

# WELCOME TO YOUR COACHING MATTERS HOW TO ZOOM AND KEEP WORKING NOW!

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Things to know before we start:

- 1. You are on mute when you come in.** Stay on Mute unless you need to ask a question please and thank you!
- 2. You ARE on video** and we'd like you to REMAIN on video (for good reason, you'll see).... So...don't get naked... and... check the name in your computer next to your Video Pic. If it is not the name you want, go to the 3 dots in upper right corner of your picture and select "rename" and give yourself the RIGHT name!
- 3. Get ready to Learn how to use ZOOM with your Leads and Clients including GROUPS of them!** Have multiple owners all over the place? Great, this makes it EASY to get everyone together in one place! Have a listing you want to show? Great, this is how to do it safely and easily.



# HOW TO COMMUNICATE EFFECTIVELY WITH ZOOM TO SELL AND LIST HOUSES NOW

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DURING THE GREAT PAUSE OF 2020



***What to do NOW in the Great Pause of 2020***

**Yes. PHYSICAL distance.  
But social distance? No need.  
Socialize via Facebook  
Socialize via Zoom  
Socialize with Facetime  
Socialize via Text  
We have the technology  
Use it.**



*Coach Donna Stott*

WHEN WE CONSCIOUSLY  
SHIFT TO CONTRIBUTION

FEAR FALLS TO THE SIDE... IT BECOMES  
*LESS INTERESTING TO OUR MINDS.*

Zoom allows us to Contribute when people may think it's impossible. It's not. YOU show them it's possible.

**The true Leaders today will reach out and offer community to those they serve. Be a Leader.**

The Leaders will offer SAFE time together  
As we go through today, be thinking and sharing in the chat how YOU can use Zoom to contribute to your communities

We all are aware of what we CAN'T do  
**Today we focus on what we CAN do** and share that with each other  
*Creativity is intelligence having FUN ~ Albert Einstein*

