

The



Universe

Google Contacts and CRM

Google's Web Based Tools for improved
Productivity and Communication

G. William James

Handheld Computer Solutions

How To Keep In Touch

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Handheld Computer
Solutions



G. William James



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Individual / Group Consultation



- ☐ Custom design your mobile office
- ☐ Get your Google SEO optimized
- ☐ Facebook marketing strategies
- ☐ Time management/mobile organization
- ☐ Online video marketing strategies
- ☐ G Suite (Google Enterprise Apps) Integration

Schedule an appointment today

G. William James



- Black Enterprise Magazine's "Master Of The PDA"
- Google Apps For Business Affiliate
- Member, National Speakers' Association

Career Highlights

- ❑ 1999 Corporate speaker on the power of Palm PDAs
- ❑ 2008 Introduced 1st Gen iPhone as a Realtor tool
- ❑ A 3-Time Presenter to The National Association of REALTORS® Conference
- ❑ 2004 National Presenter for the launch of the original Supra eKey & iBox
- ❑ 2005- Now Distinguished presenter of Google Apps for mobile business

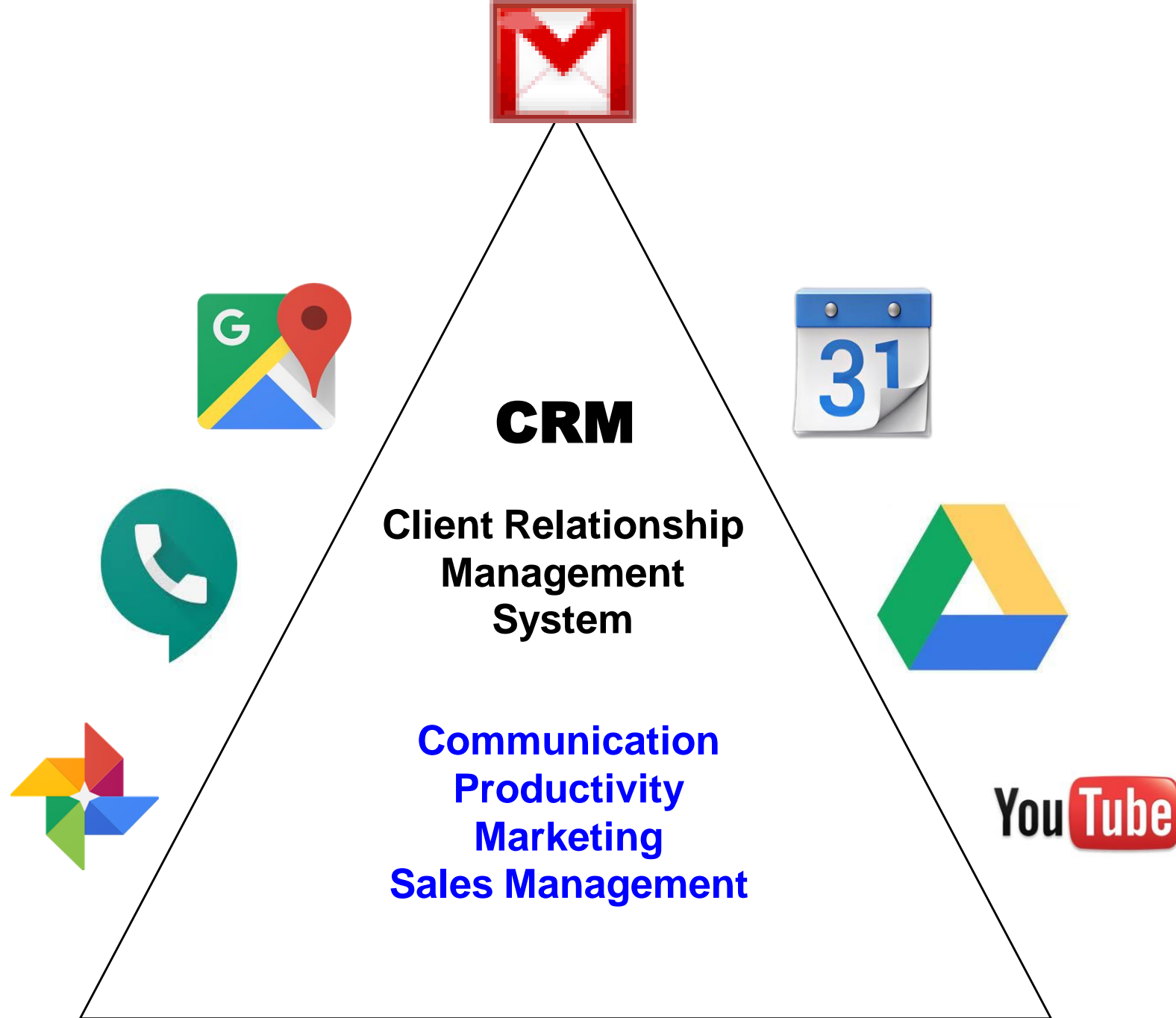
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Subject Line Only!!!

Wesely CRM 2020

What Is A CRM and Why Do I Need One?

- **Customer Relationship Management (CRM) is the primary tool for interactions with your clients, potential customers and vendors.**
- **It is a vital part of driving revenue into the business through trust, the value of your brand and your marketing strategy.**
- **Your clients are the generator of leads and referrals for new business and their endorsement is your business' life blood.**
- **An organized approach to the CRM is required to develop and maintain your brand reputation and increase productivity**



The Three Steps To Building Your CRM

Step One: Start with what you already have

- *Go through each of your contacts, looking for empty fields*
- *Fill those gaps as much as possible, with a focus on future marketing*

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• Step Two: Customize, label and downsize

- Create custom categories, and identify who goes where
- Place contacts in multiple categories if possible
- Delete or archive contact information you no longer need or use

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Step Three: Protect your data and share it on the cloud

- *Export your entire database and save it on an external disk or Thumb drive*
- *Export and share your data into Gmail or another CRM system*
- *Store a copy in an online file storage server- it can easily be shared from here*
- *Set a weekly or monthly date for backing up and renewing stored data*



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**Mobile
Technology
For
Real Estate**

**Tuesday
September 22,
2020
11 am Pacific**

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- Customize Gmail for convenient email management
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THANK YOU!



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