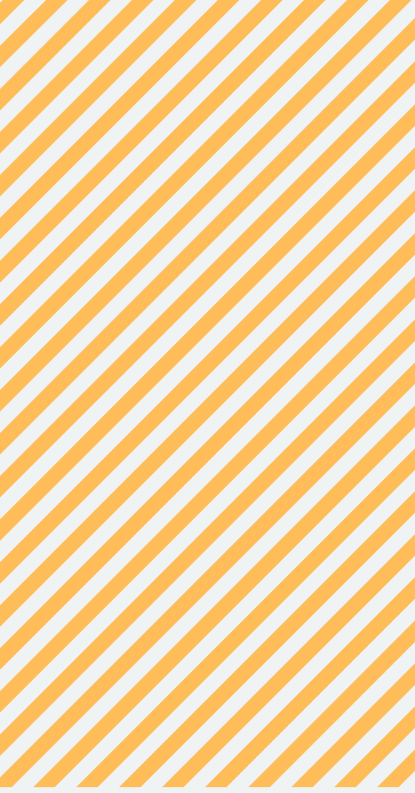




Future Realty S.A.

# Starting Your Own Business

[www.futurerealtysa.com.au](http://www.futurerealtysa.com.au)



# Own your own agency



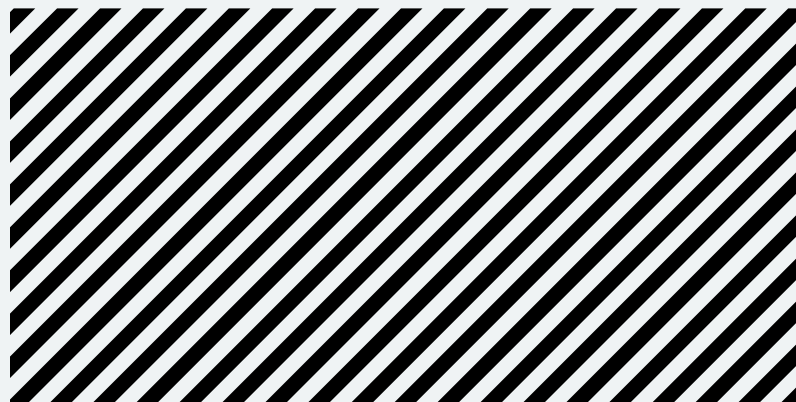
---

For a small monthly license fee

We provide everything you need

Phone Andrew Milne on:

0416 165 545

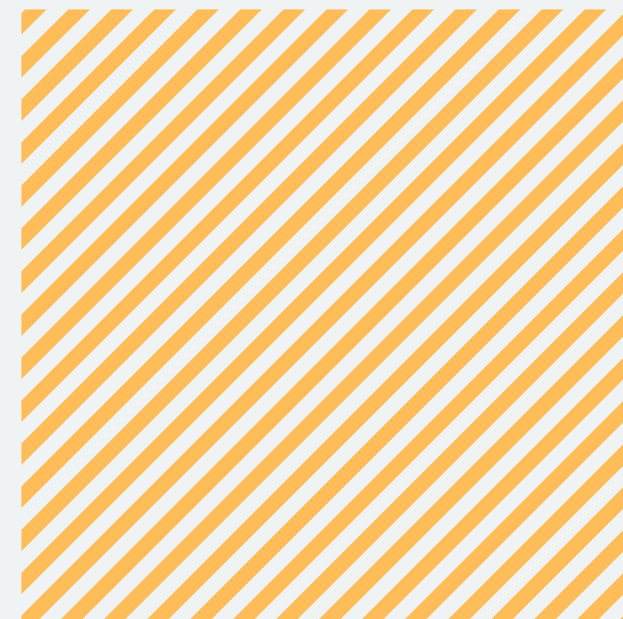


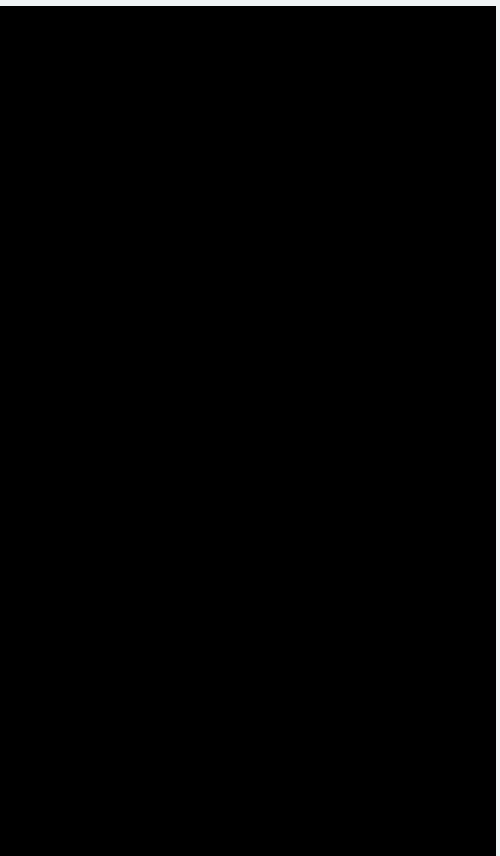
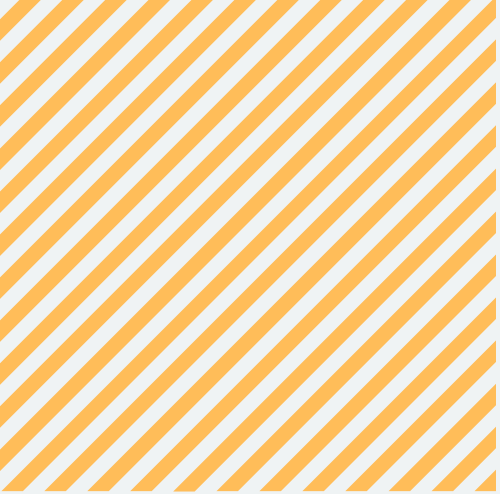
# Start Your Own Business

FOR A SMALL MONTHLY FEE

---

Keep 100% of your hard earned commission.





AS IT IS YOUR OWN BUSINESS YOU  
NEED TO HAVE:

RLA Number

Trust Account/ Trading Account

ABN Number

Vehicle

Phone/ tablet

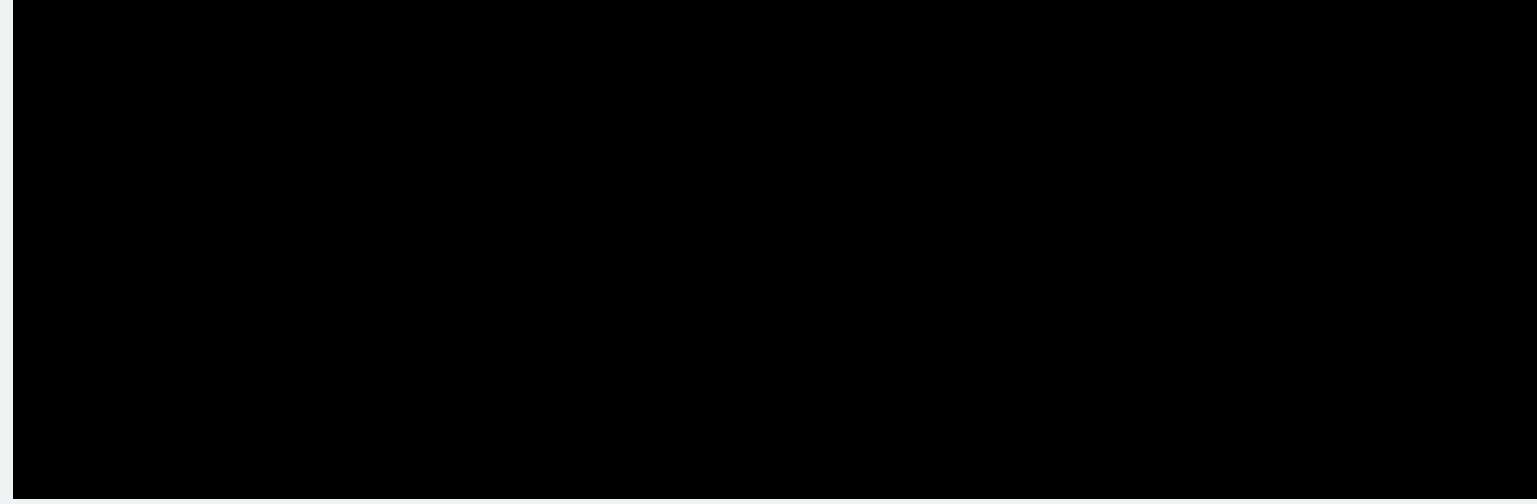
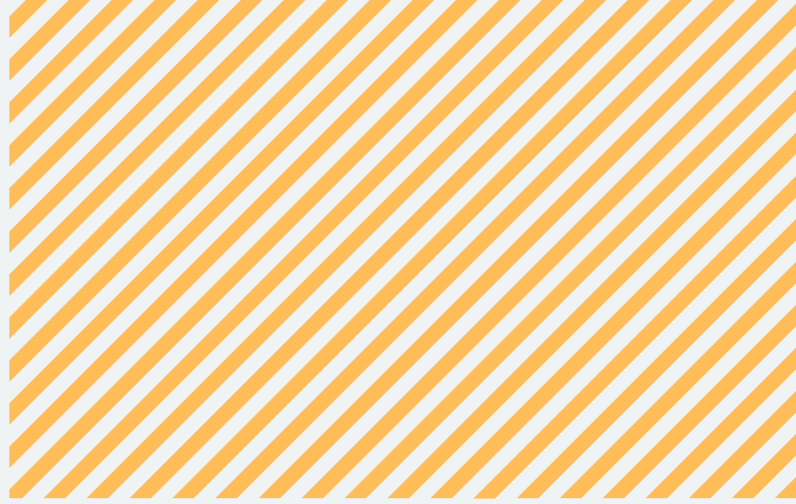
Computer and printer

Office or home office

Stationery and office supplies (some supplied)

All business and running costs

Tax agent and accountant



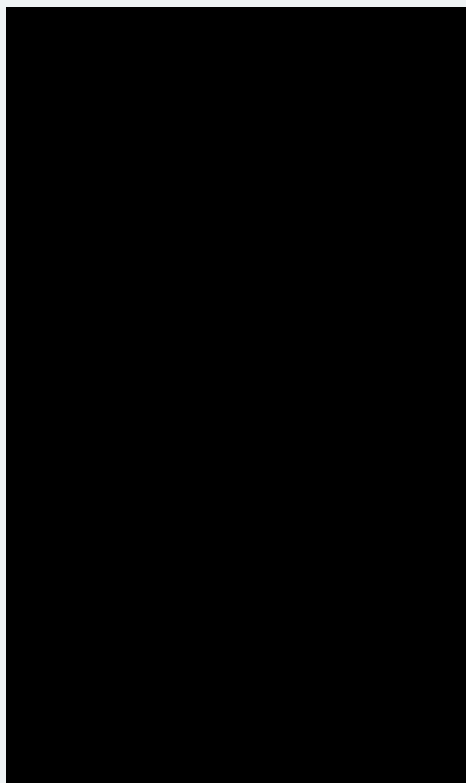
There is a  
small  
monthly fee  
of \$1000

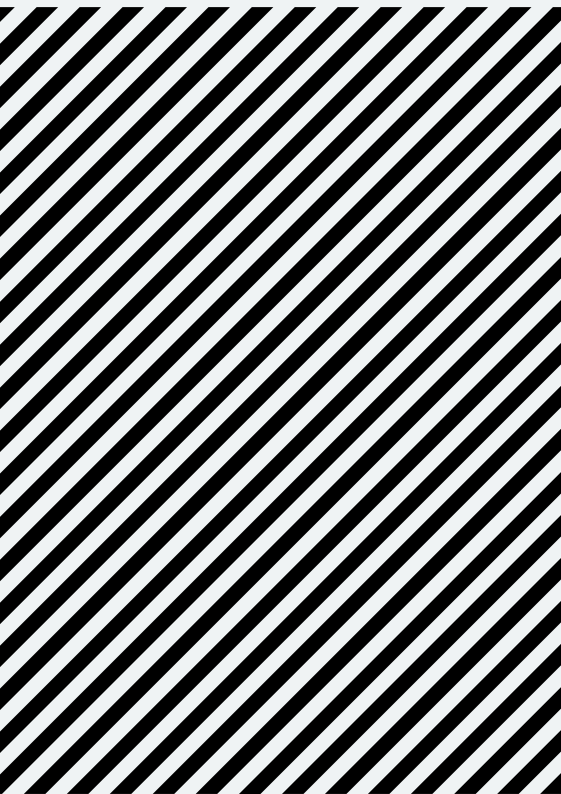


There is a small monthly fee of  
\$1000.

