

# ColdwellBankerOnline.com Any House. Anytime. Anywhere.

# Personalized and Branded E-Mail Marketing Our Latest eMarketing Tools are Now Available

# Use E-Mail Marketing To:

- ▶ Promote Properties
- Promote Yourself
- Communicate with Clients

# **Program Features:**

- ▶ Email Listings
- Email a Personal Message
- ▶ Develop a Client Database for Ongoing E-Mail Campaigns.

# Benefits to You:

- ▶ Free and Easy to Use
- Exclusive Communications Tool
- Professional E-Mail

From: am.schafer@cbexchange.com[Mailto:am.schafer@cbexchange.com] Sent: Friday, June 01, 2007 11:33 AM To: Schafer Anne Marie Subject: This Home is Perfect for You!

# ColdwellBankerOnline.com



I wanted to personally send this property to you. I think it's exactly what you are looking for. Please call me with any questions.

Thanks, I'll be in touch soon.

#### 90 RIDGE ROAD, Highland Park, IL

The curb appeal of this outstanding new home is beautifully enhanced by its oversized 160' wide lot. Staggered elevations, bay windows & a two story arched entry welcome you & your guests to an equally exciting interior. 10 ft ceilings on the first floor enlarge the open, bright floor plan. The large cherry kitchen is completed w/stainless steel appliances, an 8' granite island plus separate table area. It opens to a generous family room with fireplace & wall of expansive windows & doors to the yard & patio. In addition to formal living & dining rms a private study, powder rm, laundry rm & separate mud rm complete the first level. 4 big bedrooms, 3 full baths & 9 ft ceilings create the second floor. A large master suite offers 2 walk-in closets plus a luxurious marble tiled bath w/cherry wood & granite finishes. Fully finished lower level inc 5th bedrm, full bath & huge rec space. Upscale designer selections thru-out. Private yard, 3-car gar. Call for detailed information about interior and exterior finishes.)

\$1,495,000 Beds: **Full Baths:** Half Baths:

Property Type: Residential - Single Family

View full listing info

Anne Marie Schafer Coldwell Banker Northbrook Tel: (847) 753-6263 View My Profile Contact Me



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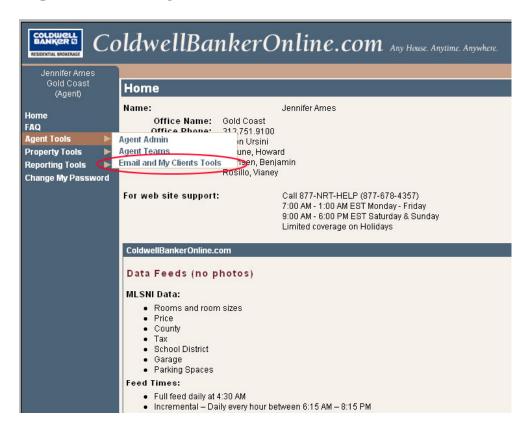
Please do not reply to this message. If you have any questions or comments, please contact Anne Marie Schafer directly.

This email was sent to registered users of the Coldwell Banker Online website. Update your account preferences if you no longer wish to receive emails or visit our account removal page to unregister your account.

# **Coldwell Banker Online: Email and My Clients Tools Guide**

• Sending a Branded Property Email to Your Clients

**Steps 1 and 2: Getting Started** 



**Step 1**: Log on to the Local Site Admin (<a href="http://chicago.nrtwebadmin.com">http://chicago.nrtwebadmin.com</a> or you can get to the site from CBResourceCenter.com, on the right side under 'Company Links')

**Step 2**: Select agent tools and the Email and My Clients Tools.

Step 3: Enter the MLS Number of the Listing You Would Like to Email



Enter the MLS number of the property you wish to send\* and click on the Next button.

\*note: You may send out any property, however the property must have at least two photos.

#### Steps 4 and 5: Entering Client Email Addresses and Subject Line



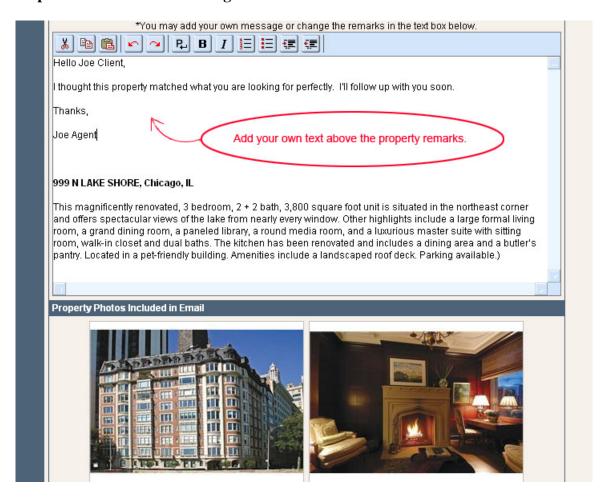
**Step 4**: Enter the email addresses of the clients you wish to send the property to. This can be done 3 ways:

- Type the address into the 'To' field\*
- Copy and paste the email addresses into the 'To' field\*
- Click the 'To' button on the left side of the field and select recipients from your client list.

