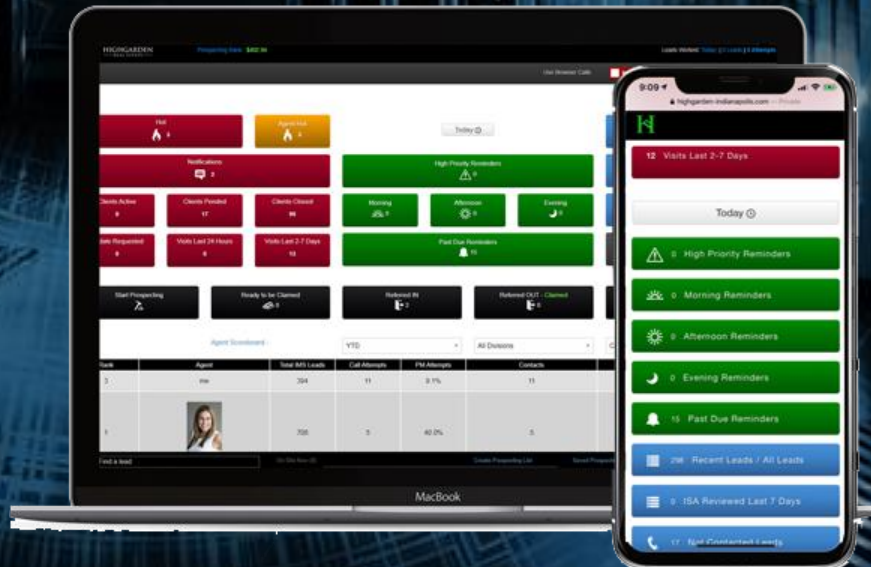
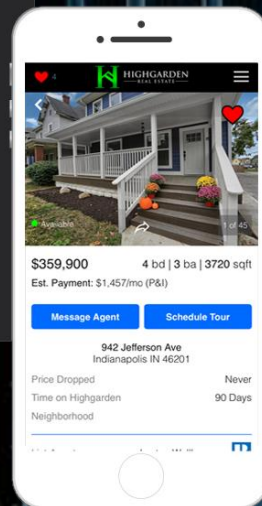
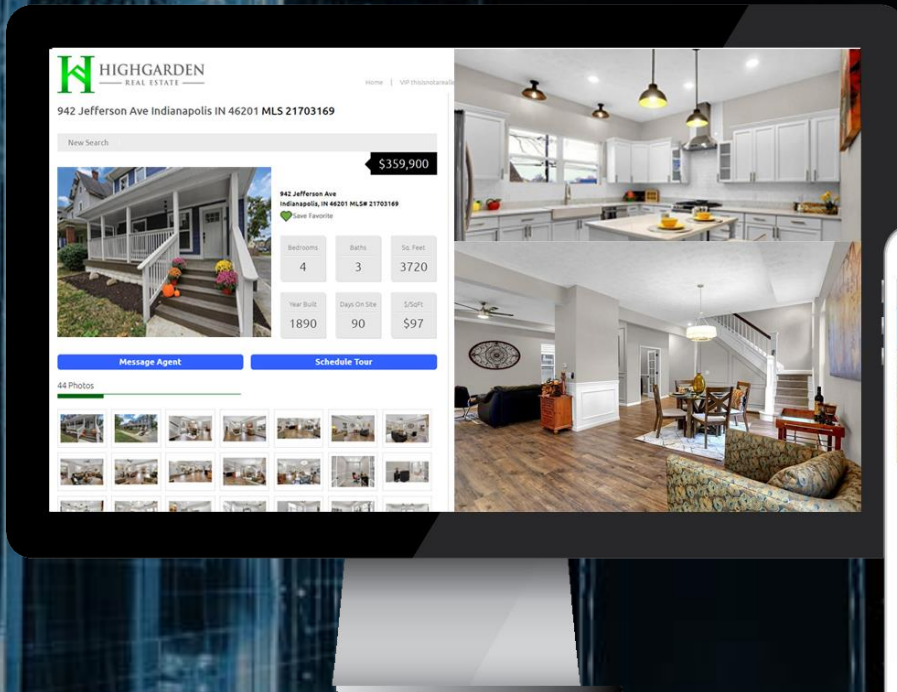




Technology Overview





ONE Inclusive Platform

Marketing

Highgarden Real Estate Indiana
Sponsored ·

Carmel 🔥 New Homes Just Listed!
View HD Photos, Maps & MLS Data Now! 📸🗺️
#SinceYourLastVisit ❤️ #VIP

Carmel 🏠 1585
Mairn Ave | ...
6BR / 6BA | \$1,189,0...

[Learn More](#)

Carme Frenzel F
6BR / 5BA

👍 Like 💬 Comment ➦ Share

Branding

Toby Smith
HighGarden Real Estate
REALTOR®
2018 OCCASION
Start Today!

