



GMAR
Greater Milwaukee Association of
REALTORS®

Presented By:

James Reynolds-
Director, Regional
Sales



NATIONAL
ASSOCIATION of
REALTORS®
REALTOR Benefits® Program

Proud Partner

Company Review & Our NAR Relationship

- 100% NAR Owned & Operated
 - NARs single most successful business investment
- Largest Corporate Investor in RPAC and in REALTOR University
- Broker Controlled BOD
 - 1 NAR Executive Staff Person
 - 1 Association Executive
 - 4 Brokers
- 100% U.S. Based Manufacturing and Support
 - Headquarters & Service Center: West Chester, OH
 - Manufacturing Facilities: Nicholasville, KY
- ISO 9001 Certified!!



Company Review - Our People

- 144 Local Staff / 6 field staff
- Beautiful, modern facility on I-75, just 30 miles from DABOR
- Benefits include generous 401K, health insurance, flex-time, fitness center, work from home, PTO, Comp Time, Volunteer Time and “SentriCation”
- 60% of our staff have degrees from 20 Ohio Colleges & Universities
- Fifth-Third Bank, Axxess Financial, Kroger Co. Radio Shack, Xerox Corporation, United Healthcare, RDI Telemarketing, Cornerstone Brands, Senneca Holdings, TradeGlobal, Luxottica, Cincinnati Bell, Navient