\*Note: Emails for options 1 and 2 must be separated by a semi-colon (;)

**Step 5**: Enter a subject line for your email. This could be the address of the property or whatever you would like it to be.

#### Step 6: Add a Personal Message

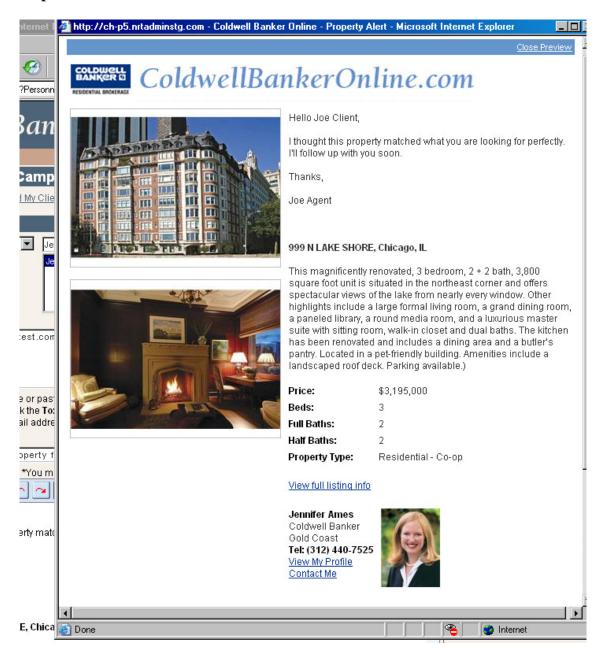


Add a personal message above the property remarks if you would like, this is not required. Simply click in the box above the listing address to add you message.

#### Please note:

- The remarks for the property that are in the Local Site Admin are automatically placed in the email, these can be edited.
- The first two photos attached to the property in the Local Site Admin are placed in the email as well. **Photos can not be changed.**

Steps 7 and 8: Preview and Send



**Step 7**: Once you have entered the email recipients, a subject line and added any text, you are ready to preview the email. Click on the preview button below the Remarks field. Please note that if you have a pop-up blocker you will need to hold down the Control key (Ctrl) when clicking on the Preview button.

The preview is an exact copy of what the email will look like. Please review for any grammatical errors and to make sure the message is correct.

**Step 8**: Click the Send button to send the email to your clients.

# Sending an E-Mail in Property Tools

This option allows you to search your office's listing inventory to send an email campaign. You will not need to know the MLS number. Follow the steps below and then follow steps 4-8 from above to complete your email campaign.

**Step 1: Getting Started** 



Step 1: Select Property Tools then Property Admin

### **Step 2: Searching Office Listings**

Jennifer Ames				
Gold Coast (Agent)	Propert	y Search		
Home	Use the sea	rch options below to locate pro	perties for editing. The numbers i	
FAQ	Property Search Options			
Agent Tools	MLS #:			
Property Tools  Reporting Tools	Address:			
Change My Password	Office:	Gold Coast	<u> </u>	
	Agent:		Show Only Properties	
	Agent:	Ames, Jennifer(31) Bennett, Renee(4) Buckley, Jill(5) Chez, Katherine(10) Cohen, Jean(3) Dry, Jeri(10) Eldridge, Gregory(1) Gutilla, Andrea(2) Jakovich, Melinda(18) Kahn, Alison(2) Knorr, Kathleen(3) Lemer, Robin(3) McKenna, Mark(1) Meehan, Jennifer(2) O'Connor, Mary(4)	Are luxury properties Have a virtual tour Have no photos Have multiple photos Have remarks Have no remarks Have open houses so Do not have a map lo Property has a firepla	

Step 2: Your name will be highlighted, if you are updating or want to email one of your listings simply click the Search button.

If you would like to search for listings in your office, click on the agent's name and then the Search button.

\*Note: Even though you can search other agent's listings in your office, you can still only modify or update your own listings. See examples below.