A minimum 3 month set up  
period applies.

You pay \$3000 up front for 3  
months and \$1000 at the  
beginning of every month from  
then on.





# No lock in contracts

---

YOU CAN LEAVE AT ANY TIME WITH YOUR CLIENT BASE.  
WE PROVIDE:

Branding (Future Realty SA)

Website

Rex Database

RP Data

Forms Online (REISA)

Ekermann's Portal

Portal uploader Rex

Room Sketcher floor plans

Printer portal, brochures etc.

Fotobase house signs portal

Photographers & copy support

Finance companies and  
brokers

Marketing & artwork  
templates

Mentor & business  
support

Multi-media & social  
media

Rex & RP Data training

# Examples of Supplied Software

REX

The screenshot displays the REX software interface for 'Future Realty SA'. The top navigation bar is yellow and includes a search bar with a plus sign and a search icon. The main content area is divided into three sections:

- Left Sidebar (Yellow):** A vertical menu with the following items: Stream, Reminders (3), Calendar, Contracts (2), Feedback (0), Expiring Listings (0), and News. At the bottom of the sidebar, there is a user profile icon and the text 'change dashboard user'.
- Stream (Main Content):** A section titled 'Stream' with a 'Filter by activity type All' dropdown. It contains two listing cards:
  - Listing 1:** 'New Listing lot 5 167 Port Road, Aldinga Beach | Land Sale'. It includes a 'NEW' badge, a listing date of '19 Feb 2020 12:42 PM', and a price of '\$195,000.00'. The card features a grid of eight images showing the land and surrounding area.
  - Listing 2:** 'New Listing 117-119 Meritone Road, Hayborough | Commercial Sale'. It includes a 'NEW' badge, a listing date of '17 Feb 2020 11:58 AM', and a price of '\$1,385,000.00'. The card features a grid of eight images showing the commercial building and interior.
- Right Sidebar (White):** A section titled 'Agenda' with a right arrow icon. It shows '3' items with a checkmark and a '0/3' indicator. Below it is a section titled 'Upcoming Appointments' with a right arrow icon, displaying 'No upcoming appointments'.



# Examples of Supplied Software

## RP DATA

The screenshot displays the CoreLogic RP Data Professional web application. At the top, there is a navigation bar with the CoreLogic logo, the text "RP Data Professional", and a user login status: "Logged in as: Andrew Miller - Future Realty SA | Help | Logout". A secondary navigation bar contains links for "Home", "Search", "Documents", "My Account", and "Resources".

The main content area is titled "Welcome to RP Data Professional" and includes a "Customize Home" link. Below this is a search section with a primary search bar labeled "Address" and a sub-section for "More Searches" including "Parcel", "Company", "Name", "Building Name", "Volume/Folio", and "Local Authority". An "Advanced Search" link is also present. The search bar contains the placeholder text "Enter an address, street name, suburb or postcode" and a "Search" button.

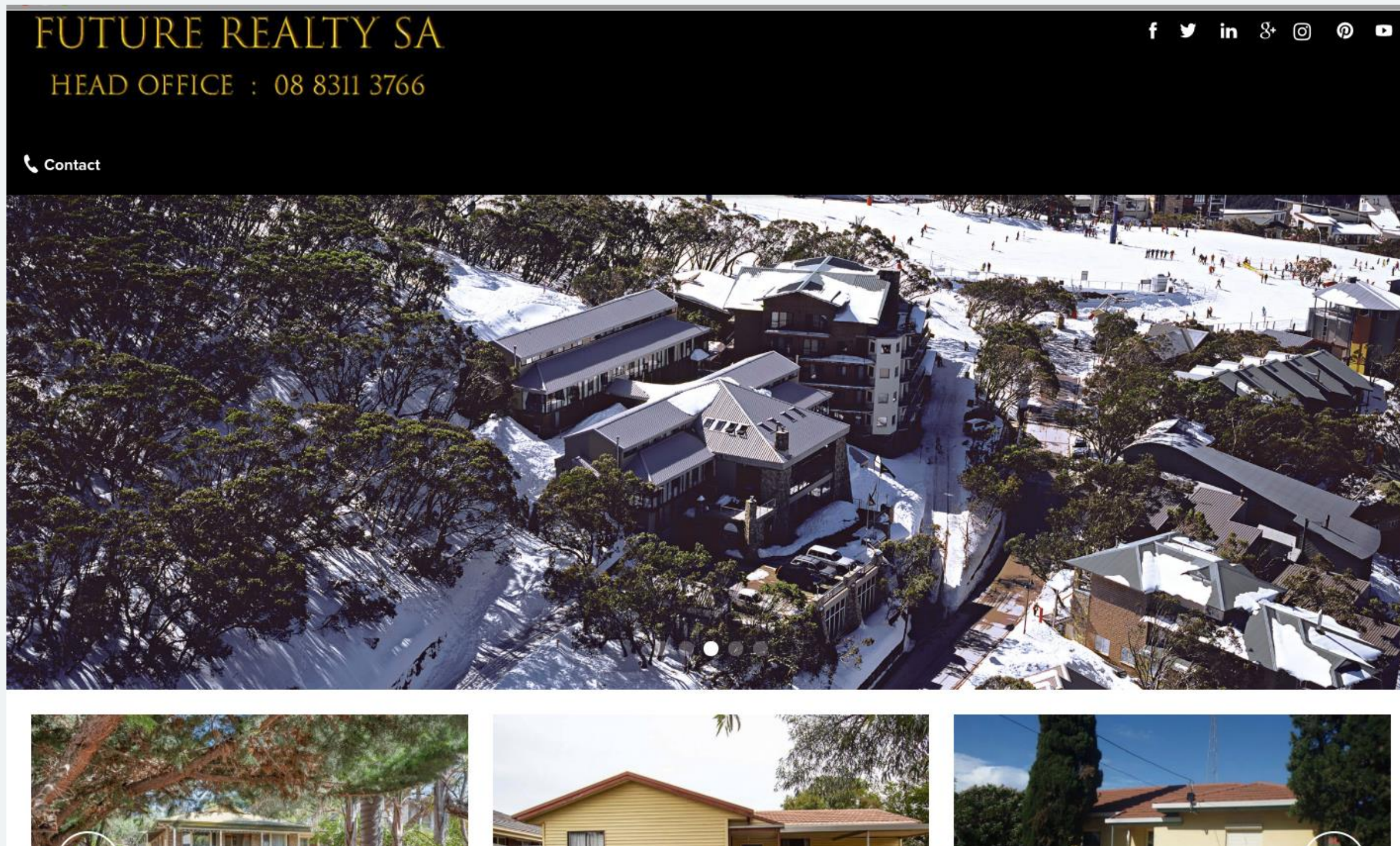
The interface features several promotional tiles:

- Build a Professional CMA Report:** Promotes creating personalized and professional CMA reports to win listings and grow rental rolls. It includes buttons for "Create a Signature CMA Now" and "Create Rental CMA Now".
- Promote Me!** Encourages users to upload recent sales to be promoted on various digital media channels and newspapers. It includes an "Upload Sales" button.
- rp-prospect** (Property Monitor): Promotes finding leads by using sophisticated analysis to identify properties likely to go on the market. It includes buttons for "Withdrawn Listings", "Find Leads", and "Listings Over 60 Days".
- My CMAs (0):** A section indicating that the user currently has no properties in their "My CMAs" and provides instructions on how to add a property.
- Property Monitor - My Watch List (1):** Displays a single property entry: "15 Pelouate Drive, Adinga Beach, SA, 5173", added on 28 Dec 2018.

At the bottom, there is a partially visible "Activities" section.

