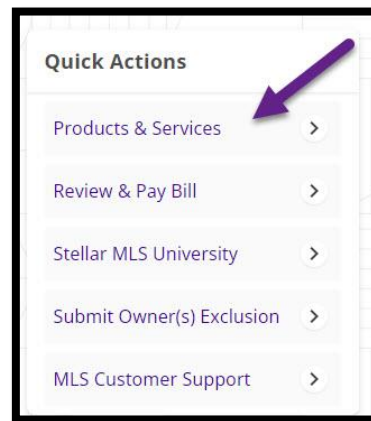
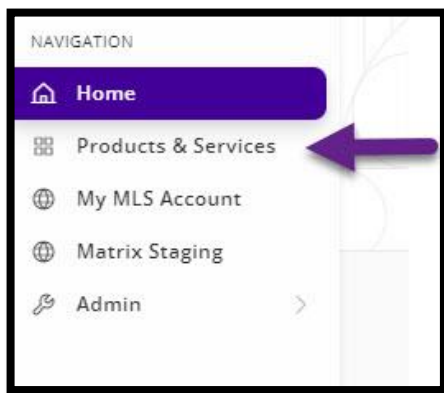


Maximizing your Stellar Subscription

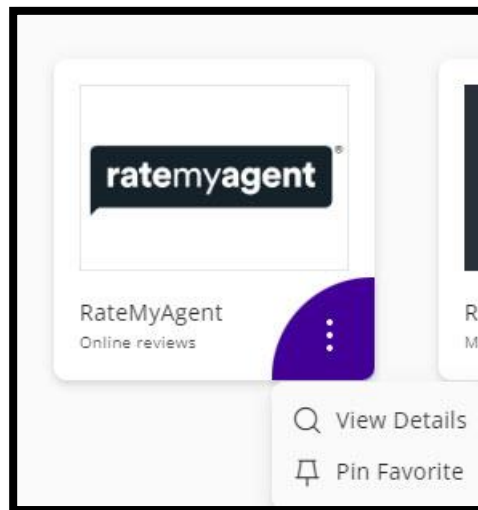
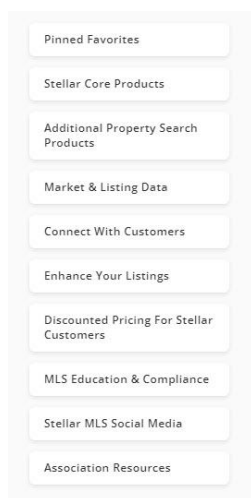
(Product Boot-Camp)

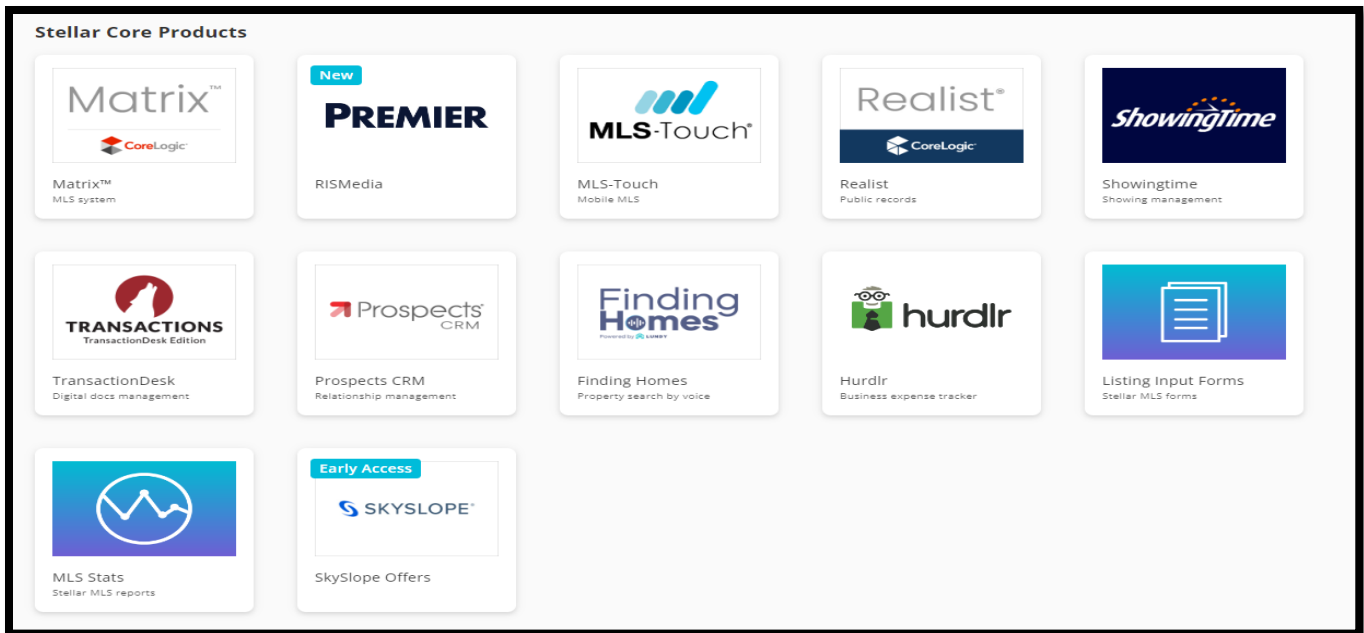
As a new Stellar customer, are you aware of everything you get with your subscription? Many new customers aren't aware of or take advantage of all that is offered to them. As a Stellar subscriber, you have over 20 products and tools to help you enhance and succeed in your real estate business. This course will give you an overview of all your products, other tools, and a few time-saving shortcuts. We will recommend key courses that will benefit you as a new subscriber and show you some valuable resources allowing you to get all the benefits and maximize your Stellar subscription.