HIGHGARDEN
REAL ESTATE

Reviews: 0 | Listing: #01026747

ABOUT SEARCH HOMES SELL WITH HIGHGARDEN TESTIMONIALS CAREERS CONTACT MORTGAGES

Find a Home
INDIANAPOLIS LOCATIONS

ENTER A CITY OR SUBDIVISION

-TYPE- -MIN- -MAX- -BED- -BATH-

[BEGIN SEARCH](#)

Managing

HIGHGARDEN REAL ESTATE Prospecting Bank: \$132.34 Leads Worked, Today: 0 | Leads: 0 | Attempts: 0 | Contacts: 0 | Meetings Set

Use Browser Calls: Yes TEST Leads Are: Off Receive Leads Outside My Prefs: No

Hot 🔥 7

Agent Hot 🔥 10

Today 🕒

Recent Leads / All Leads 📄 701

ISA Reviewed Last 7 Days 📄 0

Notifications 📄 0

High Priority Reminders ⚠️ 0

Not Contacted Leads 📞 293

Clients Active 11

Clients Pending 3

Clients Closed 48

Morning 🌞 0

Afternoon 🌞 0

Evening 🌙 0

30+ Days Since Contact 📞 258

Update Requested 0

Visits Last 24 Hours 11

Visits Last 2-7 Days 27

Past Due Reminders 🔔 0

Needs Update ? 0

Start Prospecting 🚀

Ready to be Claimed 📄 0

Referred IN 📄 0

Referred OUT - Claimed 📄 12

Referred OUT - Unclaimed 📄 0

Sent Back to Me 📄 0



HIGHGARDEN
— REAL ESTATE —

“Automated Intelligence Built In”

AI

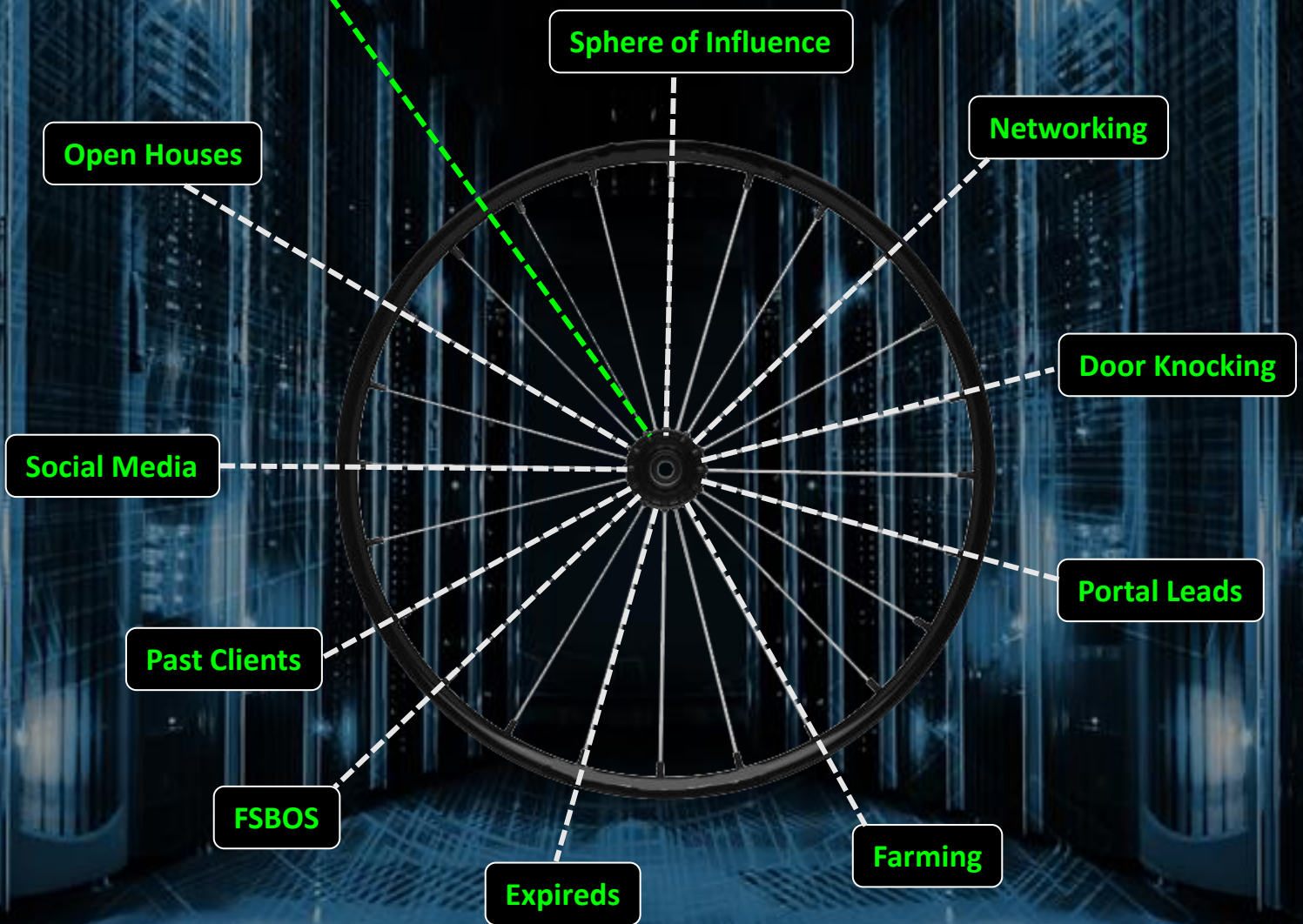
**Automated Intelligence
is something that...**

- **monitors and learns**
- **happens behind the scenes**
- **gets things done on your behalf**
- **helps you be more efficient and effective**



HIGHGARDEN
— REAL ESTATE —

Highgarden Leads



The goal is to get you to 100-150 past clients, quicker.



Lead Gen



+



+



AI

=

Industry Advantage

Integrating directly with Facebook to harness Facebook's AI allows us to generate higher quality leads. We deliver the exact right homes, in front of the exact right people, at the exact right time on the exact right platform (in their Facebook and Instagram newsfeed).