# Examples of Supplied Software

## WEBSITE

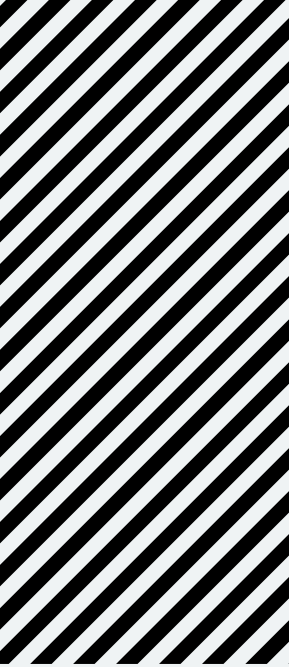
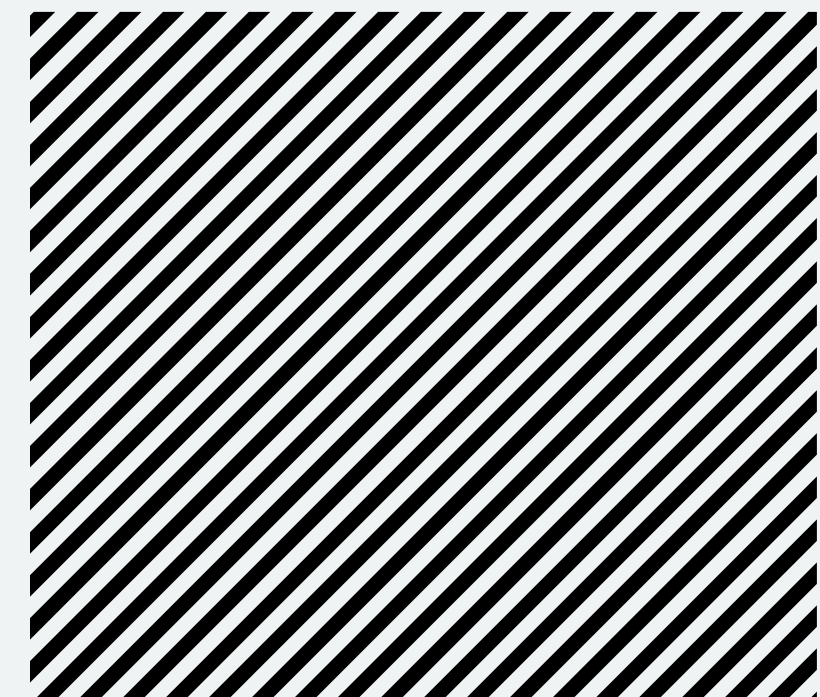
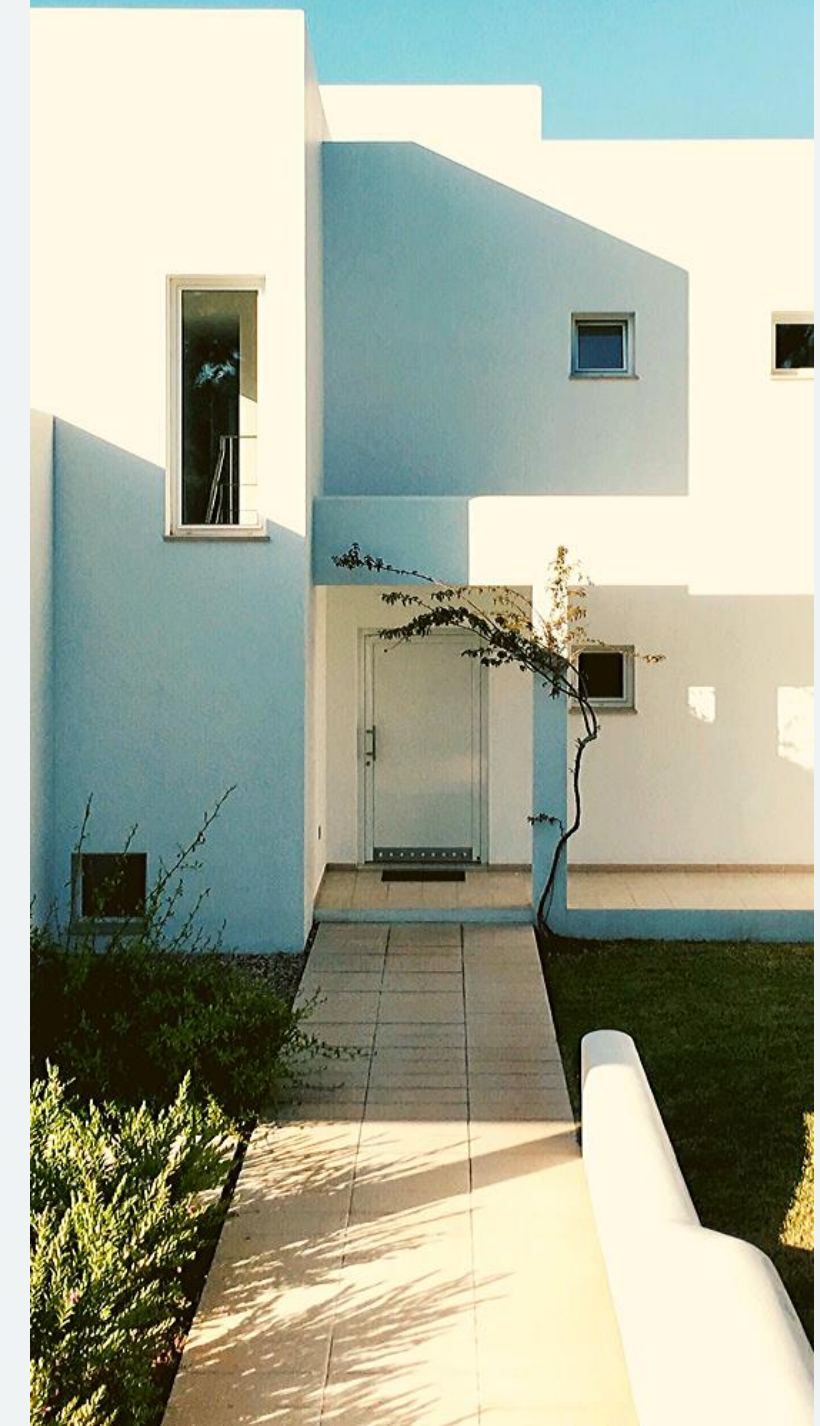


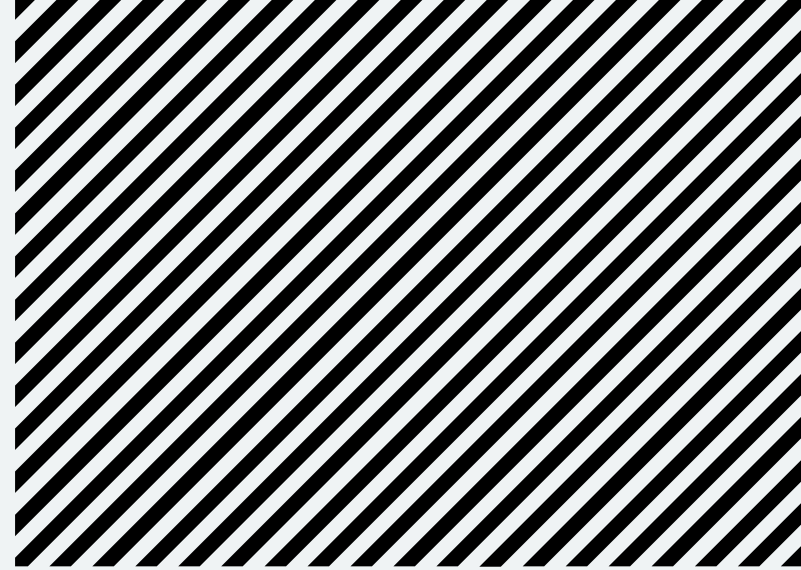


You can become a part of the fastest growing, most exciting real estate industry business model around today.



This model rewards you for your hard work and initiative instead of lining someone else's pocket



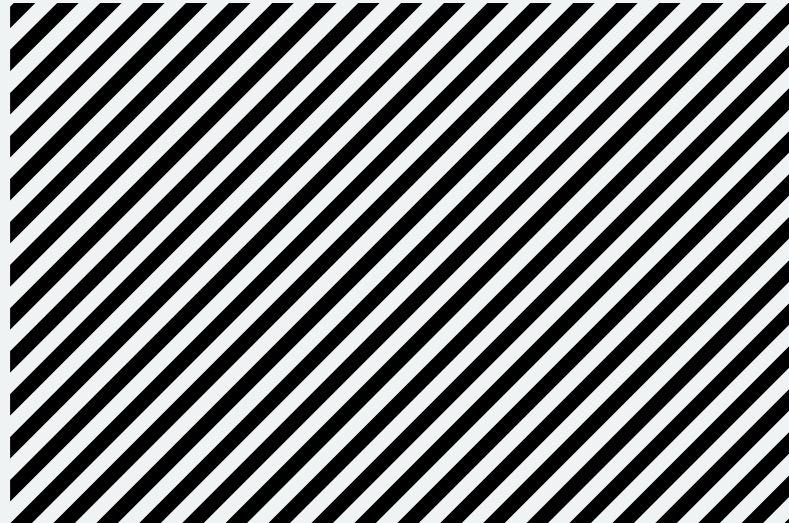
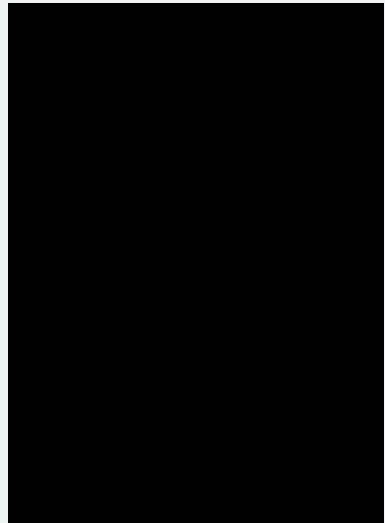


This business has very low start up costs, low overheads and access to the best resources the real estate industry has to offer.



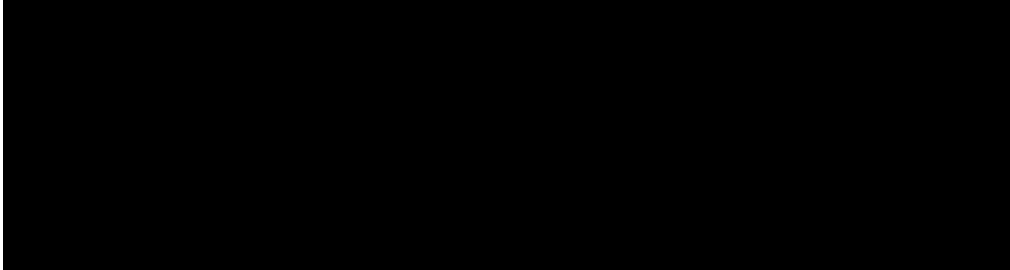


Be your own boss  
and be part of an  
organisation that  
will support you  
to grow and  
become a  
successful  
business owner  
and real estate  
agent.



Own your own agency without the expensive franchising model or complicated start-up if you were to start the business yourself.





It takes about three months to set everything up and obtain listings with sales and settlements. This is why we have a three month establishment period.

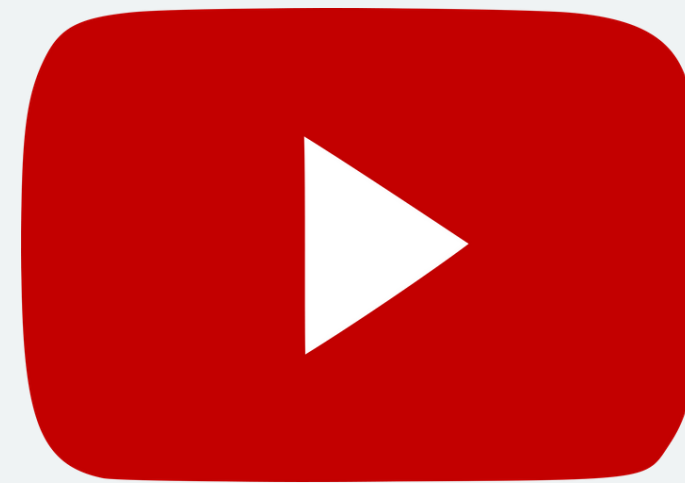
You will not find a better business opportunity than this. We look forward to you coming on board and building a solid future for you and your family in this challenging industry.

# Future Realty SA (FRSA) License Business Check

---

## WEBSITE

- Write a personal biography for the website.
- Your photo for the website.
- URL links to social media.
- Phone number, your existing mobile number is fine and you can also have a home office landline.
- Widget for RMA if you have one.



I WILL CREATE A PERSONAL LOGO NAME & PHONE NUMBER FOR YOU.



# Future Realty SA (FRSA) License Business Check

## EMAIL

- A one year subscription of \$108 is due 6th October for renewal each year (I will send an FRSA account to you and organise it with Honcho).
- Email-first and last name- consistency.  
Example:  
[andrewmilne@futurerealtysa.com.au](mailto:andrewmilne@futurerealtysa.com.au)



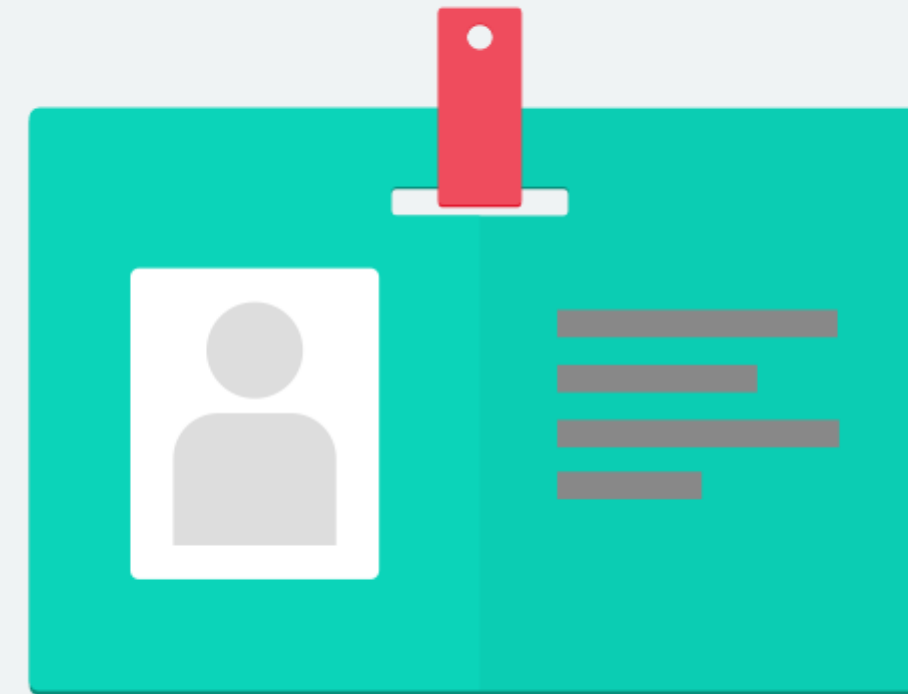
# Future Realty SA (FRSA) License Business Check

---

## BUSINESS NAME REGISTRATION

Example: Future Realty SA  
Adelaide

Call Honcho to register on  
1300 550 730



# Future Realty SA (FRSA) License Business Check

## BANK ACCOUNTS

Business Account  
Trust Account (needs to be audited every 12 months).  
Kylie@alaudits.com.au cost \$550  
I have NAB connect, enable unlimited size fund transfers. Need similar.



