

## ITS Tip of the Month

Hello Elite Club Members! This month's Tech Tips and Best Practices are for the most referred business solution through Connect ([www.itsconnectnow.com](http://www.itsconnectnow.com)) which is Palm Agent (AKA FidelityAgent, TigorAgent, ChicagoAgent, and AlamoAgent etc.). Some of these Tech Tips/Best Practices are for the Pro Version (paid version) which is what most agents use, however they worth knowing and sharing with all of your agents/brokers.

### **Tech Tips:**

1. 3D Touch
  - On newer iPhones (6s or newer), users can now access their favorite programs even quicker by pressing and holding their app icon. Doing this will open a menu that contains quick access to the Quick Estimate program, the Net Sheet program, and sharing the app.
2. Changing the theme of your printouts
  - Users can change the "color theme" of their newest printout. By clicking the "Edit" button located at the bottom the printout screen. Users can choose from several different "color themes" that will then become their default for every net sheet and estimate they run. (A user can change colors at any time using the same process)
3. Cover photo for printouts
  - The newest printout also has a cover photo that can be changed. Users can change the cover photo by opening their "property details" menu and then selecting "change cover photo". After selecting which photo to use, the user can decide if they want to use that photo for "just this time" or, if they want that cover photo to be the default for all of their Net Sheets and Estimates, they can select "all future estimates".
4. Location finder
  - Users can now register even faster by using a location finder icon to choose their area.
  - When making an Estimate or Net Sheet and on the printout screen, users can use the location finder icon in their "property details menu" to add the property address. If users use this feature, a google maps link will also be attached to the Net Sheet or Estimate when they send it off.

## Best Practices:

1. Low Ballers
  - When dealing with a buyer who wants to make a “low-ball” offer, users can stress how important making a competitive offer is by using the flyer produced with our rotate hidden feature of the Quick Estimate program.
2. Buyers on the fence
  - If a buyer is thinking about waiting, a user can show that buyer what waiting could cost if interest rates rise by rotating the results of the Monthly Affordability program.
3. Unrealistic Sellers
  - Shaking the device at the Net Sheet results screen will produce a great flyer called “The longer your house is on the market, the more it costs you!”. This flyer is great for showing a seller how much they are spending in carrying costs while that house sits waiting to sell.
4. Languages
  - When working with a buyer or seller who speaks a different language, a user can translate their printout by pressing the button with the A on it located at the top of their printout screen

Best regards,  
Matt

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Matt Hidalgo  
Vice President  
FNTG Connect Team

Direct: 503-430-4791  
[matt.hidalgo@fnf.com](mailto:matt.hidalgo@fnf.com)  
[www.itsconnectnow.com](http://www.itsconnectnow.com)



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