



Manage Property Lists

Target Prospects

Close Deals

SalesTeamLive was developed by real estate investors who needed to automate their sales process including prospecting, marketing, lead qualification, and deal negotiation.

Key Capabilities

Integrated Buyer/Seller Websites

- Customizable websites hosted and maintained by SalesTeamLive
- Critical content updated directly by customer including logo

List Management

- Store searches that match your business activities and generate reports that your team uses to Cold Call, Door Knock and Direct Mail
- Target properties by 100's of customizable attributes: geography, bedroom, bathroom, property type, equity, property value, lender, foreclosure cycle—number of days before or after NOD, NOTS
- Load property data automatically via Import Wizard

Marketing Materials & Fulfillment

- Customize postcards, letters, and brochures from our on-line store with your logo and contact info
- Automatically schedule and fulfill direct mail campaigns thru SalesTeamLive or your mail house

Deal Structuring Resources

- Calculate profit and loss
- Compare your offer versus a traditional realtor offer
- Capture Value, Debt, Repairs, etc.
- Assist owner in determining various options with real-time analysis

Real Estate Investor Console

Leading Pipeline and Business Automation System

SalesTeamLive is the leader in automating Real Estate Investor Lead Generation through a powerful internet-based tool for finding properties and motivated sellers.

Centralized Prospect and Lead Database

Advanced list management for managing distressed property information through various list providers and data sources.

Immediate Professional Branding

“Brand In A Box” approach includes customized pre-built marketing materials, direct mail pieces and integrated Buyer and Seller Websites that carry your logo and your content with automated on-demand fulfillment.

Direct Mail Fulfillment

Use SalesTeamLive to automatically and continuously manage and fulfill your direct mail campaigns or send the mailing data to your mail house

Real-time Lead Qualification and Deal Negotiation

Evaluate and negotiate your leads with real time profit analyzers and negotiator calculators to improve your offers and profits.

Community and Knowledge Sharing

SalesTeamLive actively promotes knowledge sharing through user group meetings, networking events, web seminars, and key industry alliances.



Benefits

- Improve productivity and reduce resources by using a single solution to manage lists, properties, activities, leads, and deals
- Maximize your return on investment through property targeting that enables customizing marketing activities and direct mail based on the stage in the foreclosure cycle and customizable property searches
- Automate direct mail campaigns and fulfillment with pre-built marketing collateral and configurable mailing intervals
- Close deals faster and increase profits through lead qualification and negotiation tools that offer real-time “what if” scenarios
- Establish an immediate professional presence through automated pre-built phone systems, integrated websites, and marketing materials

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Real Estate Investor Console

Developed by Real Estate Investors to automate prospecting, marketing, lead evaluation, and deal negotiation through a single tool that consolidates all property and owner information.

Search Results

Use the Search Results screen to manipulate and view your data. Click on any column heading to sort, choose the columns displayed by clicking a different View, or perform an Action like Editing or Downloading for whatever results are on your screen.

Views	Actions
Master	Delete
Door Knock	Skip Trace
Cold Call	Download
Mail Info	Save Search
	Edit Contacted Status

Today's Cold Calling List - 14 Days before Sale

Cold Call View

Page 1 Of 3 34 Records Found

View All	[First]	[Previous]	[Next]	[Last]						
<input type="checkbox"/>	Owner	Prop Street Address	Prop City	Prop State	Prop Zip	Borrower Phone	Contacted Status	Prop C		
<input checked="" type="checkbox"/>	Edit Adam F Willison	250 E SIMS RD	Brentwood	CA	94513		Active			
<input checked="" type="checkbox"/>	Edit Andrew Thomas	2330 YORKSHIRE DR	Antioch	CA	94531		Active			
<input checked="" type="checkbox"/>	Edit Anthony F Lim	2601 CAMINO LENADA	Oakland	CA	94611	510/336-0775	Active			
<input checked="" type="checkbox"/>	Edit Benjamin Smith, Jr	4592 BERK AVE	Richmond	CA	94804		Active			
<input checked="" type="checkbox"/>	Edit Bill D Townsend	170 PANORAMIC AVE	Pittsburg	CA	94565		Active			
<input checked="" type="checkbox"/>	Edit Daniel O'Neill	4560 BALMORAL PARK CT	Fremont	CA	94538	510/573-2708	Active			
<input checked="" type="checkbox"/>	Edit Darwin Urbina	27531 PONDEROSA CT #339	Hayward	CA	94545		Active			
<input checked="" type="checkbox"/>	Edit Deborah Davis	18 VILLA DR	San Pablo	CA	94806	510/234-3398	Active			
<input checked="" type="checkbox"/>	Edit Edith J Gallon	1233 90TH AVE	Oakland	CA	94603	510/632-2414	Active			
<input checked="" type="checkbox"/>	Edit Felipe Mendez	2207 WESTGATE DR	Pittsburg	CA	94565		Active			
<input checked="" type="checkbox"/>	Edit Garvin P Raynal	1846 SPRUCE ST	Livermore	CA	94551	925/449-6932	Active			
<input checked="" type="checkbox"/>	Edit Gloria Perkins	2830 21ST ST #14	San Pablo	CA	94806		Active			
<input checked="" type="checkbox"/>	Edit Henry Bernal	2273 FAIRWAY DR	San Leandro	CA	94577		Active			
<input checked="" type="checkbox"/>	Edit Herminio R Halli, Jr	562 EDWARDS ST	Crockett	CA	94525		Active			