# Business Necessities

PAGE 1

## LICENCE CBS

Renew every year with trust audit  
RLA number.

## ABN NUMBER & TAX FILE NUMBER

Contact tax office.

## REGISTER FOR GST

MyGov account.

## SUPERANNUATION FUND

# Business Necessities

PAGE 2

ACCOUNTANT & TAX AGENT

*And accounting software.*

COMPUTER, TABLET, MOBILE  
PHONE & IT SUPPORT

GENERAL OFFICE SUPPLIES  
& EQUIPMENT

*Including a printer and scanner.*

# Staff

---



## PAYROLL SOFTWARE

Report to ATO every pay.

## WORK COVER

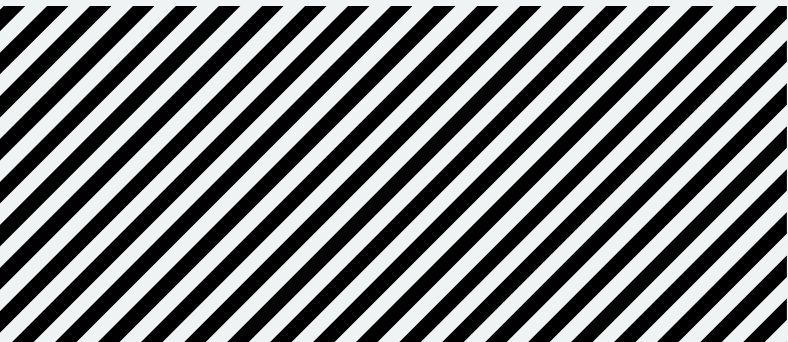


## SUPERANNUATION FOR STAFF

Compulsory.



## INDUCTION KITS





## OPEN INSPECTION BOARDS & BANNERS

Recommend at least 3 boards  
est. cost \$200 each.

Banners for promotions -  
Officworks est. cost \$100 each.

# FUTURE REALTY SA

ANDREW MILNE 0416 165 545



RLA 291770

Units 8 & 9 : 230 Main South Road  
Morphett Vale S.A. 5162  
andrewmilne@futurerealtysa.com.au  
andrewmilne.com.au

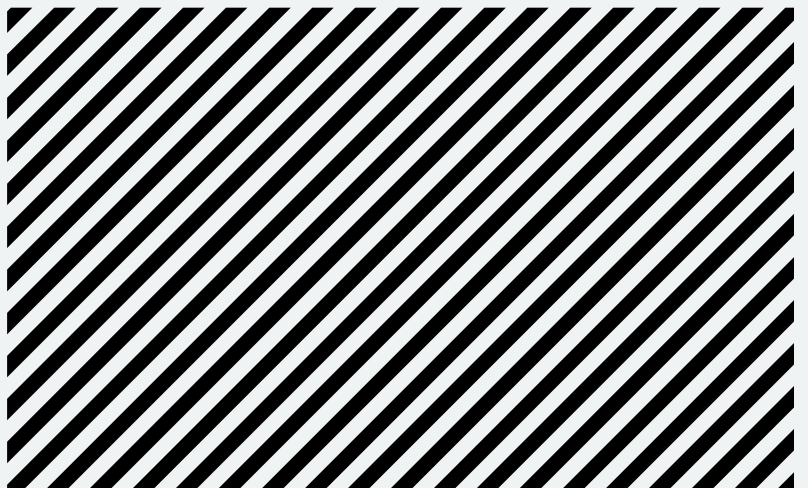
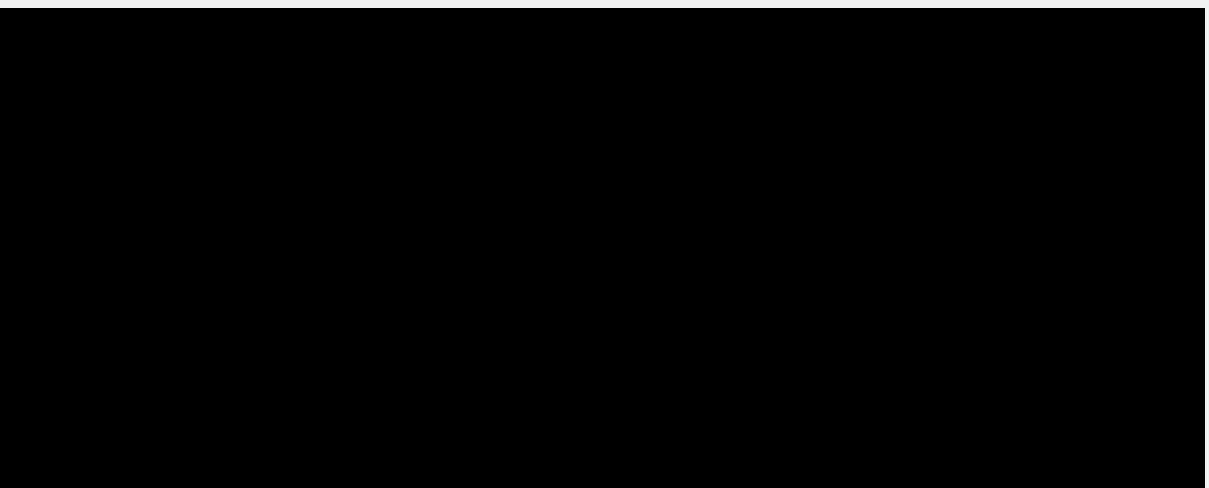
## BUSINESS CARDS, PRICE LIST & SUPPORT BROCHURES



Business cards est. cost \$200

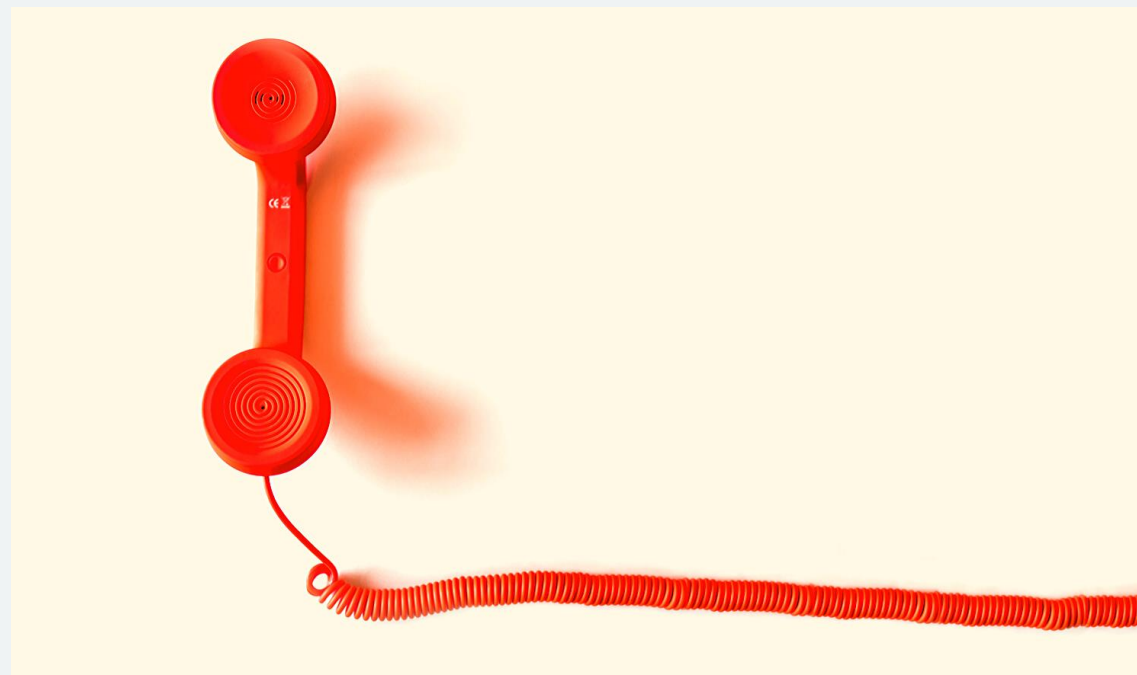
Price lists est. cost \$100 per 50-100

Brochures- various options, your choice, whatever you need.