You will access all your products and services from your Stellar Central workspace navigation or quick actions menu. (see below)



All the products are placed into categories making them easy to find. You can also pin the products you use most for easy access from your navigation menu under Matrix. To pin a product, click on the 3 dots at the bottom and select pin as favorite. You can unpin a favorite using the same steps.





The Stellar Core products are the most used and have integration within Matrix, meaning you can access them right through the Matrix application.

Matrix – Your main MLS search tool with access to all of Stellar MLS data within the Florida coverage area, as well as the data share information with Puerto Rico and FMLS in the Atlanta, Georgia area.

RISMedia – Premier by RISMedia offers cutting edge tools and resources to help agents succeed by offering relevant commentary and articles and real estate industry from top industry leaders.

MLS-Touch – This is your mobile app to be able to access Matrix on the go. Your contacts and saved searches in Matrix can be easily accessed in the MLS Touch app. This is downloadable from your mobile device app store and you would log in using your MLS ID and password, the same as logging into Stellar.

Realist – This public record search tool allows you to access public property record information for any property within the state of Florida. There are also full reports and neighbor data also easily accessible.

ShowingTime – This is a digital property showing management tool. Set up your listings to show or schedule showings for properties easily and digitally making it convenient and saving time. There is also a mobile app for Showing Time that you can get from your mobile device app store.

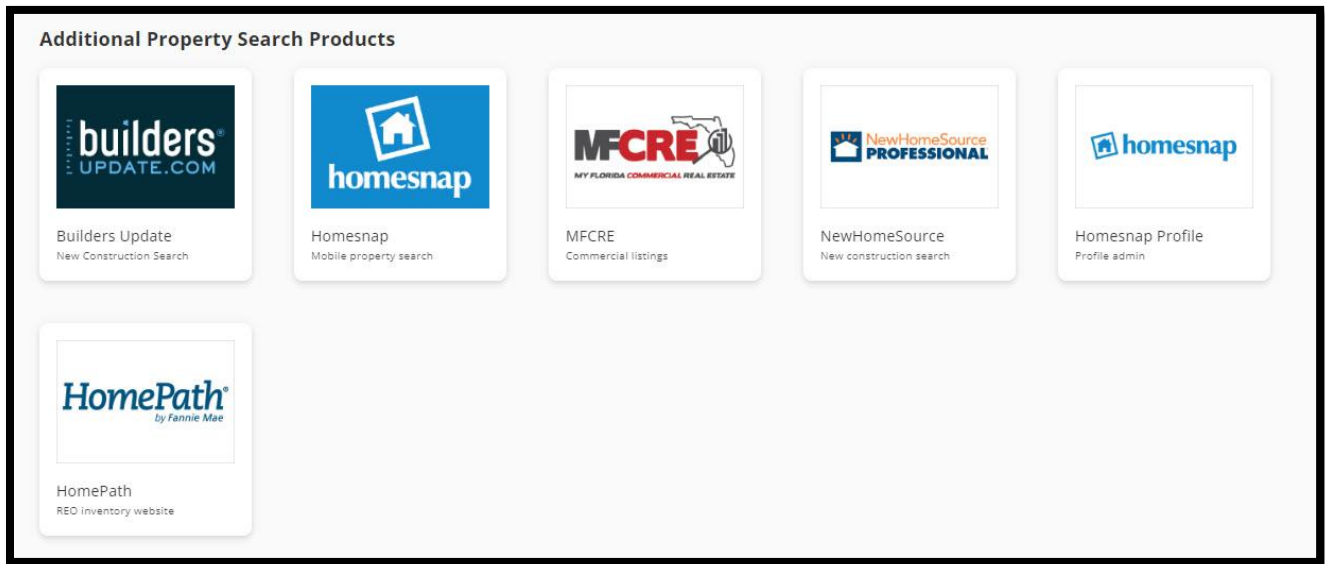
TRANSACTION DESK – This is your digital document product allowing you access to all Stellar MLS forms to make your transactions paperless and smooth. There is a digital signing feature available as well. The integration with Matrix allows you to submit offers and enter listings electronically, saving you time.