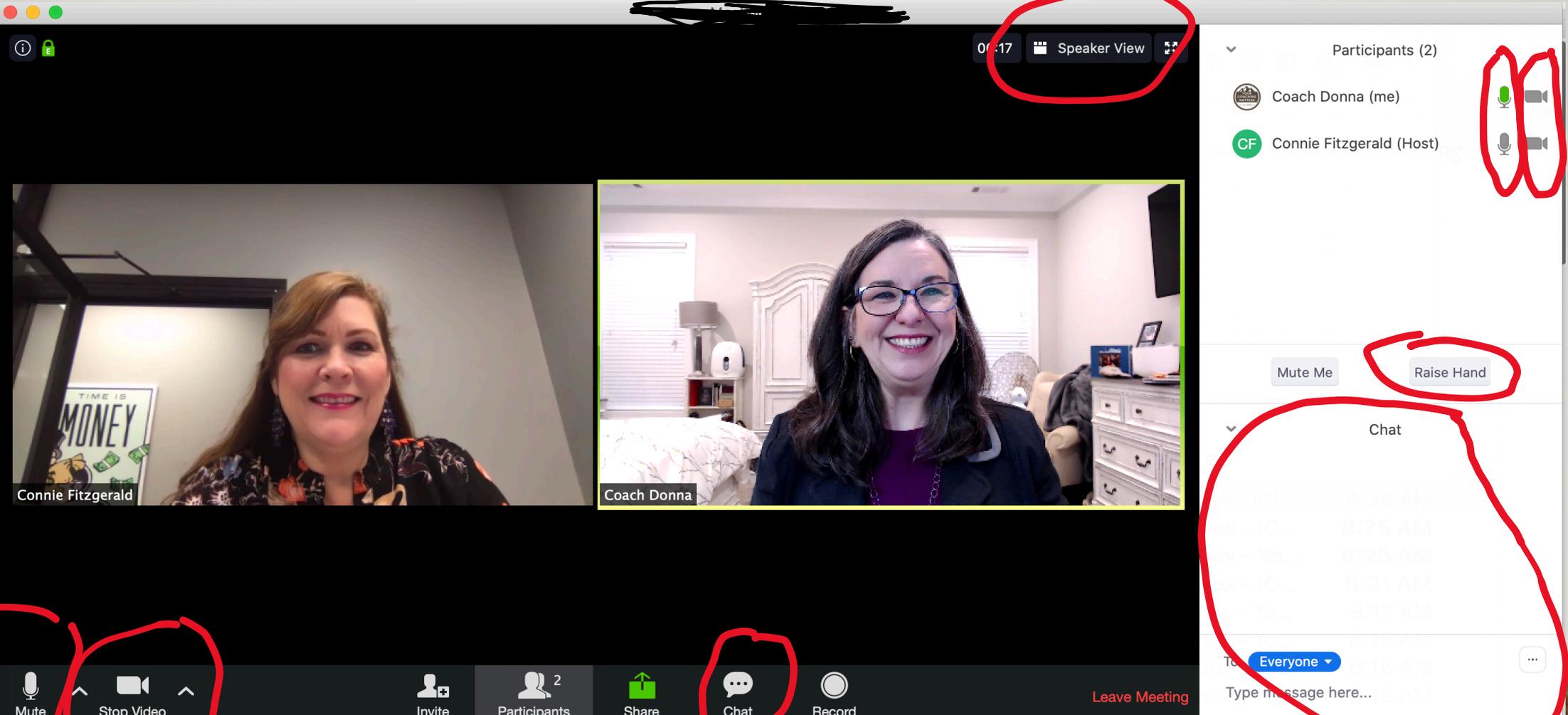


# TODAY WE WILL LOOK AT USING ZOOM TO HAVE MEANINGFUL CONVERSATIONS WITH PEOPLE

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- If you are Zoom now, congratulations! You know how to do that! If you are watching on Facebook, you can start the minute we finish this call. It is EASY.
- Today we will learn features to use TODAY and everyday hereafter. You CAN list and sell real estate 95% from home.
- You will learn... this is EASY. You absolutely CAN do this!
- We will go step by step. My bet is some of you know more than I do and will share with all of us too!
- Plus ++ how to practice Zoom with people you already know and love that will make your life better immediately.

# LOOK AT YOUR ZOOM SCREEN NOW – WHAT DO YOU SEE? LET’S PLAY A BIT NOW TOGETHER



# LOOK AT YOUR ZOOM SCREEN NOW – WHAT DO YOU SEE? LET’S PLAY A BIT NOW TOGETHER

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1. Go to Gallery View – upper right (Speaker view or Gallery View) – Now everyone High Five each other!
2. Open the Chat Box – Type in how many listings taken, buyer sales, and listings sold you’ve had in the last week. Are you willing to see that business IS happening?
3. Find the button that says Share Screen. This is how you select what on your computer you want to share. If you want to have your **computer sound** also share (like showing a video) check the box before you share. Put in chat... what could YOU share with a Lead or VIP client?
4. See the round button that says “Record”. You can record your Zooms to your computer. To save in the Zoom cloud temporarily requires a paid subscription. And you still must upload it elsewhere like AmazonS3. What do you use to save video files? Put it in the chat.
5. FUN: Look at Video Settings (your button may say Stop Video then click “video settings”). Touch up your appearance 😊 You are so beautiful!
6. FUN: Pick a virtual background if you’d like. Notice my computer doesn’t have the Intel Core i7 required. I only have i5 but I can still use ZOOM!