**Step 3: Selecting a Property to Send** 



You will come to the Property Results page. From here you can either click on a property for more information or you can click on the 'New Email Campaign' link to create a listing email.

Notice on the first listing that there is not a 'New Email Campaign' link. This is because the listing only has one photo; to create a campaign a listing must have two photos.

After clicking on the 'New Email Campaign' button you will be taken to the New Email Campaign page. Follow steps 4-8 from 'Sending a Branded Property Email' to complete your email campaign.

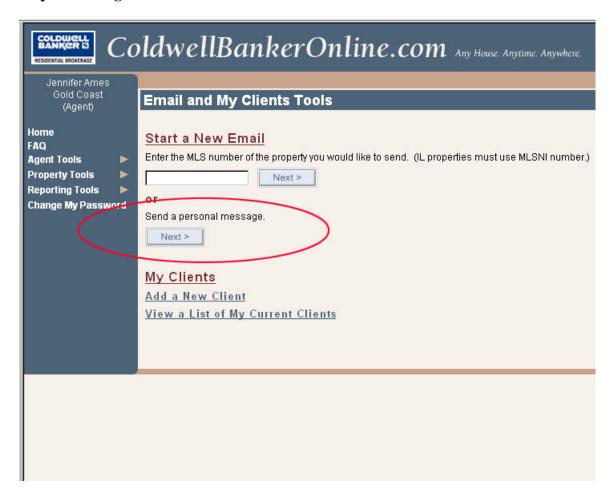
\*If you would like to block other agent's from sending your listings to their clients, all you need to do is go to the Property Details page of the listing you would like to block and click on the 'No' beside 'Allow Agent Email Alerts' as shown below.

Property Details			
Beds:	3	Full Baths:	3
Status:	Active	Half Baths:	1
Square Feet:	0	Date Listed:	8/1/2006
Display With Team:	Yes	Display Price Change Icon:	Yes
Display Address On Web:	Yes	Display On Web:	Yes
Allow Agent Email Alerts:	C Yes © No		

## • Sending a Personal Branded Email Message

Send a personal Coldwell Banker Online branded message out to one or all of you clients. Send market updates, local events or any news you think your clients should know in a great looking branded format. Think of this as your email stationary.

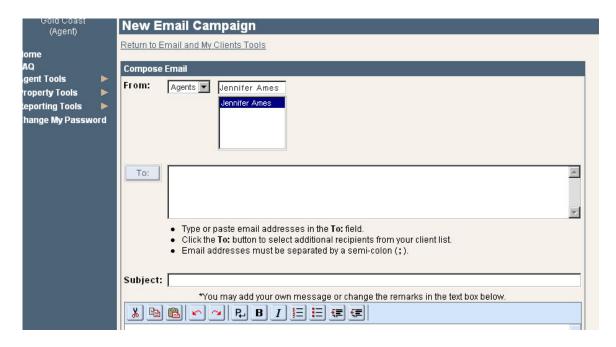
**Step 1: Getting Started** 



As with sending a listing email, select Agent Tools and then Email and My Clients Tools.

Once you are on the Email and My Clients Tools page click the Next button under the heading 'Send a personal message'.

#### Steps 2 and 3: Entering Client Email Addresses and Email Subject Line



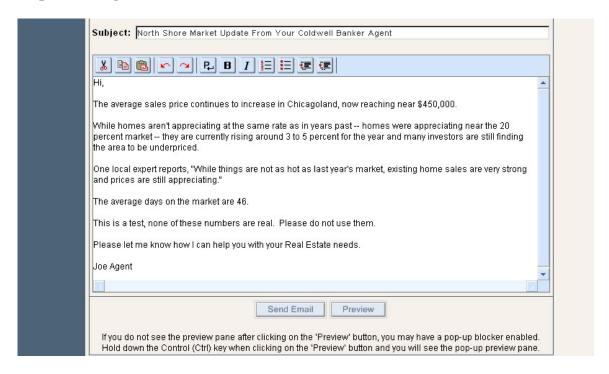
**Step 2**: Enter the email addresses of the clients you wish to send the property to. This can be done 3 ways:

- Type the address into the 'To' field\*
- Copy and paste the email addresses into the 'To' field\*
- Click the 'To' button on the left side of the field and select recipients from your client list.

\*Note: Emails for options 1 and 2 must be separated by a semi-colon (;)

**Step 3**: Enter a subject line for your email.

### **Step 4: Adding Text**



You are able to cut and paste text or type the text into the field. This field also includes some editing features such as adding bullet points, numbered lists as well as bold or italicized text.