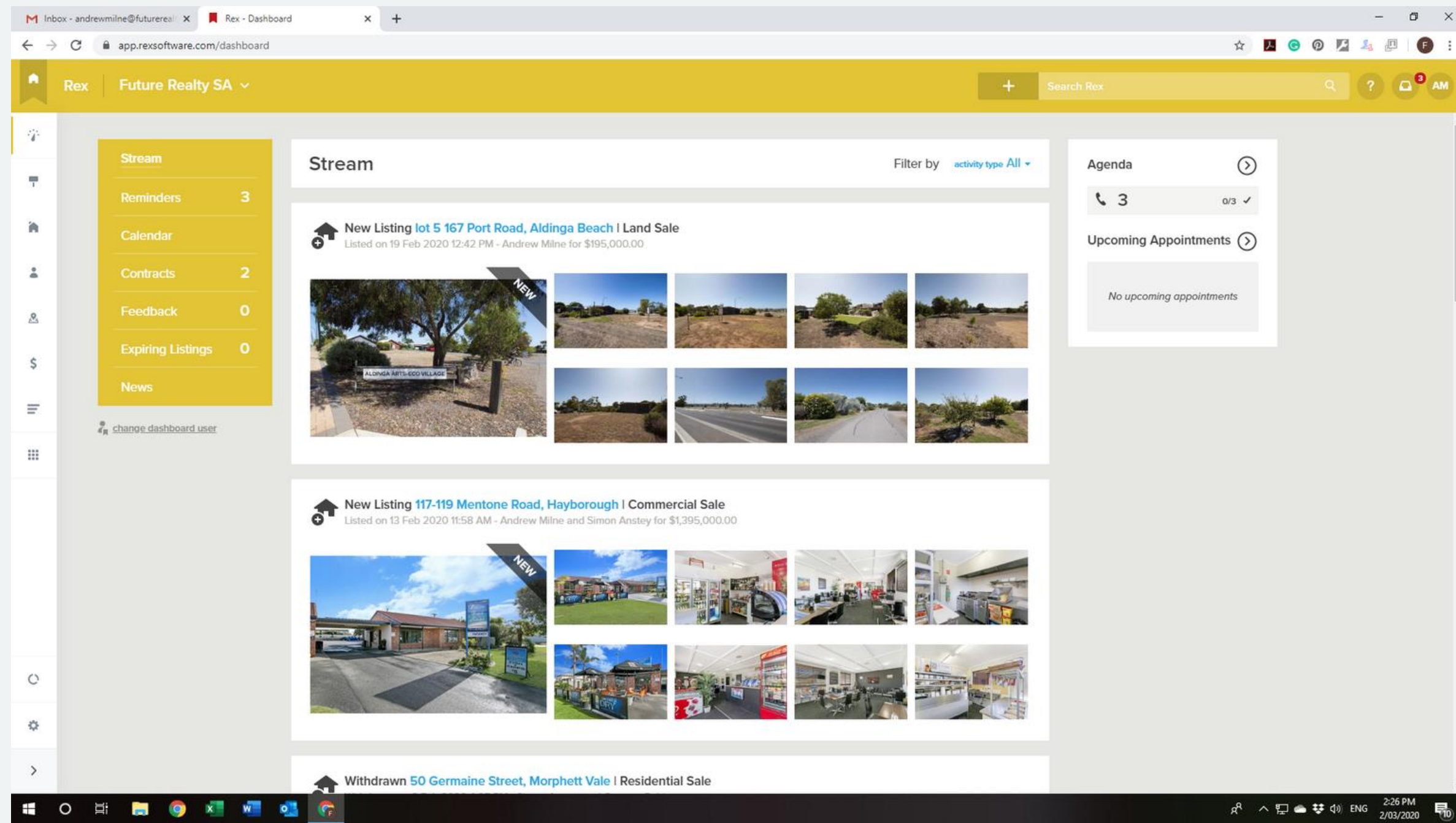
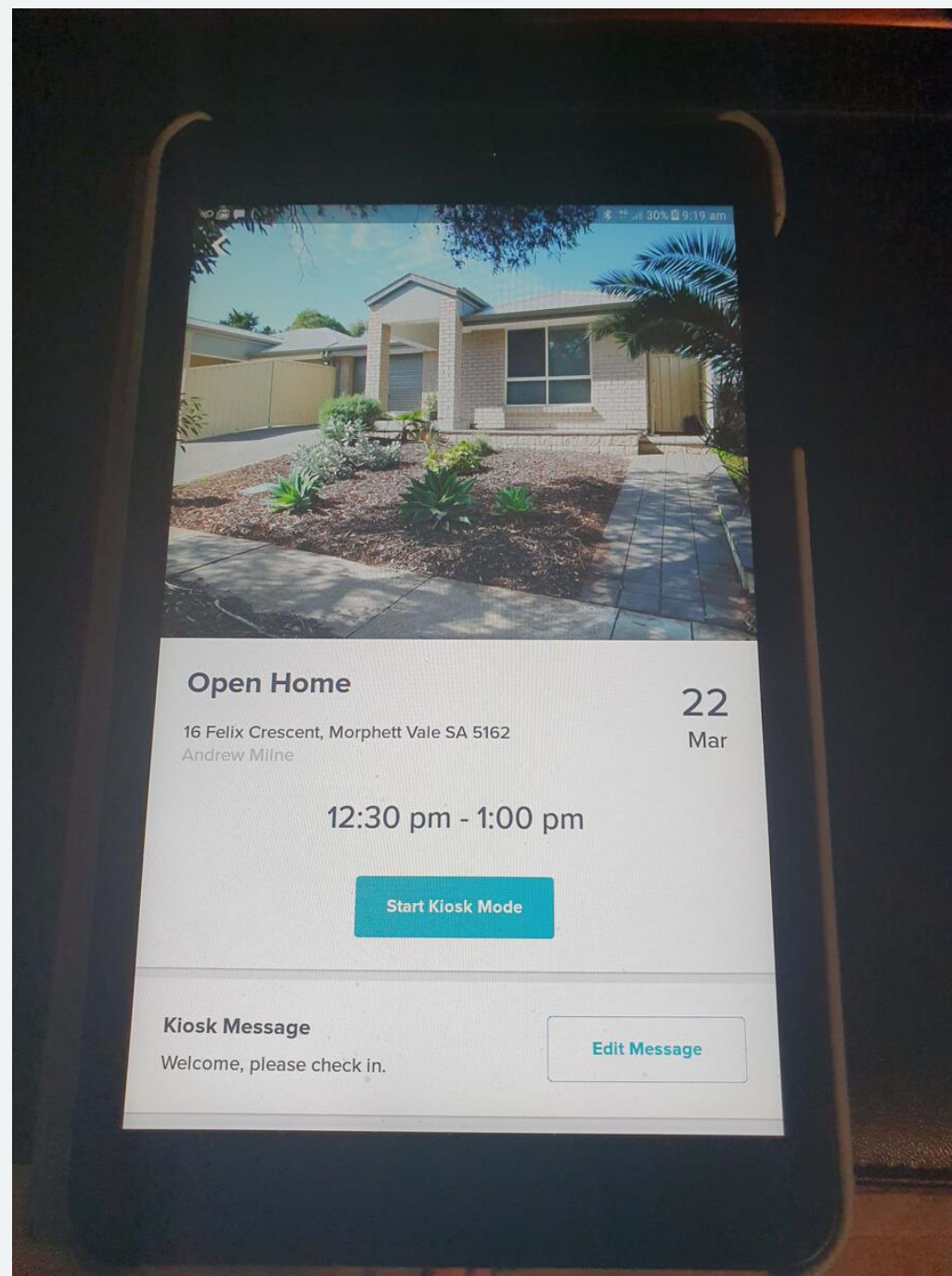


**FRSA Support –supplied as part of your license fee.**



# REX SOFTWARE

## Pocket rex for opens



# FORMS ONLINE

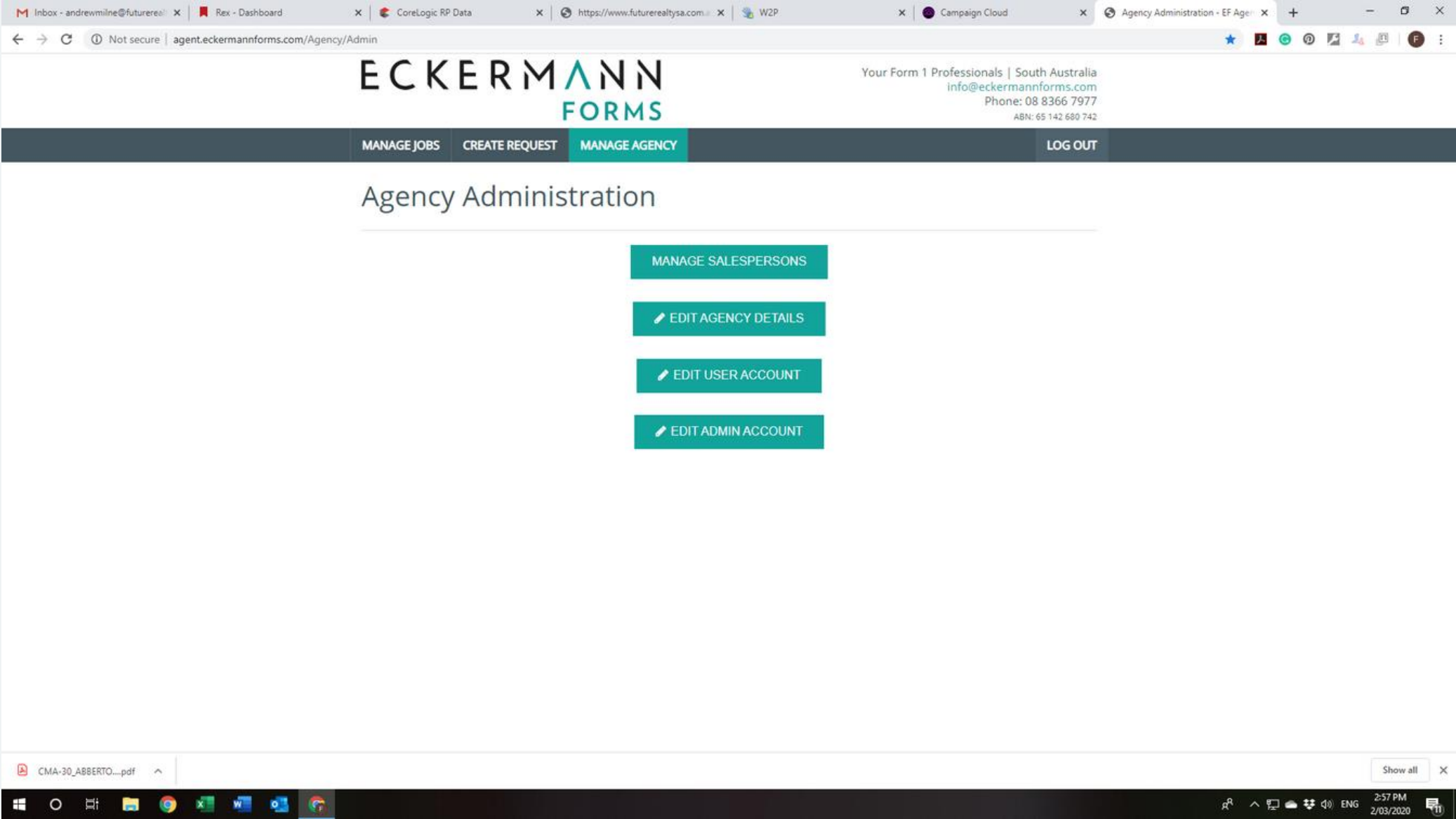
REISA membership FRSA

The screenshot shows the REI Forms LIVE web application interface. The browser address bar displays 'sa.reiformslive.com.au/#form'. The user is logged in as 'Andrew Milne' with a 'Private' session. A navigation sidebar on the left includes links for News, Forms, Templates, Clauses, Users, Third Party, Help, and Logout. A top banner for DocuSign offers a discount deal for REISA members. The main content area is titled 'Residential Sales' and contains a table of forms with a search bar.

Form ID	Description	Action
FM1110	Residential Sales Agency Agreement	sign
FM1110A	Subsequent Sales Agency Agreement	sign
FM1110AE	Subsequent Sales Agency Agreement (Express)	sign
FM1110C	Residential Sales Agency Agreement (Conjunctural)	sign
FM1110E	Residential Sales Agency Agreement (Express)	sign
FM1110S	Residential Sales Agency Agreement (Short Version)	sign
FM1110V	Residential Sales Agency Agreement (VPA Upfront)	sign
FM1111	Notice of Expiry	sign
FM2025	Notice of Offer Residential Land	sign
FM2100	Contract	sign
FM2400	Option to Purchase Land	sign
FM2500	Mutual Termination of Agreement	sign
FM3022	Application/Statement Strata & Community	sign
FM3215	Local Government Inquiry	sign
FORM1	Form 1	sign
FORM2	Form 2	sign
FORM3	Form 3 - Certificate of Legal Practitioner and Waiver By Purchaser	