Prospects CRM – This product helps you keep in touch with your customers. You can set up action plans and set up digital cards for holidays and other celebrations allowing you to maintain contact with your customers before, during, and after a transaction.

Finding Homes – This new product by Lundy allows visually impaired customers to search for homes in the MLS by using voice technology and commands through their Amazon devices. This interactive tool allows customers to hear property information and ask questions about property specifics.

hurdlr – This new product helps you track income, expenses, mileage, time, and tax payments. Set up your profile and track your business. You can print basic reports to show your profits, losses, and tax payments due at the end of the year.

SkySlope Offers – This offer management platform makes it easy to receive, organize and compare listing offers in one place. The offer terms can be shared with your customer making it easy to review offers without bias. *(This product is subject to Broker approval)*



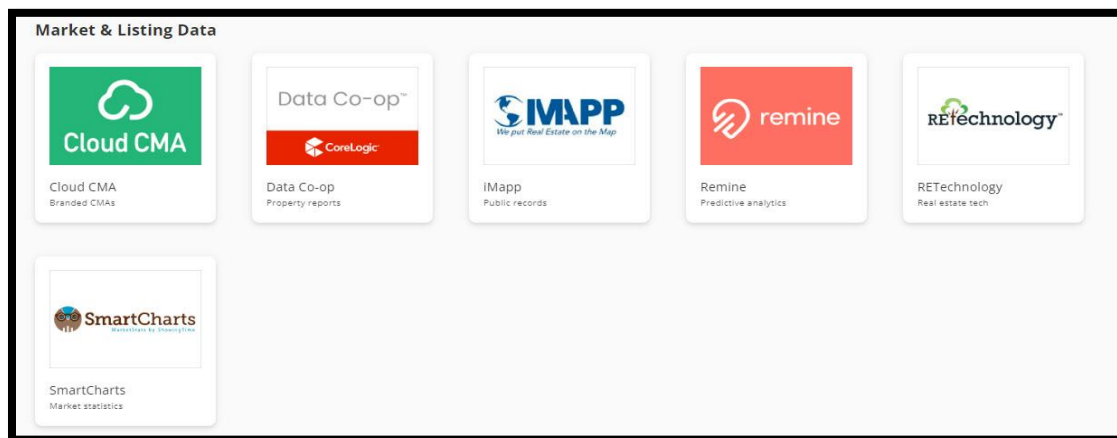
builders UPDATE – This is a new construction product that allows you to search for new construction homes for your customers. You can search by location, builder, etc. Some builders allow you to register buyers in the event they visit the builder without you present.

Homesnap – This mobile app allows buyers to search for properties on the go. As the agent, connect with your customers and allow them to interact with you via the app to like and request to see properties. There is a customer and agent version for this product.

