



COMPLETE DATA COMPARISON CHART

Standard Features	Details	Complete Data Individual User	Complete Data Professional
Service Area	Prospecting area to capture all dwellings/owners in your farm area or patch. Track your market share & what's on the market. Great for just listed/ just sold and CMA reports	✓	✓
Enquiries	Separate your enquiries and contacts, store all enquiries against your listings	✓	✓
Contacts	Buyers /sellers and all contacts are stored here	✓	✓
SMS	Individually or bulk sms contacts	✓	✓
Email	Individually or bulk email contacts	✓	✓
HTML Emailing	Send brochures or stock sheets	✓	✓
Letters	Mail merge any of your contacts to word letters, individually or bulk mailing	✓	✓
Labels	Create mailing labels individual or bulk	✓	✓
Outlook 2010	Easily move your contacts, scheduled tasks and calendar appointments to Outlook	✓	✓
Scheduled Tasks	Set scheduled tasks against your contacts individually or bulk	✓	✓
Trails	Set multiple tasks against contacts	✓	✓
Calendar	Schedule appointments	✓	✓
Appraisals	Capture all appraisal information and merge to pre listing letter	✓	✓
Listings	Capture all listing information & photos	✓	✓
Brochures	Property brochures, just listed and just sold with logo	✓	✓
Open House	Contains all open inspection times for all properties. Easily produce Open For Inspections lists	✓	✓
Inspections	Capture all inspection details per property	✓	✓
Vendor Reports	Professional vendor report including captured enquiries, inspections etc	✓	✓
Sales Advices	Easily create sales advices	✓	✓
Reports	Multiple reports for administration & management	✓	✓



COMPLETE DATA COMPARISON CHART (Cont)

Standard Features	Details	Complete Data Individual User	Complete Data Professional
Charts	Lead source, market share plus many others	✓	✓
Control Centre	A snapshot of your contacts, listings, scheduled tasks, messages and commission	✓	✓
Solicitors	Store solicitor details for merging with sales advices	✓	✓
Ideal Week	Time management tool	✓	✓
Results	Monitor your KPI'S	✓	✓
Support	FAQ'S	✓	✓
Goals	Track your personal goals	✓	✓
Glossary	Common industry terms	✓	✓
Suppliers	Store details for your regular suppliers and trades people	✓	✓
Scripts	Scripts and dialogues to help you overcome objections when dealing with vendors and buyers	✓	✓
Testimonials	Capture your testimonials in one place add photos and print	✓	✓
Procedures	Central place for your policies and procedures	✓	✓
Implementation	Record and Track office projects	✓	✓
Words That Sell	Store advertising text for future marketing	✓	✓
Professional Only			
Trust Account	Record and view all transactions, print reports and reconcile	X	✓
Multi-User	Multiple users per office	X	✓
Marketing	Set and track marketing campaigns attach photos and print brochures	X	✓
Advertising	All tasks from marketing campaigns	X	✓
Brochures	Customisable Property brochures, just listed and just sold	X	✓
Web Upload	Upload your listings directly to portals such as realestate.com.au - fees apply	X	✓
Meetings	Store company meeting agendas, notes and tasks	X	✓
Messages	Store and reference internal office messages, email and sms staff from here	X	✓
Customisable	The system is fully customisable if required	X	✓
Web Based Access	Access Complete Data Multi User via iPad, tablets, and any online mobile device		✓ Multi User only *additional charges apply