

COOPERATION
MANAGE

Easy
Fast
Reliable

THE MISSING INGREDIENT IN INTERNATIONAL REAL ESTATE

AGENT COOPERATION



Powered By
PHOENIX
SOFTWARE

Few in organized real estate would argue that North America has the most efficient way to buy and sell properties, namely, the MLS or Multiple Listing Systems. These MLSs allow competing brokers to cooperate and share compensation when listing or selling homes. The result for the buyer or seller is actually having all of the real estate brokers and agents in a given market area, working for them, whether it is to find a home or sell a home.

Wikipedia says, "A multiple listing service (MLS, also multiple listing system or multiple listings service) is an organization with a suite of services that real estate brokers use to establish contractual offers of cooperation and compensation (among brokers) and accumulate and disseminate information to enable appraisals..."

Think why this makes sense! Using an MLS means that if I am selling a home for a client, when I put it on the MLS, any agent that is a member of that MLS can find a buyer for it and get compensated. This means thousands of agents are working for the seller in any market area. If you are an agent helping someone to buy a home, you also have access to all of the properties in the MLS regardless of who listed them. The amount of compensation is set in advance and the entire system works smoothly.

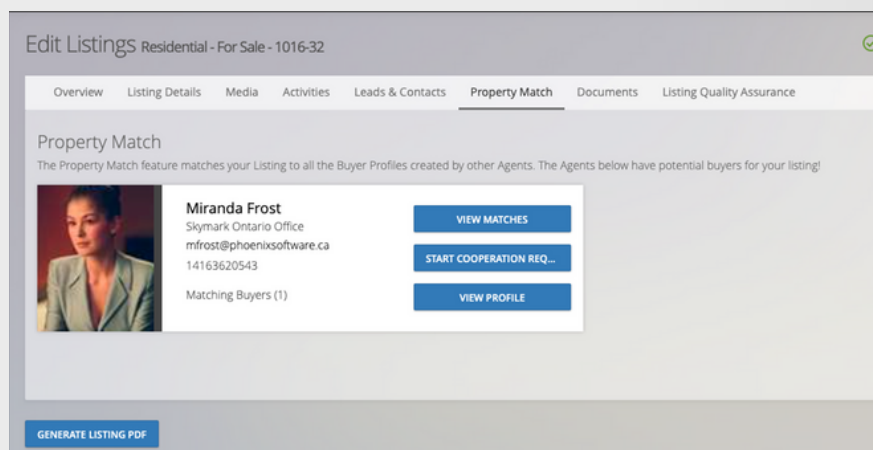
● ● ● THE PROBLEM WITH INTERNATIONAL REAL ESTATE – NO MLS!

Actually, that is not completely true. In some areas, like Spain, MLSs have been started, as progressive brokers there realize the advantage in using them, but for the most part this is the exception not the rule. There is the next best thing, however, available to franchises and large real estate companies that use the Real Estate Platform, offered by PropTechSolutions. It is called the Cooperation Manager!

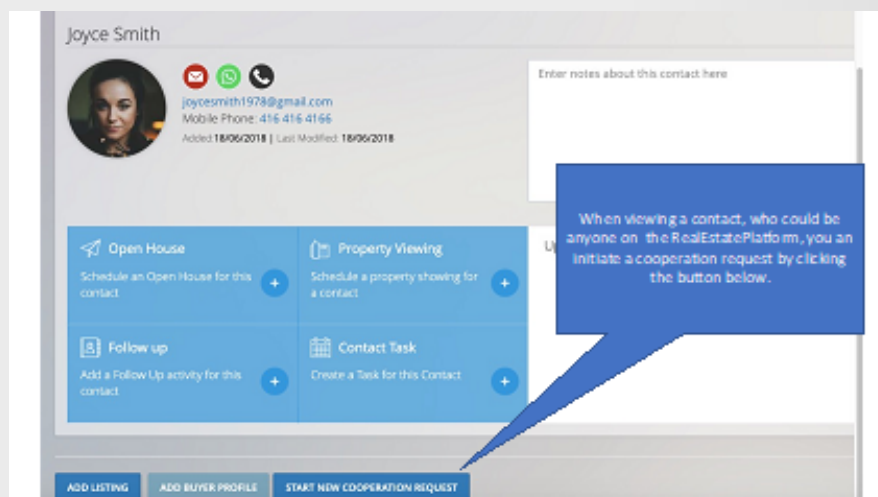
WHAT IS THE COOPERATION MANAGER?