MFCRE – This product is helpful if you are in search of commercial real estate properties. Access commercial listings by setting up your account with MFCRE

NewHomeSource PROFESSIONAL - This is a new construction product that allows you to search for new construction homes for your customers. You can search by location, builder, etc. Some builders allow you to register buyers in the event they visit the builder without you present. You also have tools to generate new potential buyer leads.

HomePath – This Fannie Mae site allows you to search for bank-owned properties. It offers features where buyers can estimate what they can afford to spend and connect them with lenders to get pre-qualified.



Cloud CMA – This product allows you to create professional reports, comparable market analysis reports, buyer tours, property flyers, and more. This product is integrated and can also be accessed via Matrix.

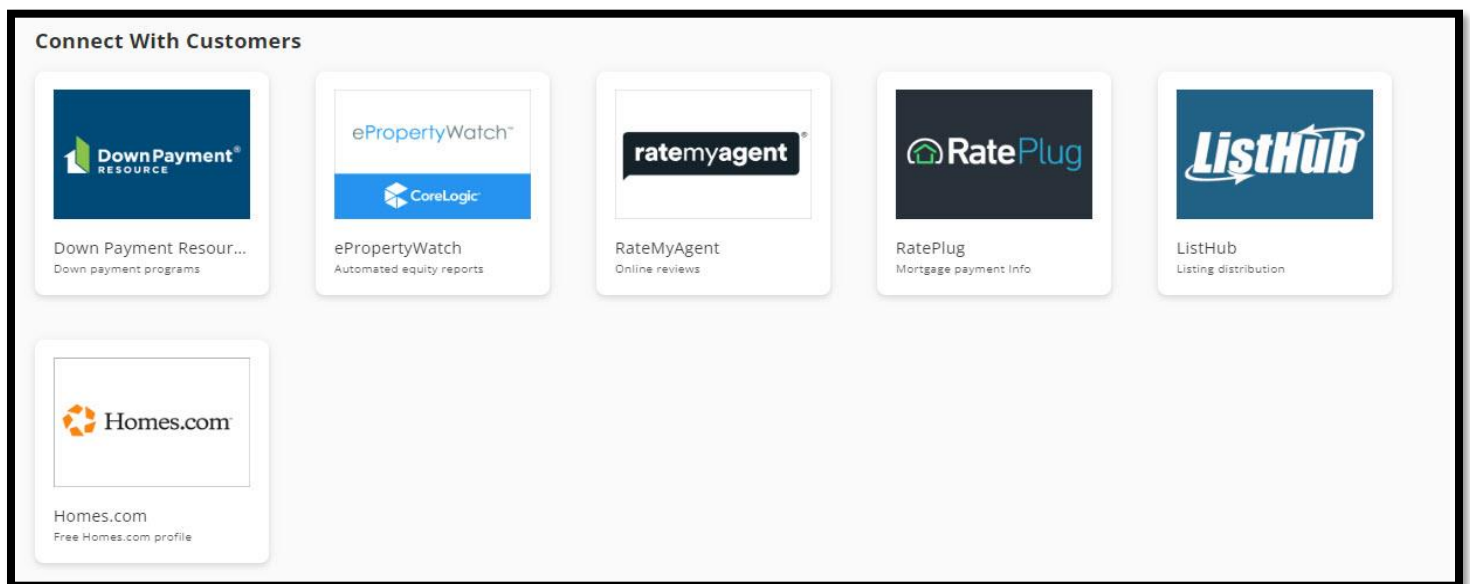
Data Co-op – This product creates property reports by combining MLS data and public record data into one full report

IMAPP – This public records tool allows you to search public property records, as well as do some basic property searching and farming data to seek out potential customers.

remine – This product uses predictive analytics to help you search properties on or off the market to predict who may be interested in selling or buying, allowing you to market to specific customers for potential transactions.

RE technology – This product allows agents to get updated information on technology, sign up for webinars, and view articles and information digitally.

SmartCharts – This product by Showing Time allows you to get some current market statistics which can be provided to your customers or used to keep yourself up to date on specific market areas.



DownPayment RESOURCE – This product is a great resource for your customers as it provides information if any assistance is available for down payment or closing costs. This is done by the property, and you can access this via Matrix from a property if the DPR logo is present on a listing. There are also tools for marketing available to agents with this product.