Highgarden Real Estate Indiana
Sponsored · 🌐

🔥 Carmel 🔥 New Homes Just Listed!
View HD Photos, Maps & MLS Data Now! 📸👉
#SinceYourLastVisit ❤️ #VIP

🏠 Carmel 🏠 1585 Mairn Ave |... Learn More
6BR / 6BA | \$1,189,0...

🏠 Carme Frenzel F
6BR / 5BA

👍 Like 💬 Comment ➦ Share

MESSAGES now

Lead
LEAD OPPORTUNITY
Leslie - Carmel - Clay Corner - \$1,189,000

[View Opportunity](#)

Accept & Call This Lead

This lead matches your lead preferences, skipping it will add to your skip count.

Leslie
812-455-437x Eastern
1017seibert@gmail.com

Time Remaining: 7:21

Registered While Viewing

1585 Mairn Ave, Carmel
Clay Corner
\$1,189,000
6 BR - 9662 sqft Clay Corner

Lead Profile

Search Terms

No Thanks, I'll Pass **Bad Lead**

HighGARDEN CRM

Proposing Leads: 8133/34

Lead Status: Leads Worked (0/1) | Leads (1) | Attempts (0) | Contacts (0) | Meetings (0)

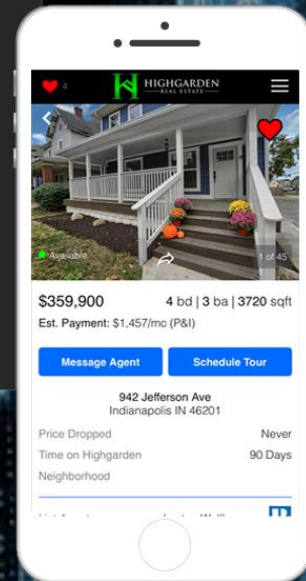
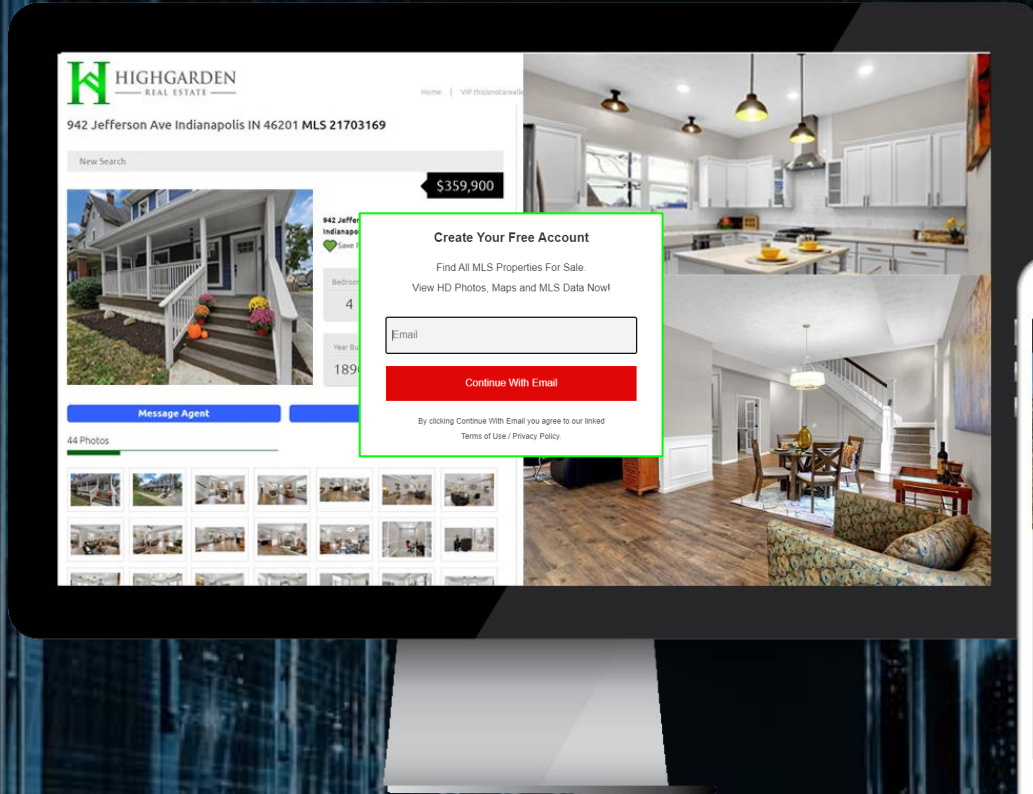
Lead Source: Leads App (0) | Referrals (0) | Direct (0) | Other (0)

Lead Status: Referred (0) | Not Contacted (299) | Needs Update (0)

Lead Status: Start (0) | Ready to be Claimed (0) | Referred IN (0) | Referred OUT - Claimed (12) | Referred OUT - Unclassified (0) | Sent Back to Me (0)



Highgarden – VIP Leads



Create Your Free Account

Find All MLS Properties For Sale.
View HD Photos, Maps and MLS Data Now!

Continue With Email

By clicking Continue With Email you agree to our linked
Terms of Use / Privacy Policy.

Final Step!

Just a few more details so we can serve you.