The screenshot shows the Zoom pricing page at zoom.us/pricing. The browser address bar has 'zoom.us/pricing' circled in red. The navigation menu includes 'SOLUTIONS', 'PLANS & PRICING' (circled in red), and 'CONTACT SALES'. A green banner at the top states: 'We have developed resources to help you through this challenging time. Click here to learn more.' The main heading is 'Zoom Meeting Plans for Your Business'. Below it are links for 'Zoom for Education', 'Zoom for Telehealth', and 'Zoom for Developers'. The pricing table has four columns: 'Basic', 'Pro', 'Business', and 'Enterprise'. The 'Basic' plan is circled in red and labeled 'Free'. The 'Pro' plan is circled in red and labeled '\$14.99 /mo/host'. The 'Business' and 'Enterprise' plans are crossed out with a large red 'X'. A red arrow points to the '40 mins limit on group meetings' feature in the Basic plan, and another red arrow points to the 'Meeting duration limit is 24 hrs' feature in the Pro plan. The 'Basic' plan features include: 'Personal Meeting', 'Free', 'Sign up, It's Free', 'Host up to 100 participants', 'Unlimited 1 to 1 meetings', '40 mins limit on group meetings', 'Unlimited number of meetings', 'Online support', and '+ Video Conferencing Features'. The 'Pro' plan features include: 'Great for Small Teams', '\$14.99 /mo/host', 'Buy Now', 'All Basic features +', 'Includes 100 participants', 'Need more participants?', 'Meeting duration limit is 24 hrs', 'User management', 'Admin feature controls', and 'Reporting'. The 'Business' plan features include: 'Small & Med Businesses', '\$19.99 /mo/host', 'Buy Now', '\* Minimum of 10 hosts', 'All Pro features +', 'Includes 300 participants', 'Need more participants?', 'Dedicated phone support', 'Admin dashboard', 'Vanity URL', and 'Option for on-premise deployment'. The 'Enterprise' plan features include: 'Large Enterprise-Ready', '\$19.99 /mo/host', 'Contact Sales', '\* Minimum of 50 hosts', 'All Business features +', 'Enterprise includes 500 participants', 'Enterprise Plus includes 1,000 participants', 'Unlimited Cloud Storage', 'Dedicated Customer Success Manager', and 'Executive Business Reviews'.

SIGN UP!

YOU ONLY NEED  
FREE UNLESS  
CALLS OVER 40  
MINUTES

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DEDICATED  
PAGE TO  
HELP YOU  
GET  
STARTED  
DURING  
THIS PAUSE

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zoom.us/docs/en-us/covid19.html

Apps ACE SLP Pixabay The Washington Po... Menu for 07 Mar to... 17 questions.2 YCM Google Calendar -... Google Docs Google Sheets

REQUEST A DEMO 1.888.799.5926 RESOURCES SUPPORT

SOLUTIONS - PLANS & PRICING CONTACT SALES

JOIN A MEETING HOST A MEETING SIGN OUT

## Support during the COVID-19 pandemic

This site is here to help you most effectively use Zoom as we all navigate the coronavirus pandemic.

### Resources

**ATTEND**

- [Live Daily Demos](#) →
- [Upcoming Webinars](#) →

**WATCH**

- [Zoom Video Tutorials](#) →
- [On-Demand Zoom Training Sessions](#) →

**READ**

- [Blog: Sign Up for Free Zoom Training and Get Zooming Today](#) →

## LET'S LOOK AT WRITTEN HOW TO FROM ZOOM TOGETHER SO I CAN SHOW YOU SCREEN SHARING

- [Go to https://support.zoom.us/hc/en-us/articles/201362033-Getting-Started-on-Windows-and-Mac](https://support.zoom.us/hc/en-us/articles/201362033-Getting-Started-on-Windows-and-Mac)
- You can find this on Zoom's page at the link above. And I'll paste in the chat too.

Isolation does not need to mean disconnection.  
We feel the agents who care, who come  
form contribution, who connect will increase the level  
of trust.

We should not call it social distancing but physical  
distancing.

More than ever our social connection is desperately  
needed. Get Creative:  
Do not simply be a watcher of all this or a  
victim. Instead be a creator of the outcomes you desire  
during this time of uncertainty. Push the throttle  
forward.

Let this time create Success. Doing what we all said we  
would do. With clarity focus ease and grace.

In the year of 2020. THIS is what we can look back at  
this year and see. THE year we took our businesses to  
the next level. We became the professionals we know  
we can be.



Creativity is intelligence having FUN ~ Albert Einstein

# WHAT'S NEXT?

## JOIN US EACH OF THE NEXT 2 DAYS

### SAME LINK. SAME TIME.

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We will continue to offer free short Classes via Zoom until the Great Pause ends. Our Vision is to Elevate the Professionalism of the Real Estate Industry, one Agent at a time. **YOU are one of those Agents.**

The Class tomorrow is Q&A to get clear on what YOU need. This will create next weeks' free class topics. Wednesday, we have a Guest Speaker, one of our Coaches Peter Weller, who will be speaking on **Pushing the Throttle FORWARD during this time** rather than pulling back. Seeing POSSIBILITY. Ready for that? Join us.

ON WEDNESDAY we will announce our upcoming classes which I guarantee you can afford AND a Private Coaching Option you also can afford!