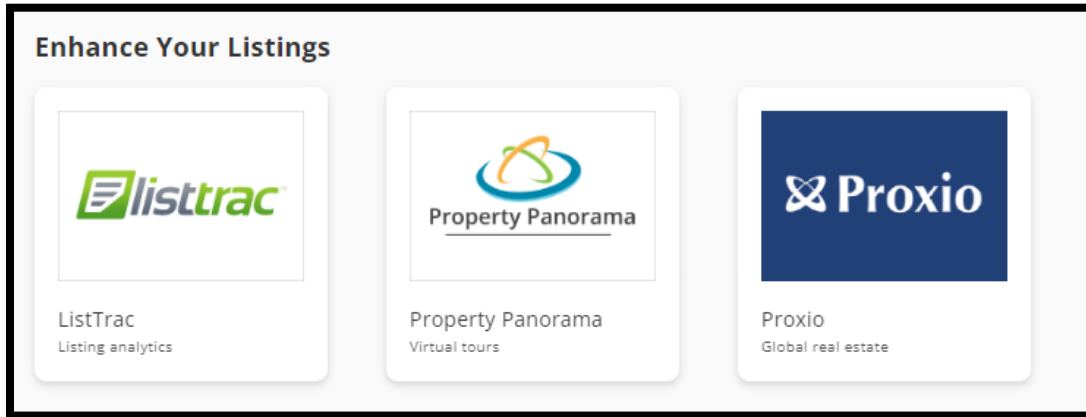
ePropertyWatch – This product is great for working with potential sellers. You can set up property reports and auto-email them to potential customers allowing them to determine the right time to sell their property.

ratemyagent – This tool allows you to request reviews from customers after the transaction. If they complete the review, you can use the review to build your business by posting on your website, social media, etc.

RatePlug - This mortgage estimator tool allows you to help your customers by giving them an estimate of what a specific property mortgage payment might be. You can partner with preferred lenders to keep updated current information and rates for your customers.

ListHub – This tool allows brokers to opt in or out of specific publishing sites for listings. They can control where listings go and maximize exposure.

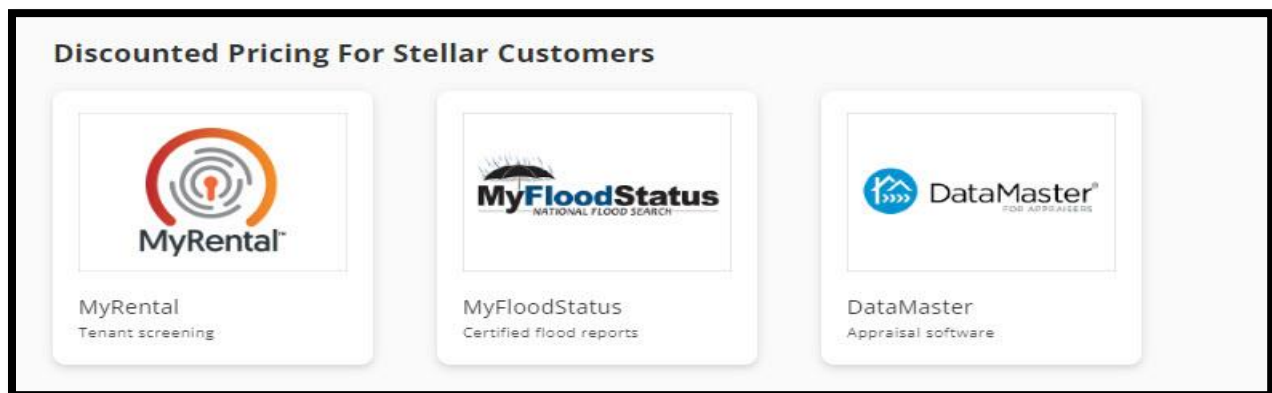
Homes.com – This tool allows agents to expand their marketing by creating a free profile as a referral source and marketing network within the US to reach more buyers



Listrac - This product allows you to see where your listings are being viewed to determine the best sites and marketing for your listings.

Property Panorama – This is a virtual tour product for your listings. As a Stellar subscriber, you get a free virtual tour using the first 5 photos you upload to a listing. A longer virtual tour is available for a discounted price.