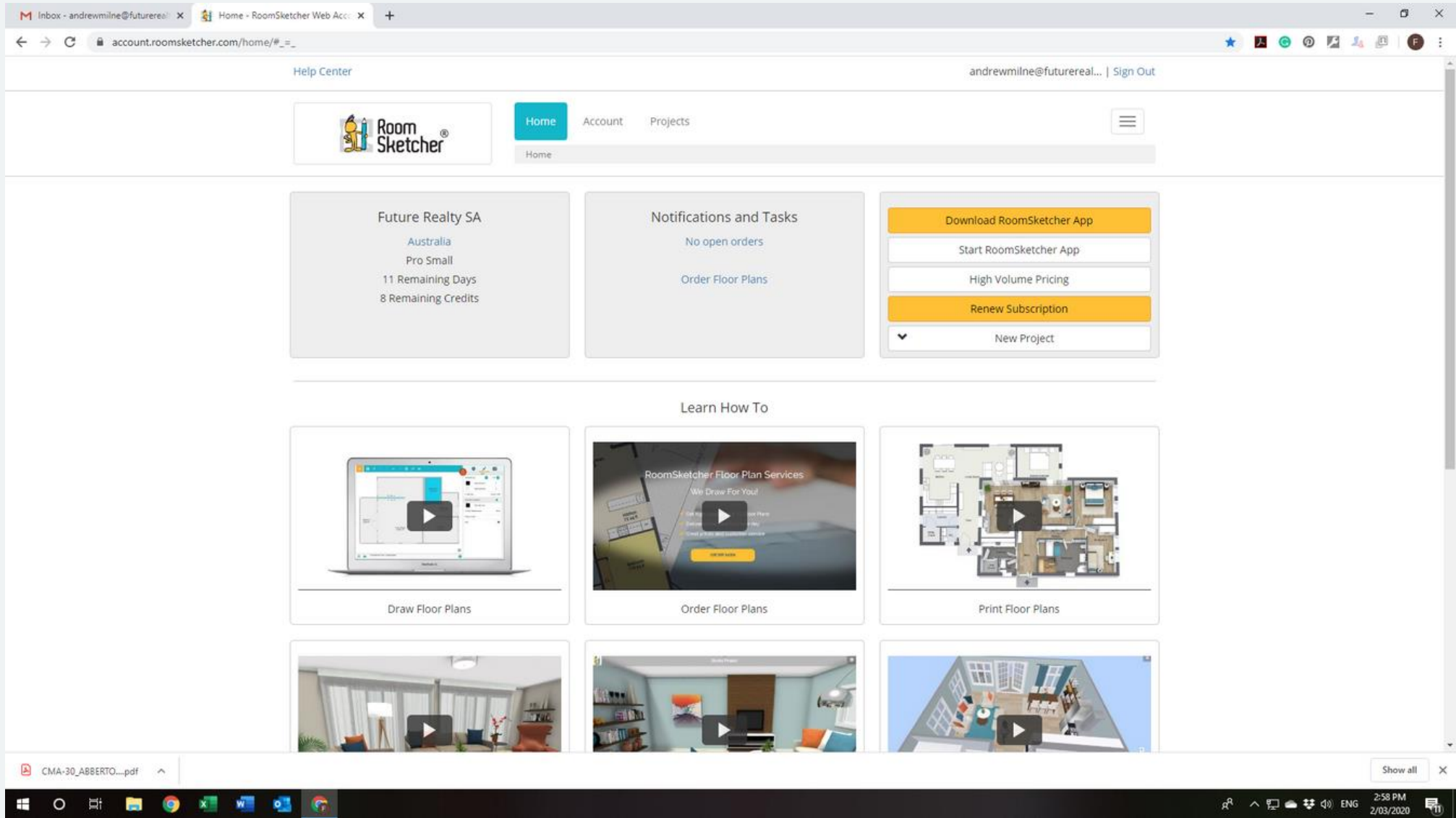
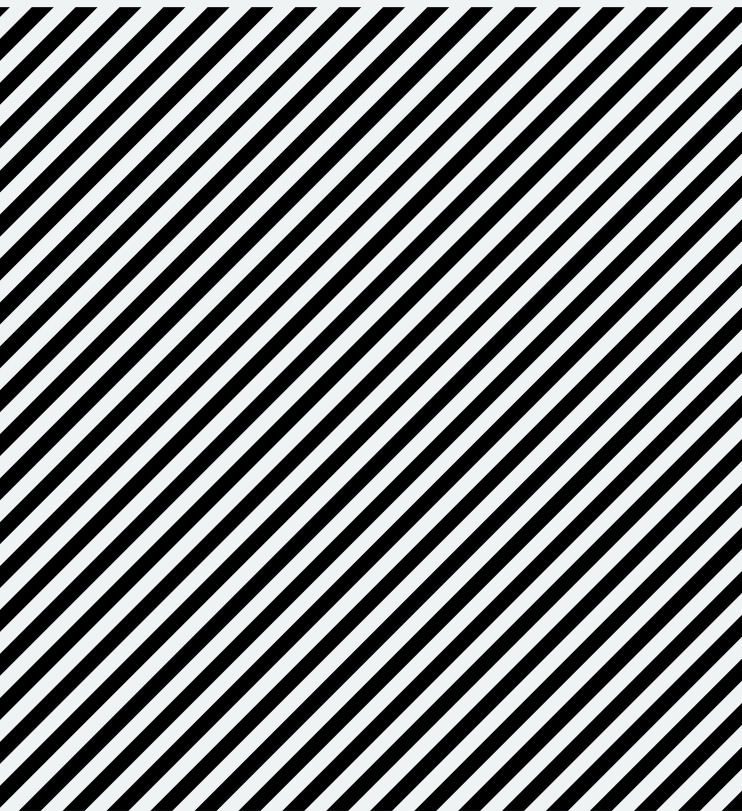
# ECKERMANN'S PORTAL

For Form 1, government searches & contract preparation.

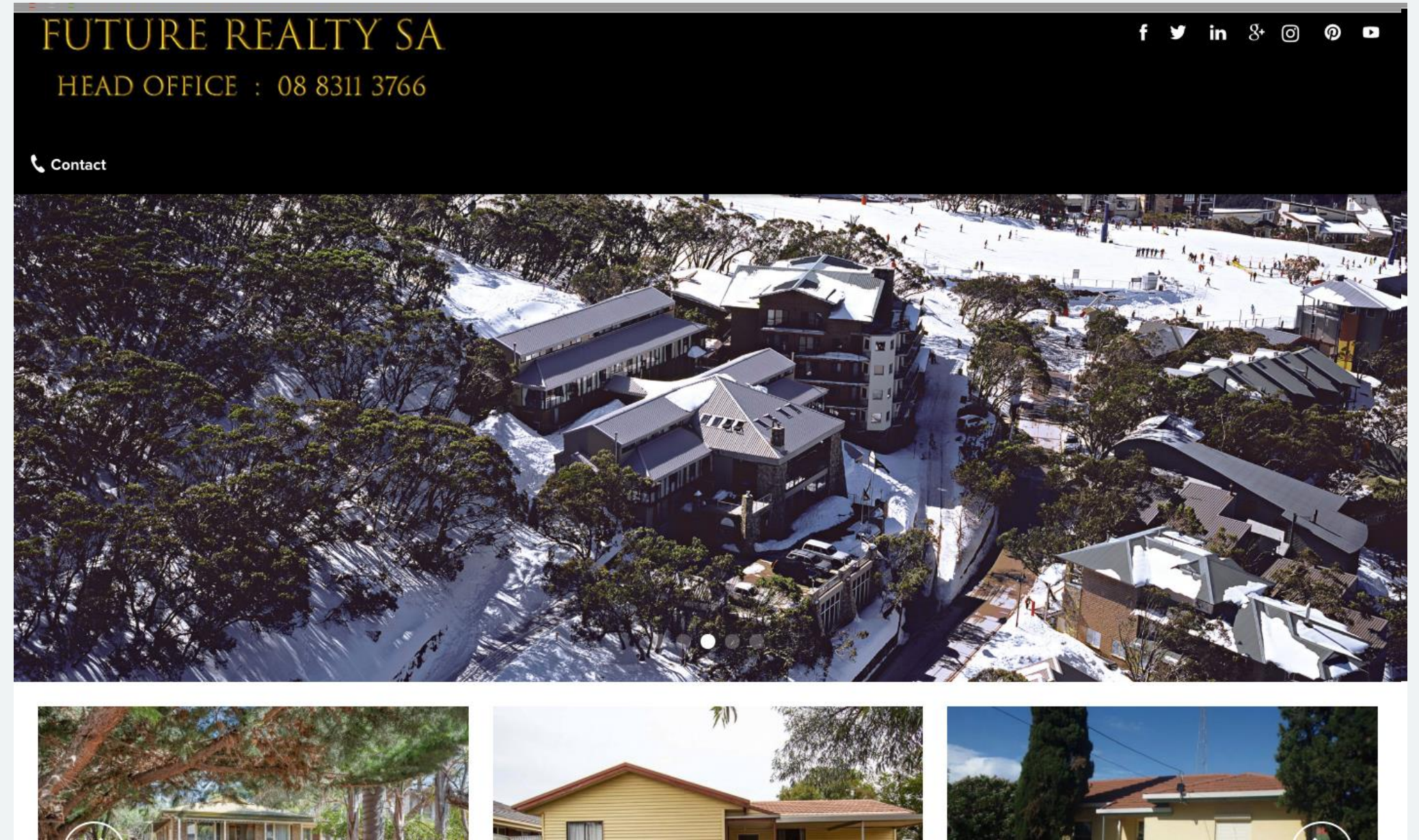
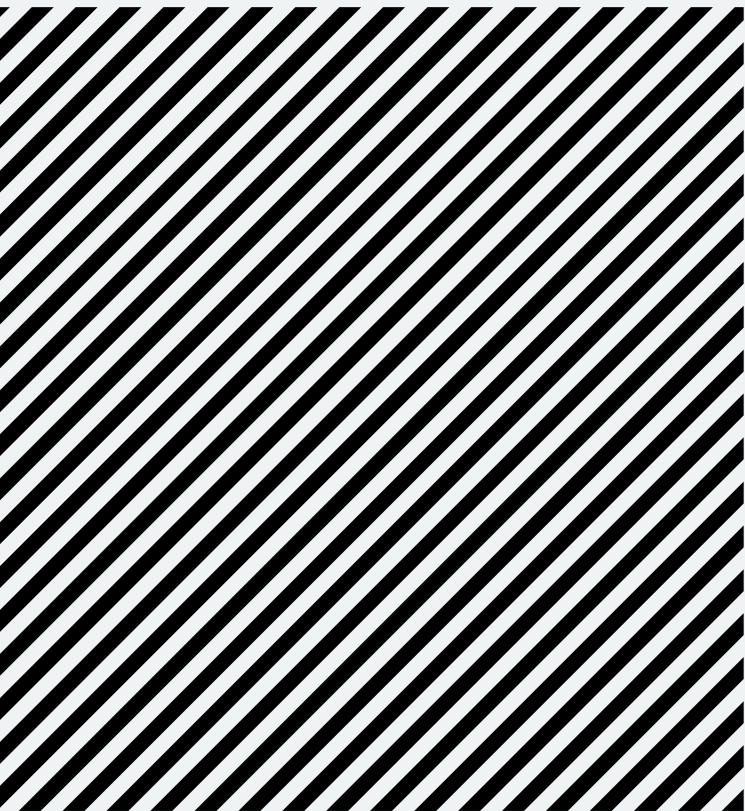


# ROOM SKETCHER MEMBERSHIP

Floor plans black and white, colour 3D and 3D interactive.