Considering a move? ▾

Full Name

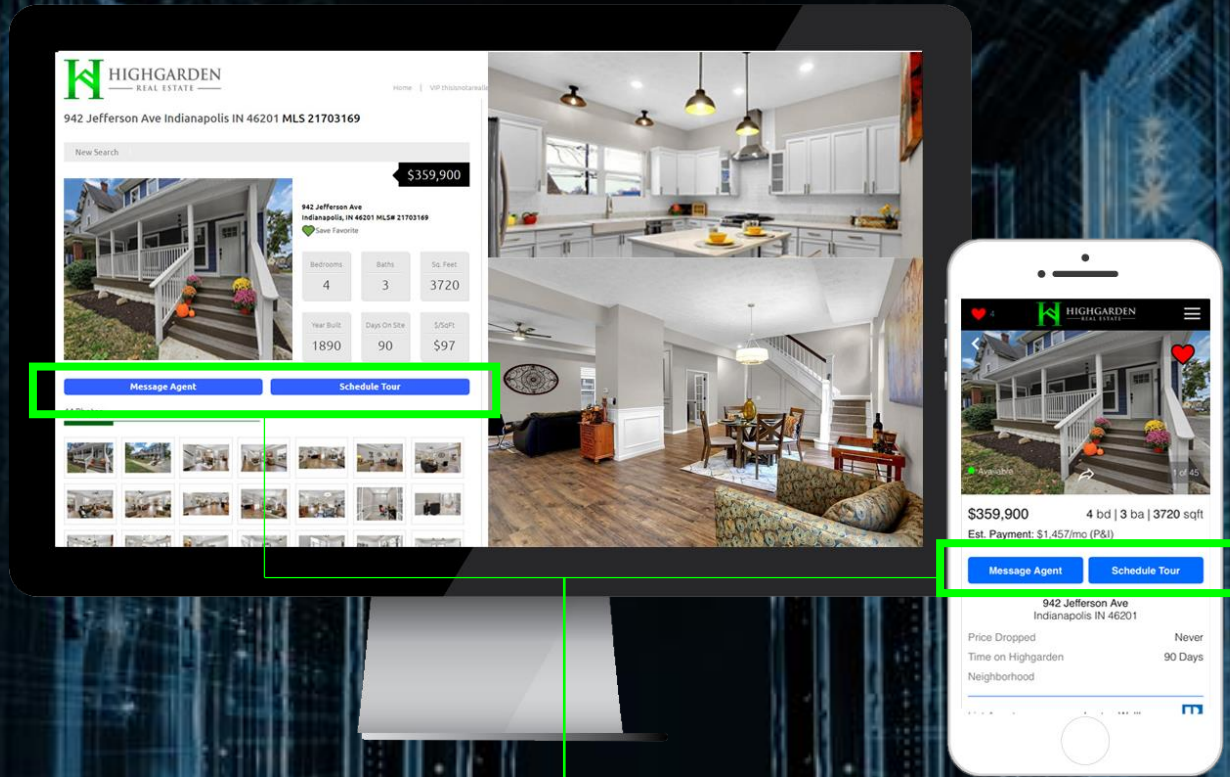
Phone

View Property Details Now!

By clicking View Property Details you agree to our linked
Terms of Use / Privacy Policy.



Highgarden— Speed To Leads



SPEED TO LEAD
INDIANAPOLIS - \$120K - 9258
Cinnebar Dr - MLS [21678709](#) -
Available (79 days) - I am
interested in 9258 Cinnebar Dr
Indianapolis IN 46268

CLICK TO CALL
http://t.highgarden.com/ims_speedtolead/sqblam
Good Luck!

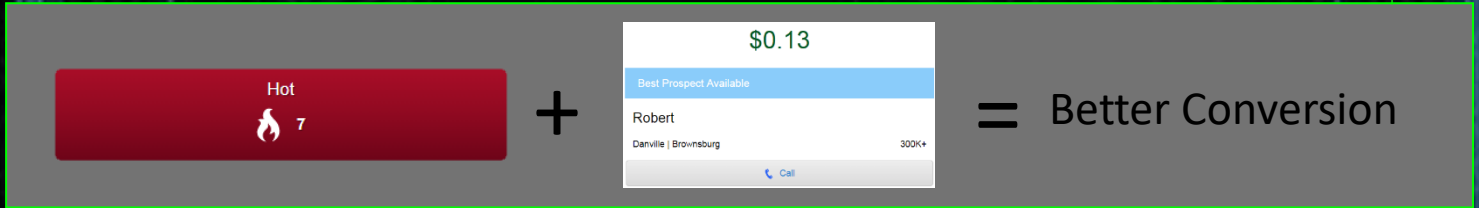
SPEED TO LEAD
ORLANDO - \$150K - 1212
Coletta Dr - MLS O5835384 -
Available (12 days) - Requested
a tour Monday, January 20,
12:00 PM - 12:30 PM to see
1212 Coletta Dr Orlando FL
32807, MLS# O5835384

CLICK TO CALL
http://t.easystreetrealty.com/ims_speedtolead/djbtne
Good Luck!

Existing leads in your database never get reassigned to another agent. Your leads are always your leads. You also receive all the leads from your listings.



Lead Scoring



Whether you have 100's or 1000's of leads in your sphere, Highgarden's proprietary AI lead scoring algorithm ensures nothing falls through the cracks.

Mathew Barnes
Indianapolis 225K
Single Family
Timeframe: Not Determined

Not Contacted
Flagged
Add Tag +

My Notes - 1
5/28/2019 10:41:19
zillow

HOT Triggers NOT HOT - Remove From HOT List

- Clicked on Home from Gateway/Suggest
- Median \$ of Homes Viewed >\$150K
- Lead Visited Website
- Increasing Trend in Website Activity
- Not Contacted** New Lead Registration / Not Contacted
- Visited Website 7+ times in last 15 days
- Visited Website 3+ times in last 5 days
- Looked at 20+ properties in last 10 days

Called: Never
Emailed: Never
Text Sent: 36 Days Ago

Recent Views	\$	X's Viewed	Last Viewed
	275K Indianapolis Active	3 X's	Yesterday
URL	Text		
	250K Indianapolis Off Market	3 X's	4 Days Ago



Lead Scoring

Our system continuously monitors all your leads and notifies you when behavior changes or it appears likely a good time to reach out to a lead.