Remember, this can go to your entire list or just one person. Send market updates, relevant articles, local events and more. You know your clients best, so you decide what information you believe will be most relevant to them.

#### Steps 5 and 6: Preview and Send



**Step 5**: Once you have entered the email recipients, a subject line and added your personal text, you are ready to preview the email. Click on the preview button below the Remarks field. Please note that if you have a pop-up blocker you will need to hold down the Control key (Ctrl) when clicking on the Preview button.

The preview is an exact copy of what the email will look like. Please review for any grammatical errors and to make sure the message is correct.

**Step 6**: Click the Send button to send the email to your clients.

# **My Clients Tool**

How to Register a Client and Create a Client Database

The My Clients Tool offers you the ability to set up a database of your current clients as well as register them for New Listing Alerts, Open House Alerts and Coldwell Banker Online.

#### \*Notes:

- You do not need to enter your clients to send emails.
- If a client has registered with the site and selected you as their preferred agent, they will automatically be enter as a client under the My Clients Tool.

**Step 1: Getting Started** 



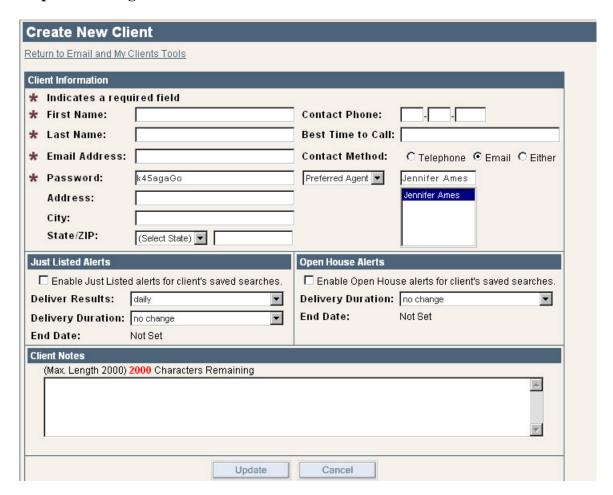
Once logged in the Local Site Admin, select agent tools and Email and My Clients Tools.

**Step 2: Getting to the Client Registration Page** 



To begin registering one of your clients, click on <u>Add a New Client</u> below the My Clients header, you will then go to the Client Registration page.

**Step 3: Entering Your Clients Information** 

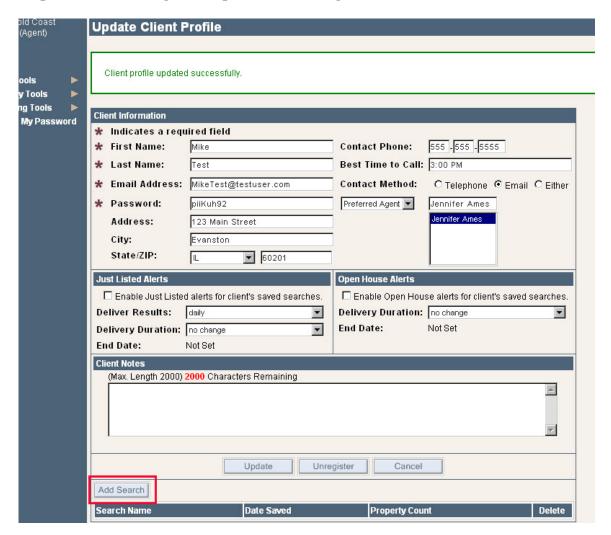


On the client registration page, First Name, Last Name, Email Address and Password are required to register the client with the MLS. An auto generated password is provided, however you can change this by clicking in the text field, erasing the current password and entering what you would like it to be.

Other fields are provided for your convenience, these include address, phone, best time to call, best contact method as well as a client notes section for any additional information.

If you look at the middle of the page you will see Just Listed Alerts and Open House Alerts. I'll get to that in a couple steps, for now you want to click on the Update button.

#### Steps 4 and 5: 'Unregister' Option and Adding a search

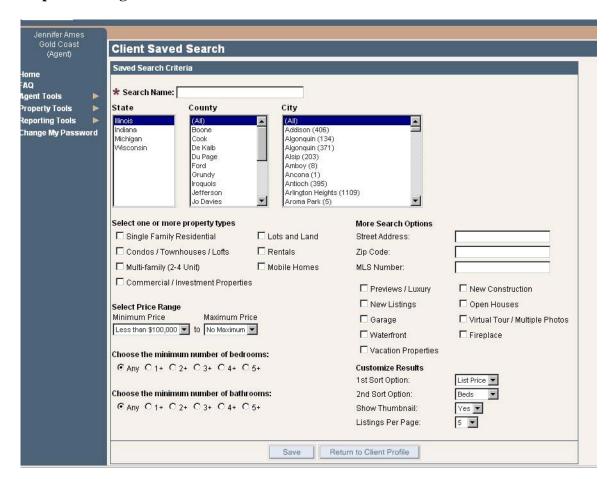


**Step 4**: After you click 'Update' the page will refresh, saving your client information and offering you additional options.