The Cooperation Manager is like a company or franchise wide MLS system, that allows you to work with all of the other agents in your organization to help you buy or sell properties. A Cooperation agreement can be started in multiple ways, including:

- 1** Directly from the “Cooperation Manager” – When you open the Cooperation Manager and click on “Create New Request” you can search for agents to work with by region.
- 2** From a listing – if another agent’s buyer “property match” profile matches a listing you enter into the system, you will see the agent under the property match section. You can then select the agent and request to set up a cooperation agreement.



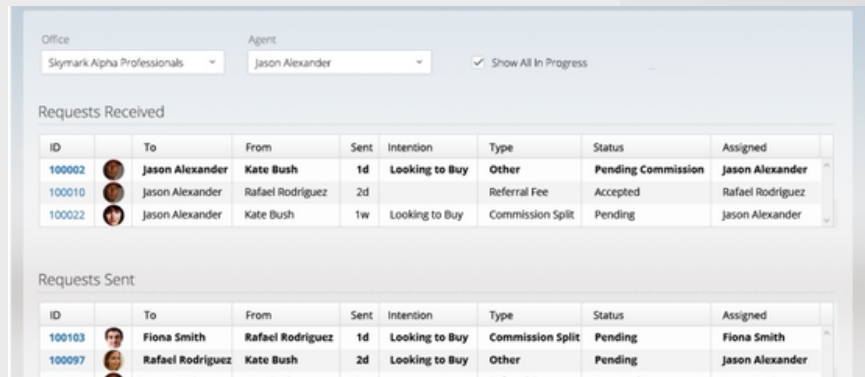
- 3** From a contact – You can also begin a cooperation agreement directly from any contact



SET THE TERMS!

Once chosen who you want to cooperate with you can:

- Specify the type of cooperation, such as shared commission as a percentage or set fee.
- Set up a referral agreement
- Share additional information about the property
- Manage all of your cooperation requests through your cooperation dashboard



The screenshot shows a web interface for managing cooperation requests. At the top, there are dropdown menus for 'Office' (Skymark Alpha Professionals) and 'Agent' (Jason Alexander), along with a 'Show All In Progress' checkbox. Below this, there are two tables: 'Requests Received' and 'Requests Sent'. Each table has columns for ID, To, From, Sent, Intention, Type, Status, and Assigned.

Requests Received							
ID	To	From	Sent	Intention	Type	Status	Assigned
100002	Jason Alexander	Kate Bush	1d	Looking to Buy	Other	Pending Commission	Jason Alexander
100010	Jason Alexander	Rafael Rodriguez	2d	Looking to Buy	Referral Fee	Accepted	Rafael Rodriguez
100022	Jason Alexander	Kate Bush	1w	Looking to Buy	Commission Split	Pending	Jason Alexander

Requests Sent							
ID	To	From	Sent	Intention	Type	Status	Assigned
100103	Fiona Smith	Rafael Rodriguez	1d	Looking to Buy	Commission Split	Pending	Fiona Smith
100097	Rafael Rodriguez	Kate Bush	2d	Looking to Buy	Other	Pending	Jason Alexander

● ● ● THE BENEFITS!

While MLS may not exist in most countries outside of North America, the Real Estate Platform's "Cooperation Manager" is the next best thing. When using the "Cooperation Manager" you:

- Expose your listing to any interested buyer from any agent
- Find properties from any agent in your company that match your buyer's profile
- Increase the chance of a fast sale or purchase by leveraging all of the company agents to help you
- Help ensure your listings sell for the highest possible price by exposing them to the entire population of agents with buyers
- Help insure your buyers get the best possible deal by exposing them to all matching listings regardless from all company agents