1. Load property data via an Import Wizard
2. Create and save searches for reuse
3. View search results by specialized views that include only the right information
4. Toggle quickly between different views including a tabular edit view
5. Search on dates within the foreclosure cycle as well as the number of days before or after a key event
6. Download results for skip tracing
7. Search on property status to identify who has been contacted and who needs to be contacted
8. Use saved searches every day to make sure newly loaded properties are included in marketing activities

1. Create campaigns in four easy steps
2. Direct mail campaigns are processed every day and every time you load new properties
3. Select the marketing collateral you would like to include in your direct mail campaign; choose from an array of postcards, letters, or brochures and establish mailing frequencies such as every two days or every week
4. Create Cold Calling and Door Knocking campaigns that will automatically email lists to members of your team
5. Establish direct mail budget constraints that alert you when your budget is exceeded and prevent the campaign from being fulfilled until you intervene
6. Review campaign activity by date and monitor how many of each piece in the mailing series has been sent

Deal Manager Learning Center Community Business Services My Account

Welcome Gary > Home > Deal Manager > Marketing > Campaigns

New Campaign Step 1 - Name, Frequency, Method, Mails

Step 1 Step 2 Step 3 Step 4

Campaign Name: Frequency:

Mail Method:

Campaign Start Date:

Series Name	Front Image	Category	County Coverage	Subscription Type
<input type="radio"/> Animals		REG	Santa Clara , Contra Costa	Pre Built
<input type="radio"/> Bad Dreams		Preforeclosure	Alameda , Santa Clara , Contra Costa	Pre Built

[Next](#)

Lead View :

Prospect Marketing Lead Deal

Lead Summary

Investor: [Deborah Davis](#) Coach: [Miguel Smith](#) created: 05/07/2005 updated: 06/07/2005

status: priority: source: offer: net: [Info](#)

Property Information [Lookup](#) [View](#) [Print](#)

name: [Deborah Davis](#) "for sale" value: \$ 4100000 col. 21 buy: \$ 380000

address: 18 Villa Dr net. net: \$ value: \$ 465000 net. SPD: \$ 3250000

city: San Pablo approved: date:

state: CA zip: 94806 approved value: \$ 4700000 APR: 10.9-11-29.8

Contract Information [View](#) [Print](#)

name: [Deborah Davis](#) phone: (415) 561-0800

address: 1219 Marco Dr call: (916) 660-9020

city: Sacramento fax:

state: CA zip: 95806 email:

Refinancer Quick Launch [Info](#)

refinance property characteristics funding

ref offer via a broker request negotiating questionnaire notes

Seller Situation [View](#) [Print](#)

situation: primary:

next:

status:

as of: 05/07/2005

bankruptcy: [View](#)

backlinks:

Seller wants to [View](#) [Print](#)

sell:

refinance:

rent:

next back:

other:

Gain Info [View](#) [Print](#)

principal	amount	priority	DOB date	repurchase date	lender	monthly payment	payoff rate
1st 200000	12500	0	05/07/2005	07/25/2005	Wells Fargo	5640	0
2nd 80000	3500	0	05/07/2005	07/25/2005	Wells Fargo	500	0
3rd 0	0	0	0	0	0	0	0
4th 0	0	0	0	0	0	0	0
5th 0	0	0	0	0	0	0	0
2nd 2nd 0	0	0	0	0	0	0	0
1st 0	0	0	0	0	0	0	0
offer 0	0	0	0	0	0	0	0
offer 0	0	0	0	0	0	0	0
total 280000	16500	0	5/7/2005	8/25/2005		3240	280000
total debt 296500							

Prospecting view Marketing view Data view

Home Deal Manager Loan Requests Campaigns Business Services My Account Help Feedback

1. Capture all property owner financial information in one place including lender information, 2nd loans, liens, and market value
2. Capture all property characteristics in one place
3. Customize default financial and text values to reflect your market
4. Capture notes in one place and customize interview and negotiating questions so that everyone on your team gathers the same information and performs the same deal calculations
5. Determine and store an offer in real time through conducting real-time "what if" scenarios