Questions? Email [MarketingDirector@YourCoachingMatters.com](mailto:MarketingDirector@YourCoachingMatters.com)





**Ways to use Zoom this week:**

Ask contacts you make by phone or text or Messenger, etc. to meet you in a zoom meeting to talk Face to Face.

Ask your Family to participate in a Family Zoom meeting together to both practice as well as get comfortable using Zoom.

Get your Staff to meet 3 times a day on Zoom for 15 minute meetings to look at what we are doing right and how we can duplicate it and what is going wrong and how we fix it.

Set a Private Zoom meeting or Host a Facebook Watch party to show video tours of your listings.

Host a Meeting to show the numbers behind a refinance. Invite your Lender to be on with you. Explain to people how they can save money every month forever with this opportunity.

Host a Watch Party or Zoom Meeting to show the numbers behind a great investment. **Imagine changing an entire family's wealth potential because YOU had a conversation explaining what you know.**

## Want a challenge to become more Interested in... than any fear?

Make 20 contacts minimum and fill your pipeline for the ENTIRE YEAR.

Understand that is probably 100-150 daily attempts to get to 20. Be realistic. Are you willing? Are you able? If not that, then what challenge ARE you willing to promise?

Is 20 creating too many leads for you to handle? Refer some to your Extremely Grateful staff or agents in your office.

**Can you imagine creating an entire office worth of leads for others?**

**It is POSSIBLE!**

**BE the Leader in your Office!**



***What to do NOW in the Great Pause of 2020***

**Contact every person you  
have a phone number for**

**Ask if they need help or can  
provide help to others**

**Start matching people up**



*Coach Donna Stott*

Use this time to get every piece of data possible on every person in your Database! Imagine the information we can collect during this time creating a Database you know. Who knows you.

Put in their last purchase price & date bought. Their mortgage balance. Full names, emails, phones, birthdays, when they can remove PMI and... WHEN their next move is planned for whether it's NOW or 15 years from now... Do this for every one of the Active People in your Database. - Usually this is Leads, Past Clients, COI and VIP's. Share your contact info (text it to them) so they easily add you to their contacts list and will KNOW it's you next time!

Only have name/address? Then Buy Coles for \$50, learn to use it, and call the numbers. <https://bit.ly/YCMCole>

Simultaneously, take a course you've been meaning to take (it WILL get you excited about DOING something). Come WED to get our revised Class Schedule. I GUARANTEE you can afford a class.

Office DEPOT  
bleed resistant  
30 SHEETS  
25 in x 30 in  
(63.5 cm x 76.2 cm)  
Item 434-958

## SAMPLE PIPELINE BOARD

HOT PIPELINE /mo/inc	>60 DAY PIPELINE /mo/inc	1 <sup>st</sup> Q LISTINGS TAKEN	
1.	1.	1.	7.
2.	2.	2.	8.
3.	3.	3.	9.
4.	4.	4.	10.
5.	5.	5.	11.
6.	6.	6.	12.
7.	7.		
8.	8.		
9.	9.		
10.	10.		
11.	11.		
12.	12.		
	13.		
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	17.		
	18.		
	19.		
	20.		
	21.		
	22.		
	23.		
	24.		
	25.		
	26.		

1 <sup>st</sup> Q SALES <sup>LS/BS</sup>	
1.	7.
2.	8.
3.	9.
4.	10.
5.	11.
6.	12.

1 <sup>st</sup> Q CLOSED DEALS	
1.	7.
2.	8.
3.	9.
4.	10.
5.	11.
6.	12.

THIS TOO SHALL

pass

Be goofy, have fun, stay positive. This too shall Pass.  
Where will YOU be when it does? Just getting back to work... or  
having a Pipeline FULL of people to see in person?



# A FEW MORE SHORT ZOOM TUTORIALS

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[How to Schedule a Meeting in Under a minute](#)

[Screen Sharing](#)

[Fundamental Meeting Controls – Host/Cohost](#)

[Join Audio and Video](#)

[Share multiple Screens Simultaneously](#)



# 30 MINUTE GETTING STARTED CLASS FROM ZOOM

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Register for this training at

<https://bit.ly/YCMZoom>

Note, YCM does not run this meeting,  
it's all Zoom

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See you tomorrow!  
Same time, same place.  
Bring your concerns and questions.  
Let us support you.