# WEBSITE



# RP DATA- CORE LOGIC

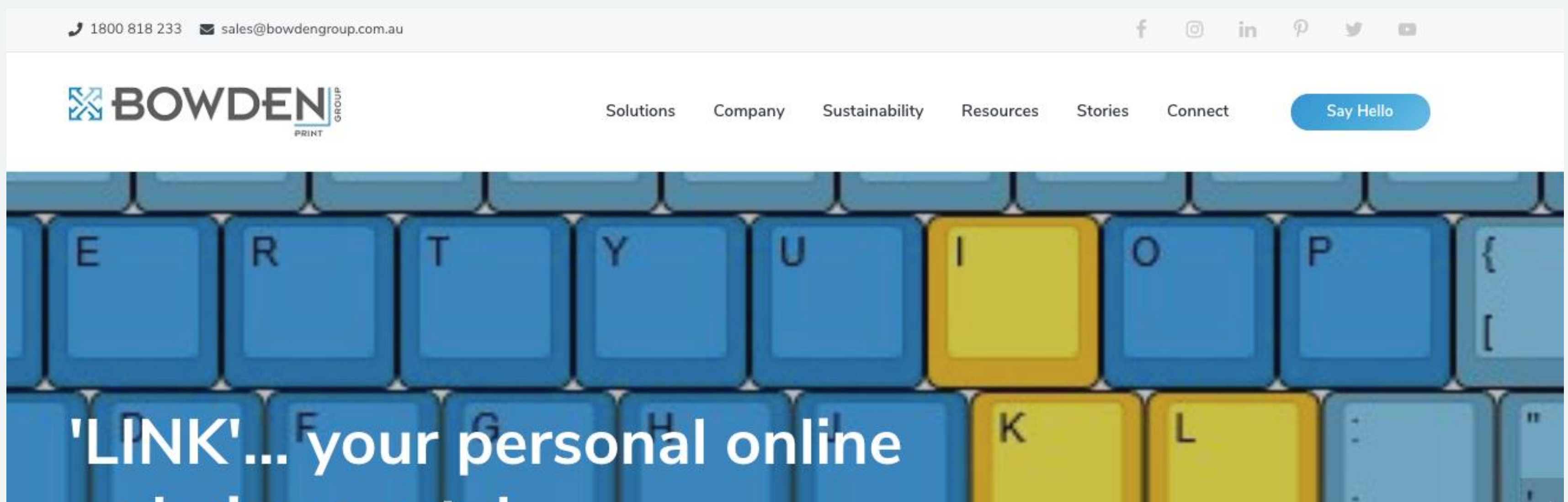
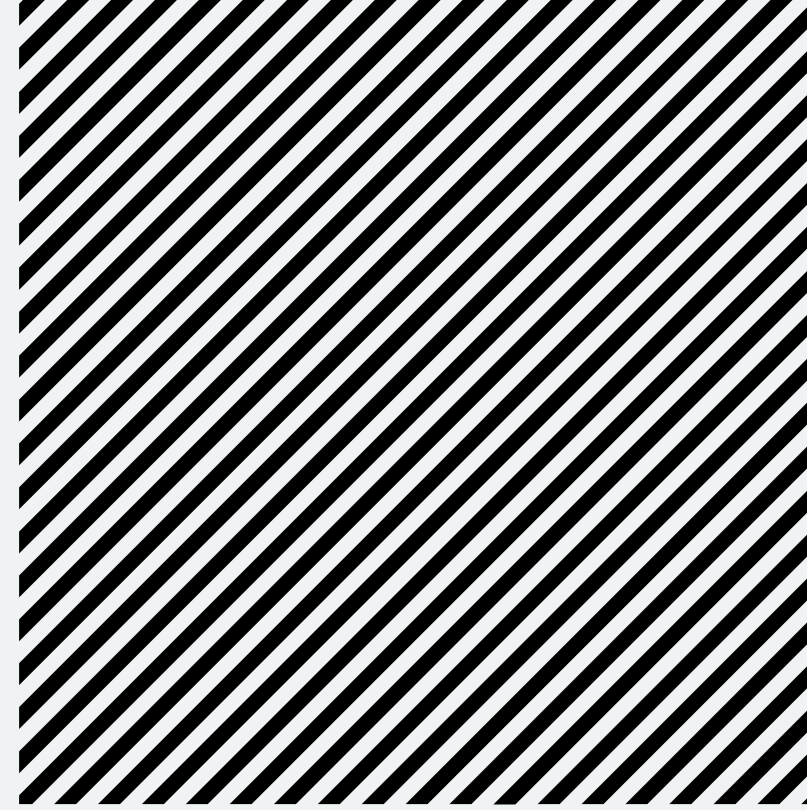
The screenshot displays the CoreLogic RP Data Professional web application. At the top, the navigation bar includes the CoreLogic logo, the text "RP Data Professional", and menu items for Home, Search, Documents, My Account, and Resources. Below the navigation, a welcome message is followed by a search bar with a dropdown menu showing options like "Address", "More Searches", "Excel", "Company", "Name", "Building Name", "Volume/Folio", and "Local Authority". The search bar contains the placeholder text "Enter an address, street name, suburb or postcode" and a "Search" button.

The main content area is divided into several sections:

- Build a Professional CMA Report:** A promotional banner with an image of a person holding keys, stating "Win listings and grow your rent roll with a CMA report". It includes a sub-headline "Create a range of personalised and professional CMAs quickly and easily to help you win listings, close more sales and grow your rental roll" and two buttons: "Create a Signature CMA Now!" and "Create Rental CMA Now!".
- Promote Me!** A promotional banner with an image of a couple, stating "Promote your success by uploading your recent sales". It includes a sub-headline "Upload your recent sales and get promoted through the most viewed digital media channels as well as by some of Australia's most popular property websites and most widely read newspapers" and an "Upload Sales" button.
- ID prospector:** A promotional banner with an aerial view of houses, stating "Find your next lead to grow your business". It includes a sub-headline "Using sophisticated analysis, CoreLogic has been able to identify properties that are most likely to go on the market in the near future - giving your marketing activities more focus, saving you time and delivering better results!" and three buttons: "Withdrawn Listings", "Find Leads", and "Listings Over 60 Days".
- Activities:** A section with four icons and labels: "Valuation Report", "Property Report", "Signature CMA Report", and "Signature Rental CMA Report".
- My CMAs (0):** A section stating "You have no properties in 'My CMAs'". To add a property, it instructs the user to search for an address and click on the associated "Add" icon.
- Property Monitor - My Watch List (1):** A section showing a property listing for "13 Fenwick Drive, Adriga Beach, SA, 5173" with a "Watch" icon and the date "Added: 28 Dec 2018".
- Property Monitor - My Watch List Alerts:** A section with an "Active Alerts" button.

# BOWDEN PRINT PORTAL

For the design of brochures, one template, any other designs contact Bowden Print Group.

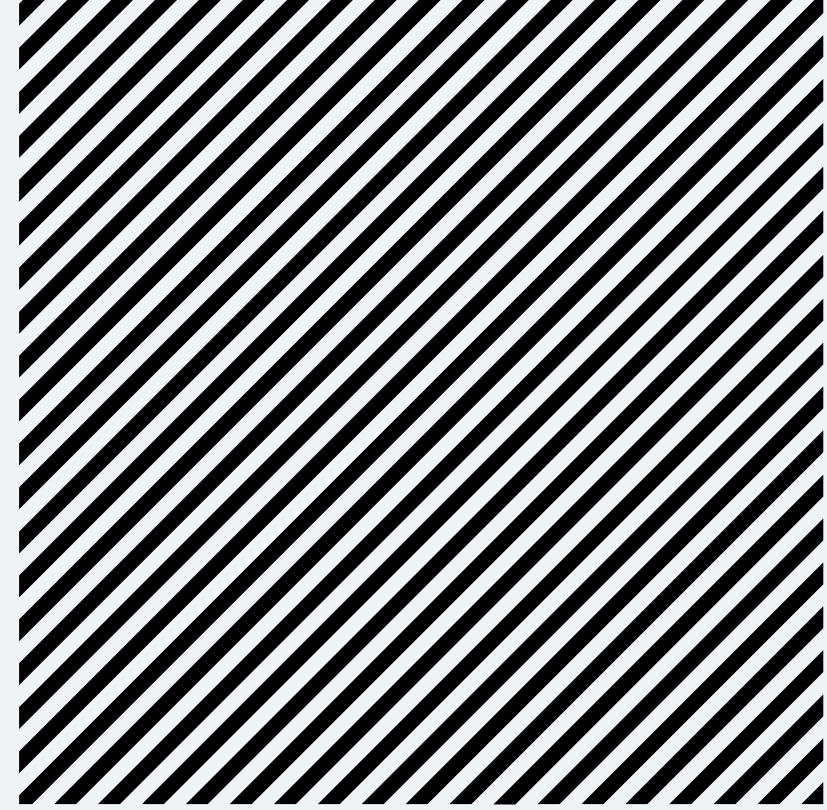




# MENTOR SUPPORT & BUSINESS ADVICE

---

Support in getting set-up, especially in the first three months when you are in the set-up stage of your business.



iMPROVE  
DEVELOP  
TRAINING  
MOTIVATE  
COACHING  
iNSPIRE



# PHOTOGRAPHY

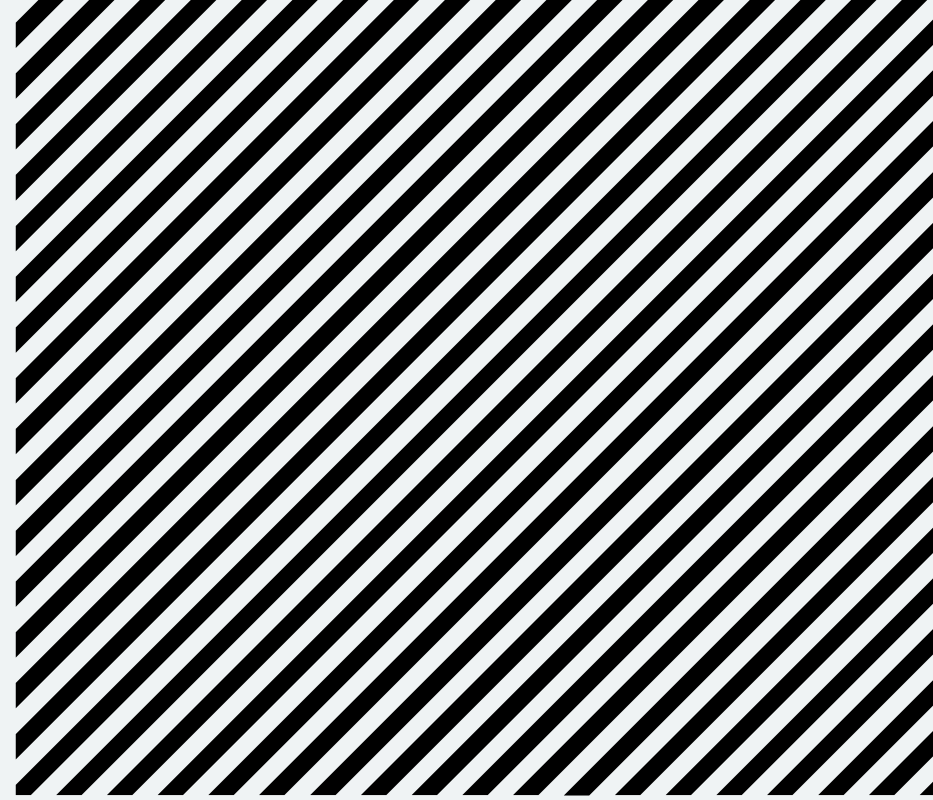
---

FRSA services

12 photos \$100

24 photos \$200

Post production and in jpeg to size ready  
and uploaded to REX for portals.





