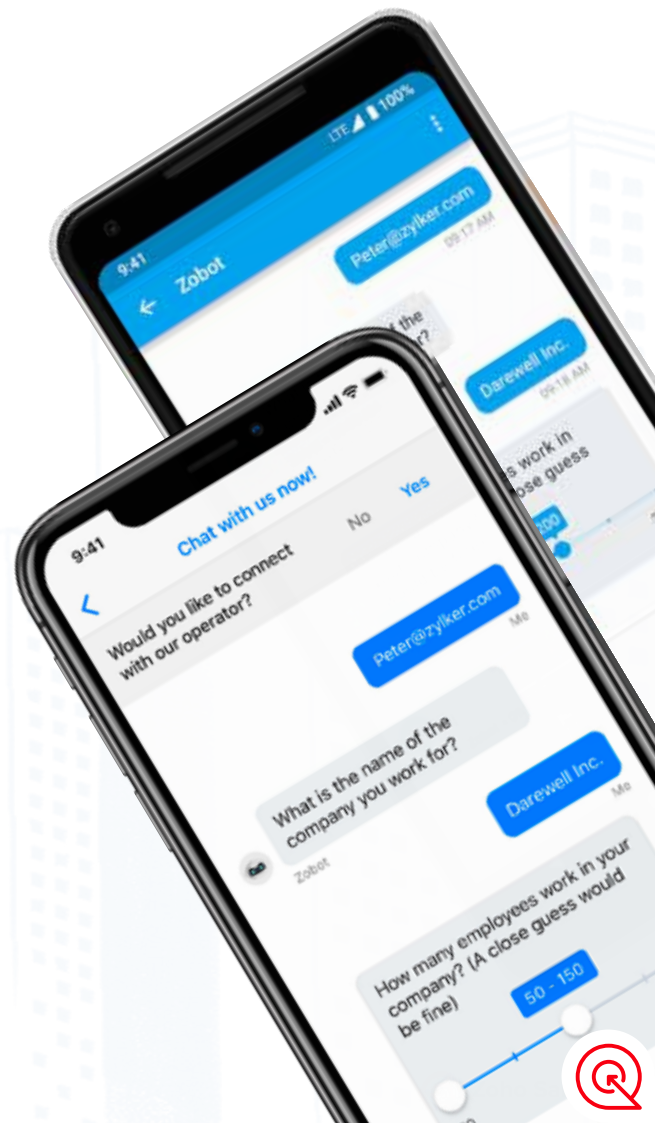
Opportunities knock at any time. Sell with our mobile app even on the move.



## Supercharge your mobile app

*"62% of the customers expect live chat when they visit your mobile app"*

When they're on the move, customers can still reach you through our Mobile SDK for support anytime, anywhere.







*"When I started searching for something to replace Tidio Chatbot, Zoho SalesIQ's Zobot came up in the search. After checking out [Zoho SalesIQ](#), we decided to try it and decided it was the right choice for us."*

**Francell Burnett**

Owner/Agent | Clements Realtors