LEAD ON SITE RECENTLY
Leslie Kingseed
Last Contacted: 2700 days ago
- Last 30 days -
City: Fishers,Noblesville
Props Viewed: 10
Visits to Site: 11
Fav Saved: 0
Forwards: None
Homes viewied 2+x's: 0

View Lead: [http://
www.highgarden-
indianapolis.com/Leads2.aspx?
LEAD_ID=135683](http://www.highgarden-indianapolis.com/Leads2.aspx?LEAD_ID=135683)

Display Name: Lead Pool

Learn how to turn notifications
off for this lead. [https://
youtu.be/g60v6P3aITY](https://youtu.be/g60v6P3aITY)

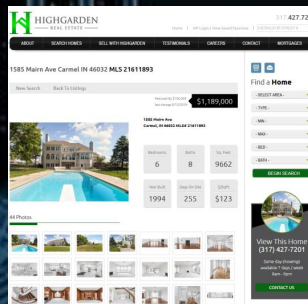
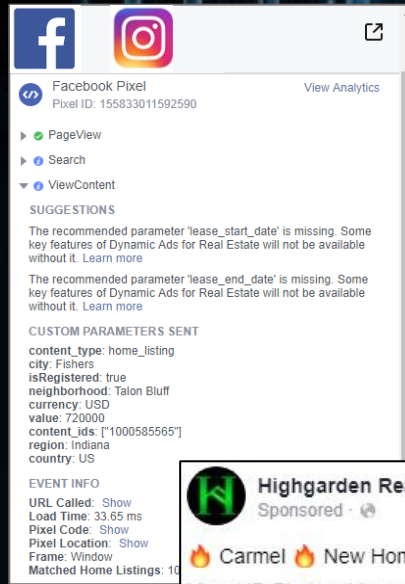
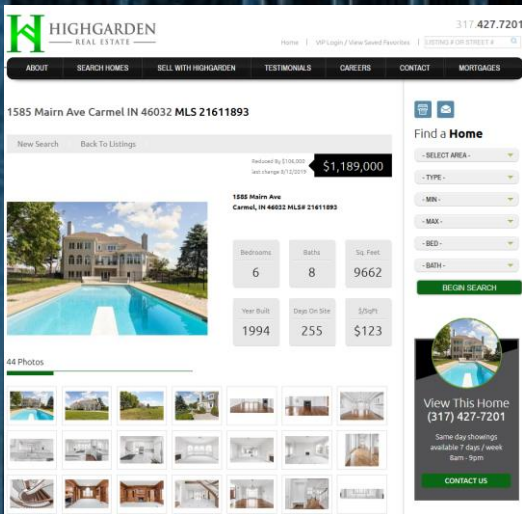
Good luck!



Lead Remarketing



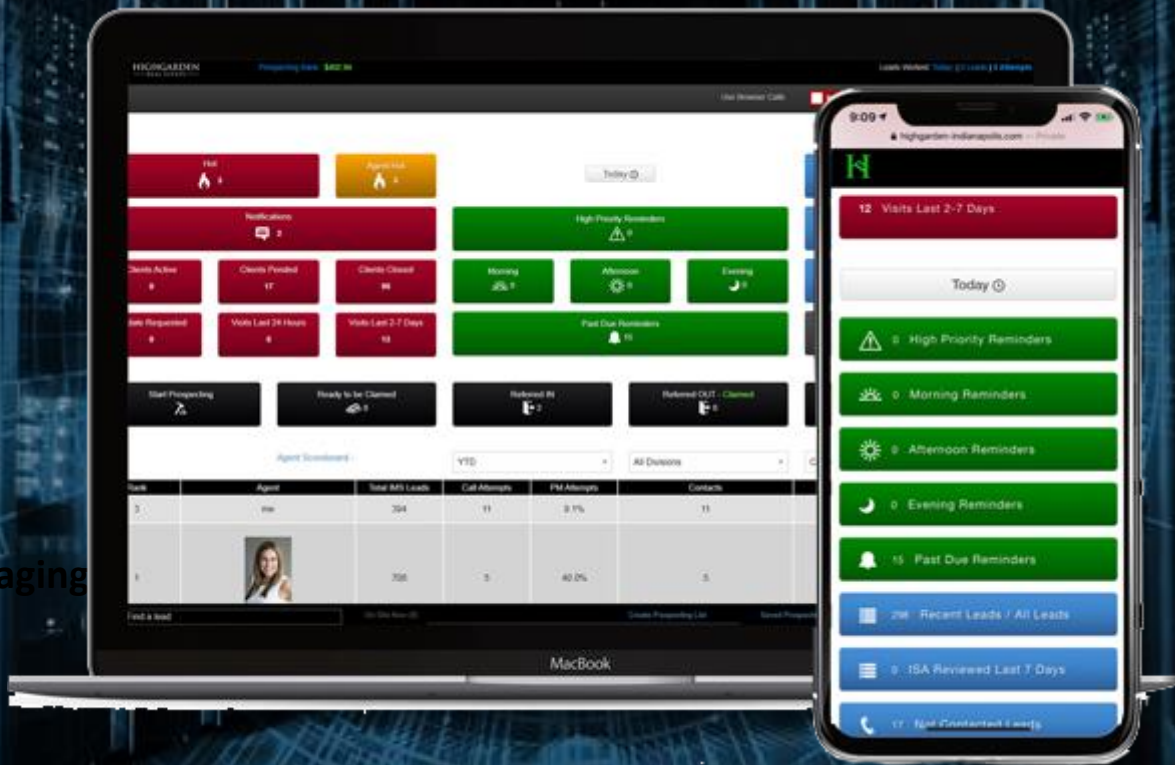
We feed our data back into Facebook to keep your clients coming back to Highgarden instead of the big portals!