ADOBE  
PHOTOSHOP



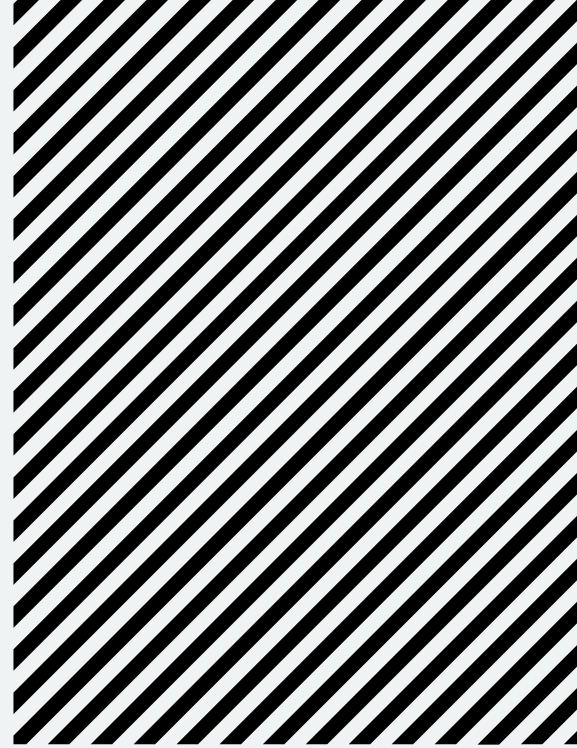
ADOBE ACROBAT



OFFICE

---

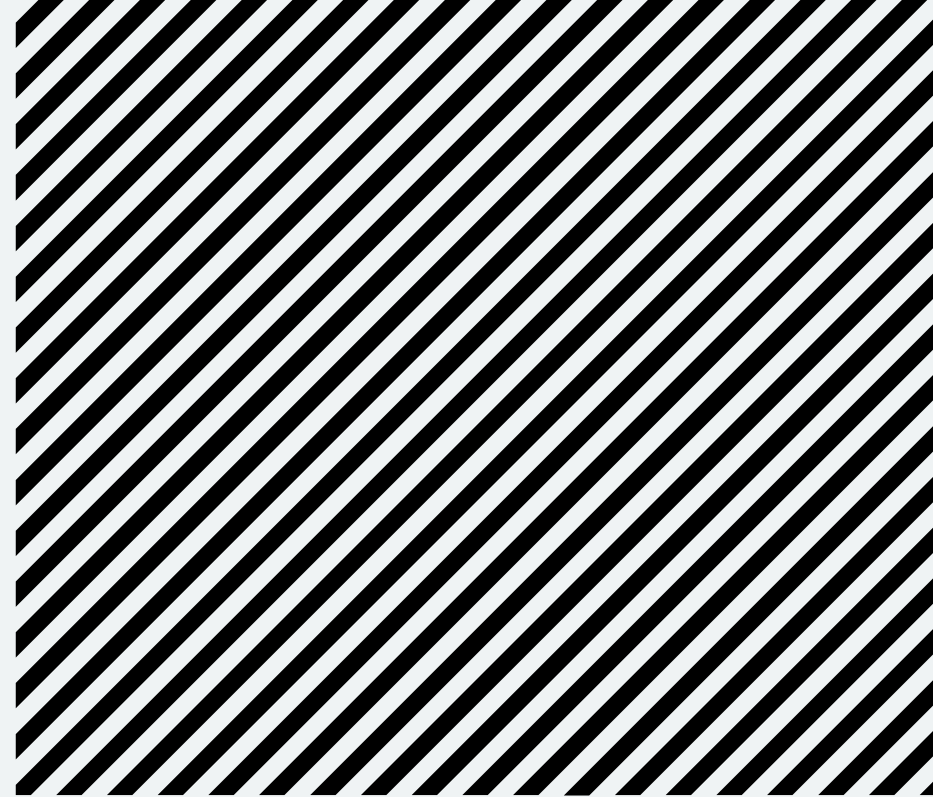
**Software**



# INTERNET

---

Internet straight to devices.  
NBN Internode has a gold package  
adequate for a home office.



# Portals

[Homely.com.au](http://Homely.com.au)

[Ratemyagent.com.au](http://Ratemyagent.com.au)

[Homesales.com.au](http://Homesales.com.au) (general)

[Domain.com.au](http://Domain.com.au) (general)

Williams Media  
([Thehomepage.com.au](http://Thehomepage.com.au)/ luxury list)

---

FUTURE REALTY SA



[Realestate.com.au](http://Realestate.com.au)

[Onthehouse.com.au](http://Onthehouse.com.au)

[Realestateview.com.au](http://Realestateview.com.au)

[Realty.com.au](http://Realty.com.au)

Domanin CRE

[Homes.com.au](http://Homes.com.au)

Trading Post

[Quickrealestate.com.au](http://Quickrealestate.com.au)

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FUTURE REALTY SA

# Social Media-setup

---

Facebook (personal & business page)

Twitter

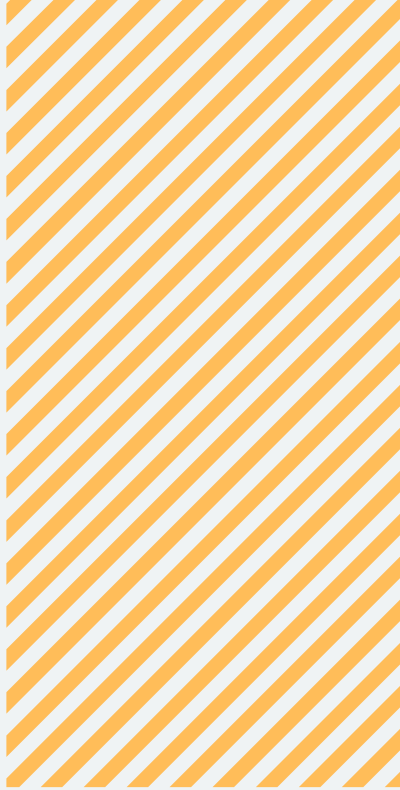
LinkedIn

Google +

Pinterest

Instagram

Youtube channel-needed  
to load video to website



# Checklist for processing a listing

---

- Prospecting, research property and appraisal.
- Agency signed by vendor and agent.
- Print street name out on plastic listing folder (black Officeworks with plastic slips for \$1) setting up a file for all paperwork.
- Create a folder with sub-folders and name it the street address in a new client's folder. My documents on computer. And a folder in emails for all correspondence.



# Checklist for processing a listing

---

- Check and complete agency and send a copy and Form 2 to the client straight away. Send a confirmation text if it is the first time you have used the email.
- Then make a folder in email, with address for all correspondence.
- If a tenant is to be notified, send a letter to the tenant with their 14 days notice. Call them then notify property management. Nothing can happen for 2 weeks by law.
- Create contact in Rex.





# Checklist for processing a listing

---



- Create a related property in Rex, then list it in Rex.
- Photo shoot and floor-plan to be measured up.
- If photos have been taken and you have the floor plan, process them ready as jpegs for upload, post-production software and photoshop.

Put photos in subfolder named photos in the new client's folder under that address ready to put into Rex. Same if they are being sourced

- from the internet, don't use RP Data as watermarked. REA is the best source. Or if client has already had them done by photographer, source them.

# Checklist for processing a listing

---

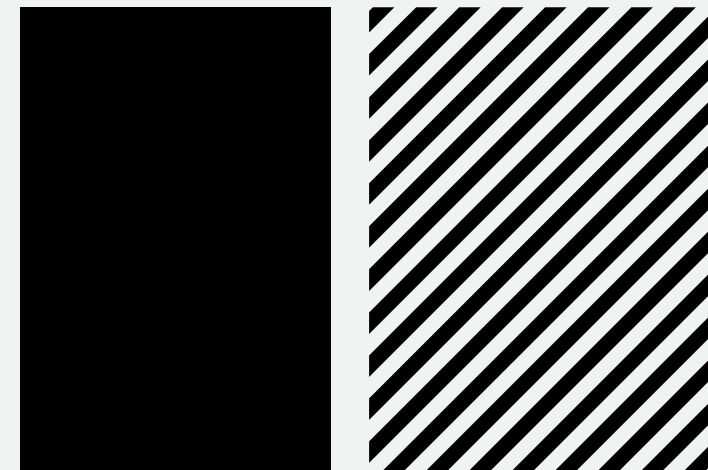
- Get client to approve photos, copy and floor plan.
- Portal for printer do brochure, save for later and send to client for approval.
- Portal for the sign campaign cloud save for later and send to client for approval.
- Get the client to approve both.
- Get listing information into Rex needed to go live with the listing (FRSA training needed for this).



# Checklist for processing a listing

---

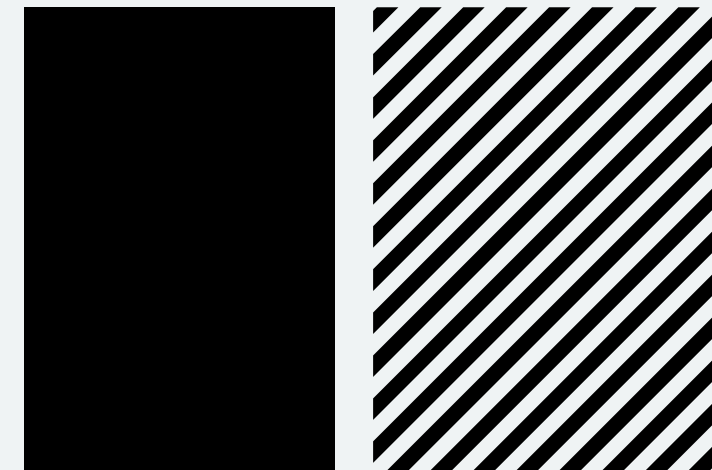
- When everything is approved and the client is ready to go live.
- Send account and get payment in advance on ordering brochures, signs or going live on portals.
- When paid in full, upload to portals (FRSA training needed for this), order brochures and sign.
- Portals available for brochures and sign, need training at first get companies to do artwork.
- Organise open time.



# Checklist for processing a listing

---

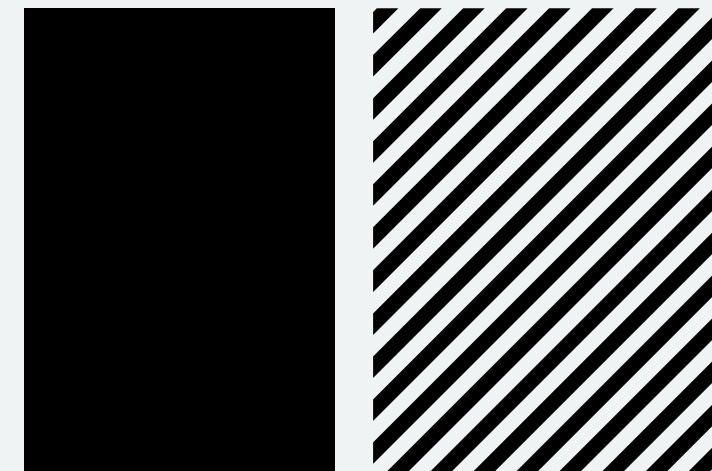
- If auction (see Simon for advice on process).
- Offer forms or contract offer.
- Meet with vendor to negotiate sale, or at this point price reduction if needed.
- Both parties sign (sale started).
- Send contract to Eckermann's conveyancers (portal available FRSA training needed) or if another conveyancer is doing it.



# Checklist for processing a listing

---

- Form 1 signed, cooling off.
- Special conditions finance or sale of property. Liaise with broker or agent as needed.
- Deposit letter sent.
- Unconditional (at this point it moves onto conveyancers).
- All relevant information, complete contract and Form 1 sent to both conveyancers and a story sheet with all the information needed.

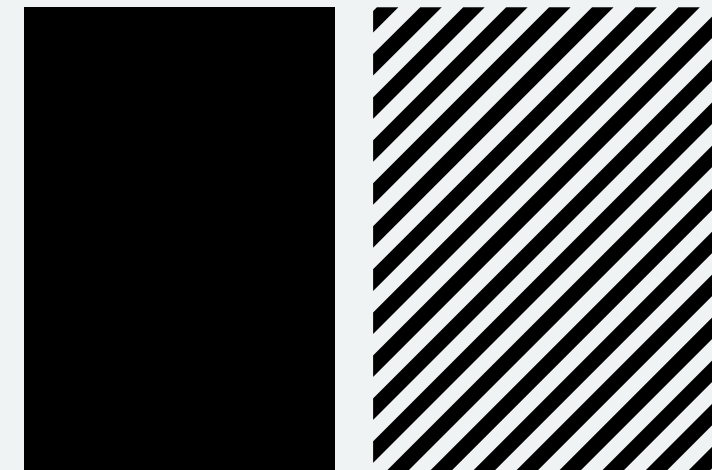


# Checklist for processing a listing

---

- Settlement call both parties get keys from vendor give gift and congratulate. Seek testimonials.
- Meet new owner at property, give keys, gift and congratulate. Seek testimonials.
- Sales successfully completed.

NOTE: This is a very basic checklist, it will be missing things that may need clarification at the time. Please see me for help or guidance to who can help you.



# Thank you!

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WE'RE EXCITED TO WORK WITH YOU.

**FUTURE REALTY SA**

ANDREW MILNE 0416 165 545



POWERPOINT DEVELOPED BY LEANNE  
LONGFELLOW