Below the Client Notes section an 'Unregister' button appears. Use this only if you no longer want to be able send emails to the client.

**Step 5**: Getting back to the Just Listed Alerts and the Open House Alerts, with these tools you have the opportunity to set up drip campaigns for your clients and have the option to control how often they receive emails, but first you need to add a search for your client. Click on the 'Add Search' button near the bottom left of the page.

Step 6: Adding a Saved Search

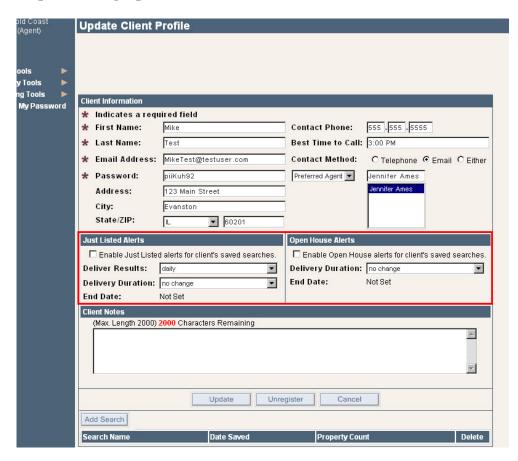


On the Client Saved Search page you will be able to select the home criteria for your client using the same options that are on ColdwellBankerOnline.com, making this easier to use.

First you have to name the search, for example 'Evanston Search'. Then you would select the criteria to match your client's needs. After you make your selections click the 'Save' button at the bottom of the screen. To go back to the client's profile page click on the 'Return to Client Profile' button.

Once you are back on the Client Profile page you can add another search by following the same directions. Up to five searches can be saved for a client.

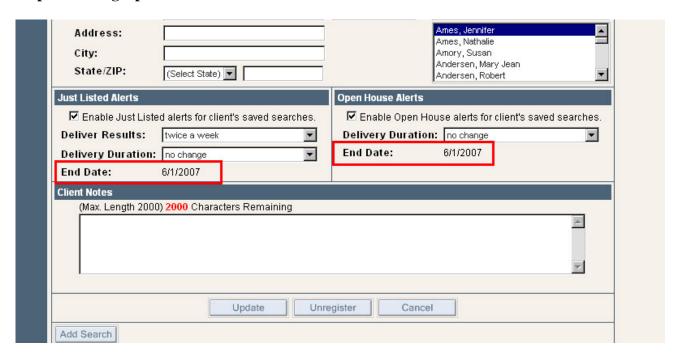
Step 7: Setting Up Just Listed and Email Alerts for Your Client



Once you have added the saved searches for your client, you are ready to set them up for Just Listed and Open House Alert emails.

First, check the box just under the headings to enable the alerts. Then you will be able to set the frequency on the emails for the Just Listed alerts range from daily to bi-monthly. And for both you will be able to set the duration of the campaign.

Step 7: Setting Up Just Listed and Email Alerts for Your Client Continued



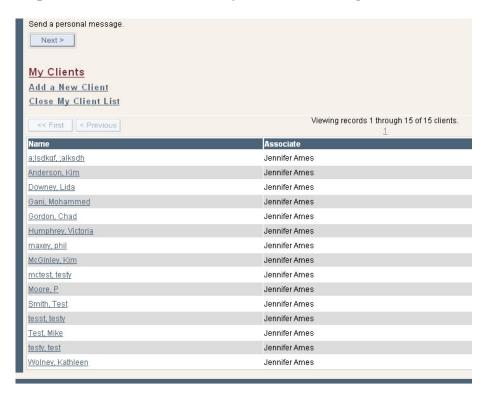
Once you have selected the duration, click on the Update button to save your work. Once the page has been saved, the campaign end date will appear as it does in the screen below.

Step 8: Return to Email and My Clients Tools Page



To view a list of your clients click on the View a List of My Current Clients link.

Step 8: Return to Email and My Clients Tools Page Continued



This will open up the page to show your clients. To update a client click on their name. This will take you into their profile page where you can update contact information, email preferences, saved searches and more.