The IMS

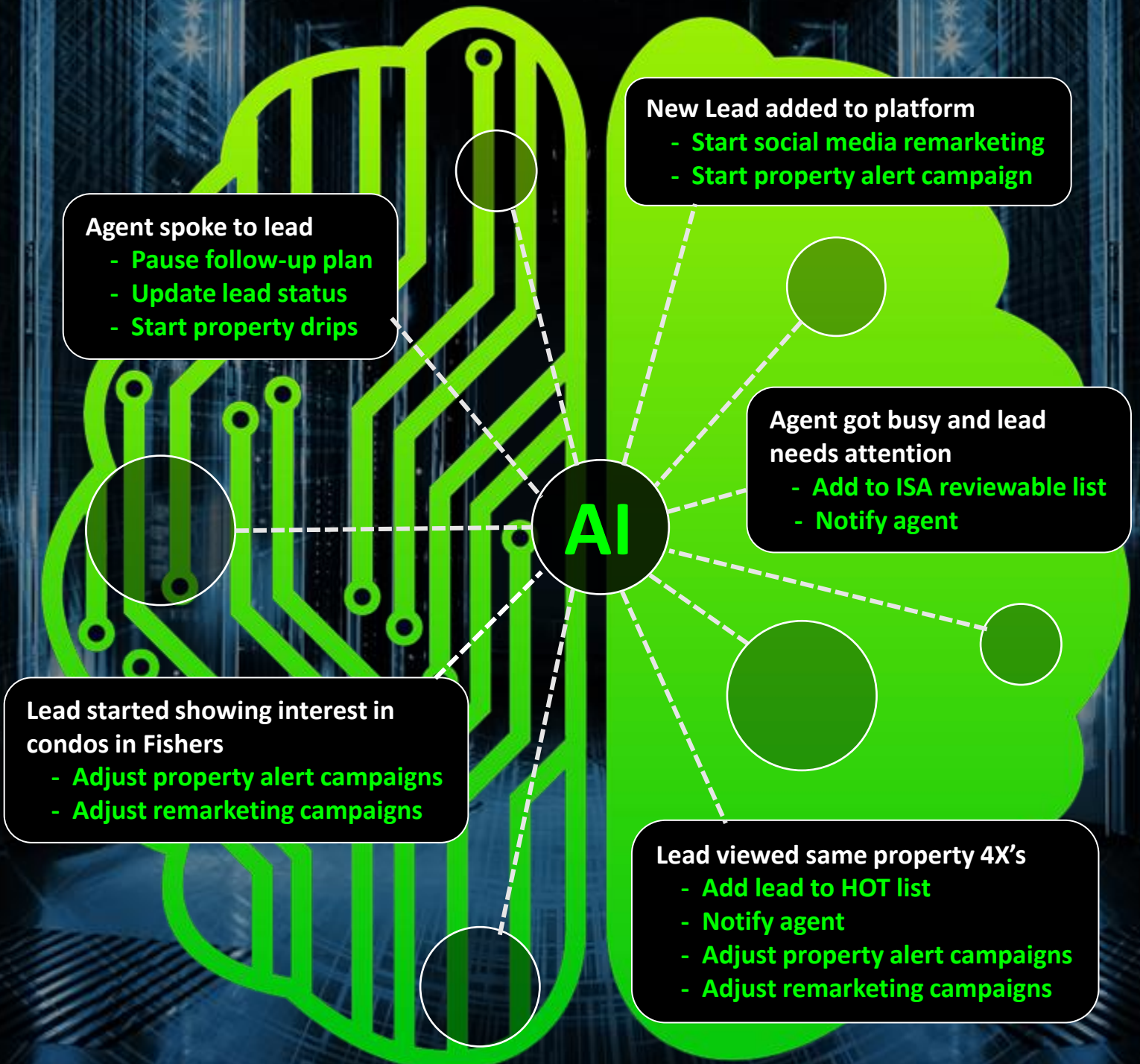
- Designed by REALTORS for Real Estate
- Built by Highgarden In-House Rocket Scientists
- Test by 600+ Agents - 500K+ Leads – 30K Transactions



- Organization
- Lead Scoring
- Prospecting
- Lead Remarketing
- Automation
- Integrated
- Lead Gen



Built Into Our CRM





Organization

Hot 🔥 6	Agent Hot 🔥 3	Today ☾	Recent Leads / All Leads ☰ 319	ISA Reviewed Last 7 Days ☰ 0		
Notifications 💬 1		High Priority Reminders ⚠️ 0		Not Contacted Leads 📞 18		
Clients Active 0	Clients Pended 22	Clients Closed 99	Morning ☀️ 3	Afternoon ☀️ 1	Evening 🌙 0	30+ Days Since Contact 📞 156
Update Requested 0	Visits Last 24 Hours 4	Visits Last 2-7 Days 10	Past Due Reminders 🔔 12		Needs Update ? 0	
Start Prospecting 🔍	Ready to be Claimed 📁 0	Referred IN 📄 2	Referred OUT - Claimed 📄 0	Referred OUT - Unclaimed 📄 0	Sent Back to Me ↩️ 0	

Hot 🔥 6	Agent Hot 🔥 3	
Notifications 💬 1		
Clients Active 0	Clients Pended 22	Clients Closed 99
Update Requested 0	Visits Last 24 Hours 4	Visits Last 2-7 Days 10

Your most promising opportunities.



