

FNTG Connect

Elite Club #44 April 2019

As part of our ongoing maintenance, please be advised that as of March 1st, 2019 the

URL: www.itsconnectnow.com will be sunsetted .

Please continue to use www.fntgconnect.com as the primary URL to access Connect.

How the #1 RE/MAX Team in the World in Closed Transactions Relies on CINC

What are some of your best practices you use and what is mission critical to get leads generated?

Our team's philosophy for lead generation is finding people anywhere we can. We advertise on Facebook and Google through CINC, host weekly radio shows, and hold educational seminars. Since 2004, CINC's Facebook and Google advertising services have taken us absolutely above and beyond with lead generation. As you start generating leads, remember you're catching people at various phases of the process. Think of an Amazon factory where there's a package traveling through the factory. It starts on a conveyor belt in the back of the factory, and eventually it's got to go all the way around that factory on the conveyor belt before it gets out to the truck and shipped off. You may be catching consumers *anywhere* in the home buying process. **Agents who excel in this business are the people that build relationships with those folks and provide value. You're getting those opportunities to actually provide value to people.** Finding those folks, catching them at some phase in the process, building rapport, and then eventually it leads to a sale. I really can't stress enough, whether current or potential customers, CINC is a fantastic platform that allows you to throw that net into the ocean and catch as many potential prospects to then work.

Visit the [CINC Blog](#) to see how Ryan's team stays in front of business and nurtures leads that aren't ready to buy yet, how to close the lead and how their team is preparing for the market shift with technology.

The image shows a video player interface. On the left is a teal vertical bar with the CINC logo (a white circle with 'cinc' in lowercase). The main content area has a white background with the title 'Introducing Ryan O'Neill' in teal. Below the title is a bulleted list of facts about Ryan O'Neill. To the right of the list is a portrait photo of Ryan O'Neill, a man in a suit and tie. At the bottom of the video player is a teal control bar with a play button, a timer showing '42:13', and icons for volume, settings, and full screen.

Introducing Ryan O'Neill

- Minnesota Real Estate Team Broker
- Started in Real Estate 2003
- #1 RE/MAX Team in Minnesota 2006
- #1 RE/MAX Team in the WORLD in Closed Transactions Since 2013
- CINC Client since 2014
- Attended Notre Dame
- Musician, radio host, family man

https://blog.commissionsinc.com/the-1-remax-team-in-the-world-in-closed-transactions-relies-on-cinc?utm_source=hs_email&utm_medium=email&utm_content=70179769&hsenc=p2ANqtz-97CrSfJZa5cyp-oEItb-fsYgmptUyTURP5z1stkmU_U25ccyIA9kQA6nySIDfl0-K3CEaJcEUh344ufvq4cmFH_QpU8Q&hsmi=70179769