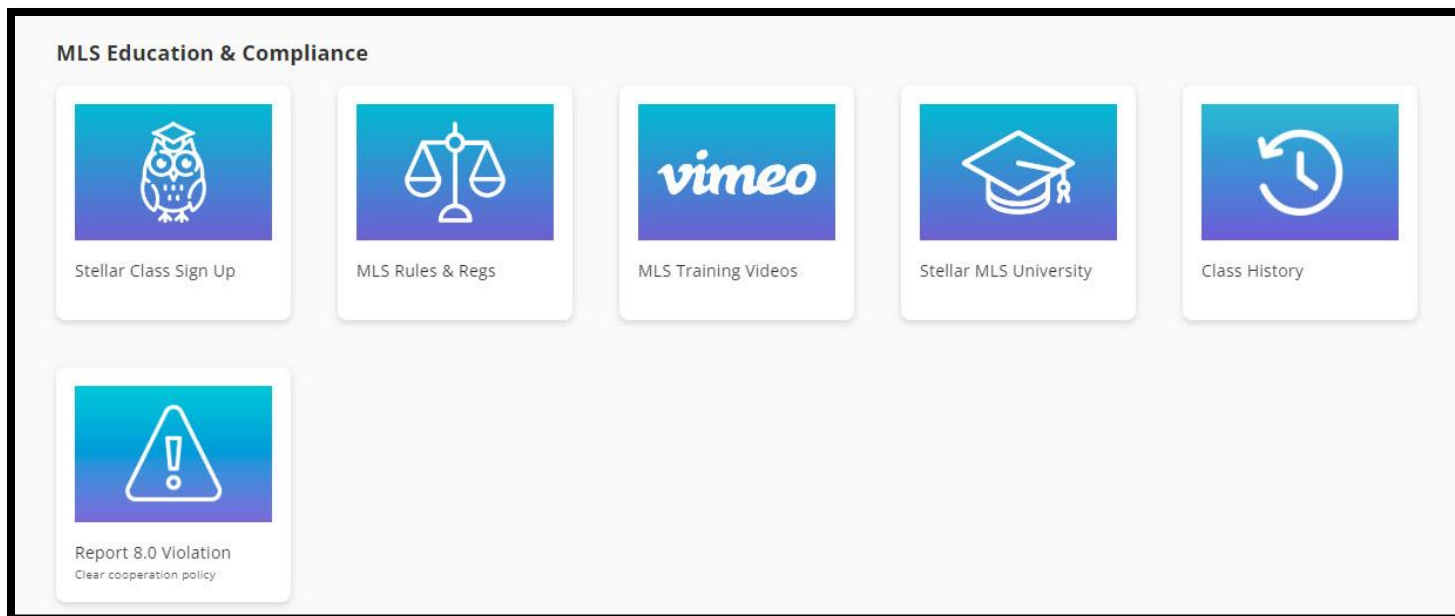
Proxio – This is a Global marketing tool to help you connect with agents all over the world. This is great for building referral business.



MyRenatal – This discounted product is for those agents working in the rental market. This tool allows you to screen and verify tenants as potential rental candidates.

MyFloodStatus – This discounted product allows you to get certified flood reports for a property

DataMaster – This discounted product is software designed for the real estate appraiser.



The education and compliance section gives you tools and resources to help you with additional course offerings, self-help videos, and access to rules and regulations.

Stellar Class Sign Up – This takes you directly to the list of courses currently offered and allows you to select and sign up for the course session. Courses are offered in person, instructor-led online, or on-demand via the University

MLS Rules & Regs – This takes you directly to the most up-to-date copy of the rules and regulations. You can search by article or topic.

MLS Training Videos – This Vimeo video library offers numerous self-help videos on topics covered in our courses. This is a great refresher if you forgot what you learned in a class. The video library has a search feature to help you find what you may need.

Stellar MLS University – This is our on-demand course library. You can sign up and take courses at your leisure and at your own pace.

Class History – This is your report card of courses you have taken. Once your attendance for a course is posted, you can see a history of all your education completed with Stellar MLS

Report 8.0 Violation – In the event, you feel it necessary to report a listing for a violation, you can access and upload information to support your complaint.

As a Stellar subscriber, you have access to ALL the educational and training offerings; however, as a new agent, we recommend starting with some of these key courses to get your business started.

- New Agent Series (coming soon)
- Lead Generation Tools
- Prospects CRM
- Showing Time
- Mobile Products