Organization

Hot 6	Agent Hot 3	Today	Recent Leads / All Leads 319	ISA Reviewed Last 7 Days 0		
Notifications 1	High Priority Reminders 0		Not Contacted Leads 18			
Clients Active 0	Clients Pended 22	Clients Closed 99	Morning 3	Afternoon 1	Evening 0	30+ Days Since Contact 156
Update Requested 0	Visits Last 24 Hours 4	Visits Last 2-7 Days 10	Past Due Reminders 12		Needs Update 0	
Start Prospecting	Ready to be Claimed 0	Referred IN 2	Referred OUT - Claimed 0	Referred OUT - Unclaimed 0	Sent Back to Me 0	

High Priority Reminders
0

Morning 3
Afternoon 1
Evening 0

Past Due Reminders
12

Nothing falls through the cracks.



Organization

Hot 6	Agent Hot 3	Today	Recent Leads / All Leads 319	ISA Reviewed Last 7 Days 0			
Notifications 1	High Priority Reminders 0		Not Contacted Leads 18				
Clients Active 0	Clients Pending 22	Clients Closed 99	Morning 3	Afternoon 1	Evening 0	30+ Days Since Contact 156	
Update Requested 0	Visits Last 24 Hours 4	Visits Last 2-7 Days 10	Past Due Reminders 12		Needs Update 0		
Start Prospecting	Ready to be Claimed 0	Referred IN 2	Referred OUT - Claimed 0	Referred OUT - Unclaimed 0	Sent Back to Me 0		

Recent Leads / All Leads 319	ISA Reviewed Last 7 Days 0
Not Contacted Leads 18	
30+ Days Since Contact 156	

Automation and Remarketing (never stops) gets your cold leads warmed up.



Prospecting

Hot 6	Agent Hot 3	Today	Recent Leads / All Leads 319	ISA Reviewed Last 7 Days 0		
Notifications 1	High Priority Reminders 0		Not Contacted Leads 18			
Clients Active 0	Clients Pending 22	Clients Closed 99	Morning 3	Afternoon 1	Evening 0	30+ Days Since Contact 156
Update Requested 0	Visits Last 24 Hours 4	Visits Last 2-7 Days 10	Past Due Reminders 12		Needs Update 0	
Start Prospecting	Ready to be Claimed 0	Referred IN 2	Referred OUT - Claimed 0	Referred OUT - Unclaimed 0	Sent Back to Me 0	

Start Prospecting

24/7 Prospecting Opportunities



Prospecting

You Never Run Out Of Prospects



Our system analyzes over 50,000 leads every day and ranks them by their likelihood to transact. You can access this pool of leads at anytime.

Prospecting Bank: **\$160.90**

Time To Make Call: 16 seconds

\$0.16

\$0.12

\$0.07

Best Prospect Available

Next Best Prospect Available

Previously Assigned To You

Sheila

Claira

Lourina

Indianapolis

150-300K

Indianapolis

100-150K

Avon | Indianapolis

150-300K

Call

Call

Call



Prospecting

1000's of Customizable Prospecting Lists

Slice and dice your leads
however you want.

Your lists automatically adjust as leads
progress through the sales cycle.

Saved Prospecting Lists



List Name	# of Leads		
Clients - Active without a future reminder	0	Edit	Delete
Clients - Sold/Closed without a future reminder	83	Edit	Delete
Opened A Market Update - Last 60 Days	68	Edit	Delete
Prospects Claimed - Today	0	Edit	Delete
Prospects without a future reminder	156	Edit	Delete



Automation

Set up all property alert campaigns
directly inside your CRM



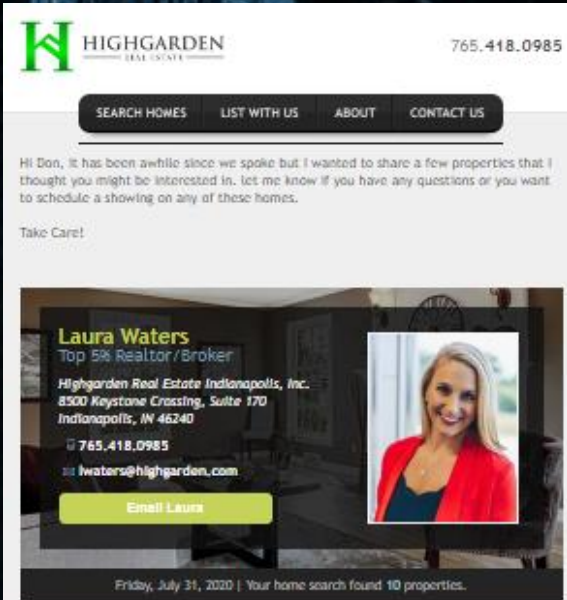
If you forget, your system knows
and sets it up for you!

Our system not only sends new properties but AI
suggested properties on your behalf.



Automation

Property Updates



HIGHGARDEN REAL ESTATE 765.418.0985

SEARCH HOMES LIST WITH US ABOUT CONTACT US

Hi Don, it has been awhile since we spoke but I wanted to share a few properties that I thought you might be interested in. let me know if you have any questions or you want to schedule a showing on any of these homes.

Take Care!

