



Real Estate companies require feature rich functionality on the go!

Brokers use call recording to verify the accuracy of contract contents. Capturing details with call recording lets you concentrate on the conversation, and leave the 'note taking' to the phone system.

SmartRecord® comes equipped with an easy-to-use annotation function that allows you to make notes about specific sections of the phone call. These notes are then searchable for easy access.

Achieve proof of compliance, keep accurate records and stay organized with SmartRecord® call recording.

Phone Systems for Real Estate

As a commercial or residential broker, keeping in touch could mean the difference between a signed deal and a missed opportunity. Staying organized while on the road with quick access to important communications is vital to your business.

SmartRecord is a feature rich application that can be easily added to your organizations existing telephone infrastructure. Equipped with a robust computerized records management system, SmartRecord offers the ability to quickly search, listen to and download these records.

SmartRecord Provides Real Estate Agents With the Ability to:

- Document verbal requests from both agent and buyer.
- Keep accurate records of conversations with clients to eliminate any type of "he-said-she-said" disputes.
- Accurately train new staff to comply with established regulations.
- Access all calls online.

Application Benefits

- Sophisticated web-based solution for an "always on" experience.
- Simple point-and-click user interface.
- Hierarchical administrative access structure to help maintain data integrity.
- Customizable user interface to promote brand awareness and consistency.
- Compatible with different countries and time zones.
- Call annotation capabilities for electronic bookmarking.
- Automated integration with familiar, non-proprietary system media players. (e.g. QuickTime®, Windows Media®)
- Superior data encryption process for industry-leading security.
- Built with infinite scalability.

Use Case for Call Recording:

Mary is a real estate agent with a time sensitive contract. She has a potential buyer who wants to buy as is without an inspection. She knows she must divulge any known issues with the listing to this potential buyer, but she wants to be sure the conversation is documented for her protection. She uses SmartRecord to place the call to the buyer. She divulges the leaky roof and wet attic insulation to the potential buyer and he agrees to buy the house anyway. In the future, if this buyer decides to dispute the purchase of the house based on these issues, there will be recorded documentation of full disclosure.