Laura Waters
Top 5% Realtor / Broker
Highgarden Real Estate Indianapolis, Inc.
8500 Keystone Crossing, Suite 170
Indianapolis, IN 46240
765.418.0985
lwaters@highgarden.com


Enroll Laura

Friday, July 31, 2020 | Your home search found 10 properties.


{ YOUR LISTINGS }

Fishers : 10565 Morningtide Cir
\$450,000
Reduced by \$79,900

Bedrooms: 4 Bath(s): 3.00
Sq. Feet: 4865 Year Built: 2007




VIEW LISTING >


View all 21 photos > 

Fishers : 10249 Normandy Way
\$460,000
Reduced by \$25,000

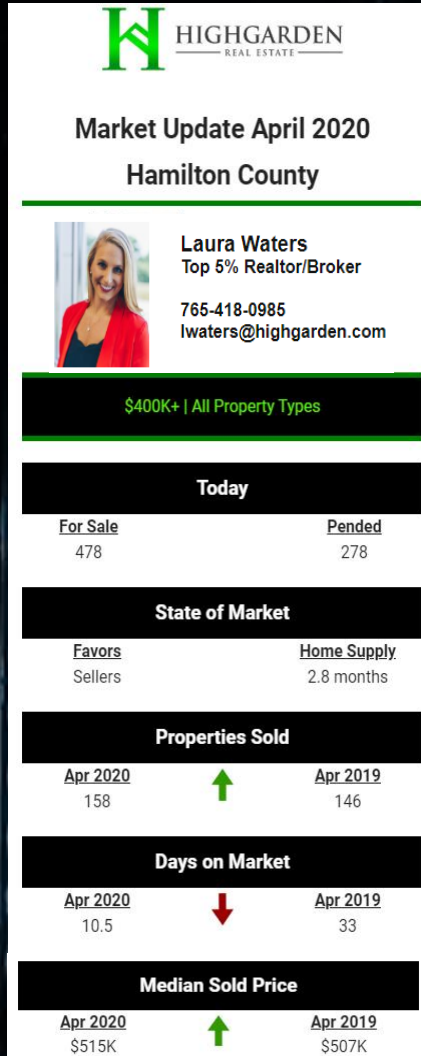
Bedrooms: 5 Bath(s): 5.00
Sq. Feet: 4484 Year Built: 2010



VIEW LISTING >

View all 48 photos > 

Monthly Market Updates



HIGHGARDEN REAL ESTATE

Market Update April 2020
Hamilton County

Laura Waters
Top 5% Realtor/Broker
765-418-0985
lwaters@highgarden.com

\$400K+ | All Property Types

Today

For Sale 478	Pended 278
------------------------	----------------------

State of Market

Favors Sellers	Home Supply 2.8 months
-----------------------	----------------------------------

Properties Sold

Apr 2020 158	Apr 2019 146
------------------------	------------------------

Days on Market

Apr 2020 10.5	Apr 2019 33
-------------------------	-----------------------

Median Sold Price

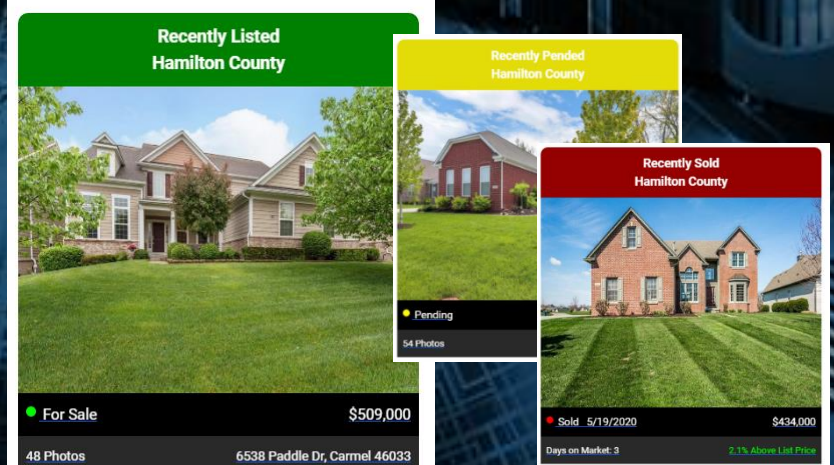
Apr 2020 \$515K	Apr 2019 \$507K
---------------------------	---------------------------

Via Text and Email

Today 1:32 PM

Hi Chris, Here is your Hamilton County market update for April
https://www.highgarden-indianapolis.com/market_update/mctmmdsheab.t. Chris Kukelhan @ Highgarden Real Estate

Reply STOP to unsubscribe.



Recently Listed Hamilton County

Recently Pended Hamilton County

Recently Sold Hamilton County

For Sale \$509,000
48 Photos 6538 Paddle Dr, Carmel 46033

Pending 54 Photos

Sold 5/19/2020 \$434,000
Days on Market: 3 2.1% Above List Price



Integrations

Directly / Automatically have your leads imported to our eco system. We will get your cold leads warmed up!



Remarketing





You Are in Control

Accept & Call This Lead

Accept & Call This Lead

This lead matches your lead preferences, skipping it will add to your skip count.

Leslie
812-455-437x Eastern
10175seibert@gmail.com

Time Remaining: 7:21

Registered While Viewing

1585 Mairn Ave, Carmel
Clay Corner
\$1,189,000
6 BR - 9662 sqft Clay Corner



Lead Profile

Search Terms

No Thanks, I'll Pass Bad Lead

No Thanks, I'll Pass

Bad Lead



HIGHGARDEN
— REAL ESTATE —

This just scratches the surface at Highgarden. If you are intrigued by the technology...you should learn about our culture, training and support.