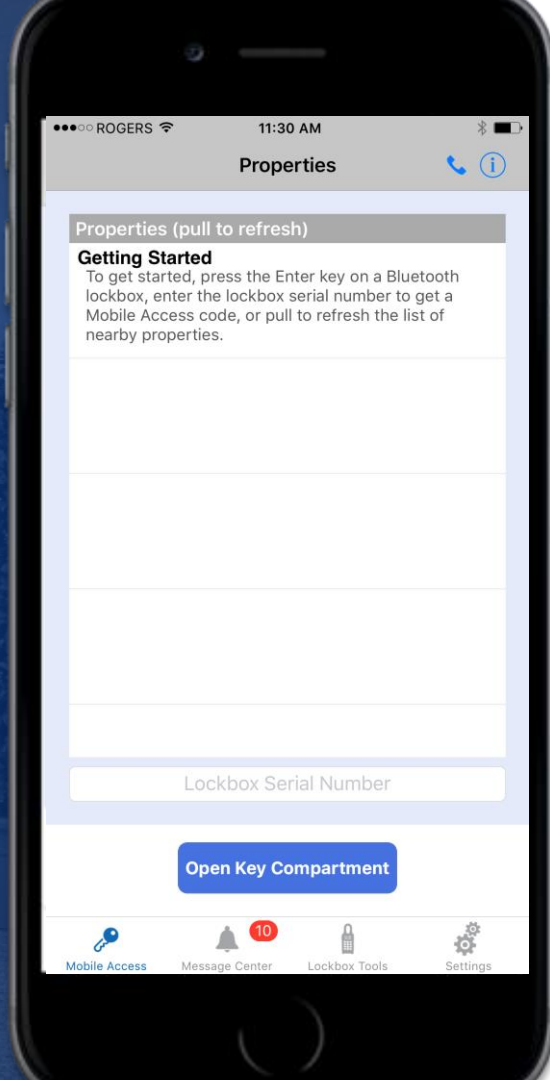


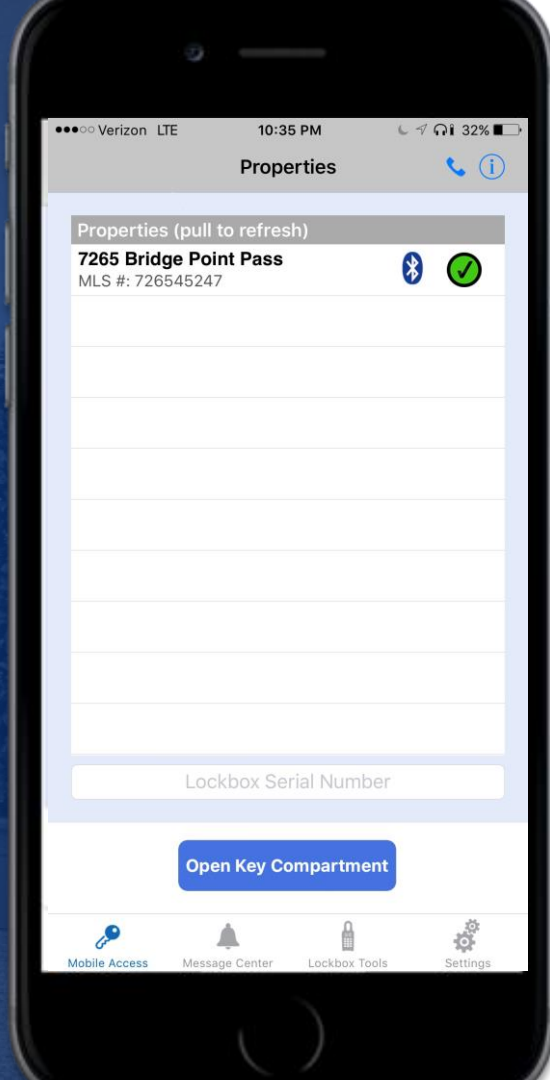
Company Review – Our Industry Footprint

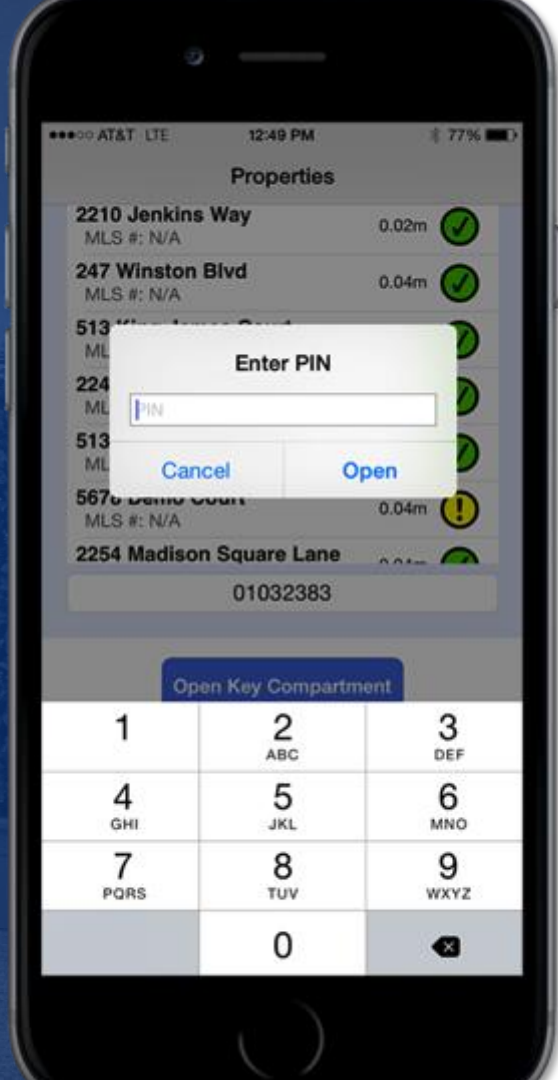
- 13 Years | 335 Board or MLS Customers
 - 224 “Competitive Take-Aways”
 - 111 Converted from Mechanical Boxes
 - 78 on newest *Bluetooth Realtor Lockbox*
 - 7 had previous failed e-Box installations
- 1 million+ lockboxes | 431,281+ Agents
- 2017 – 16 NEW Board or MLS Customers
 - 15 Competitive “Take-Aways”
 - 1 Converted from “Mechanical” boxes
 - 22,000 NEW Agent Users
 - 21 Upgrades for Existing Customers
- “KeyNetics” – SentiLock is in the U.K.!!!

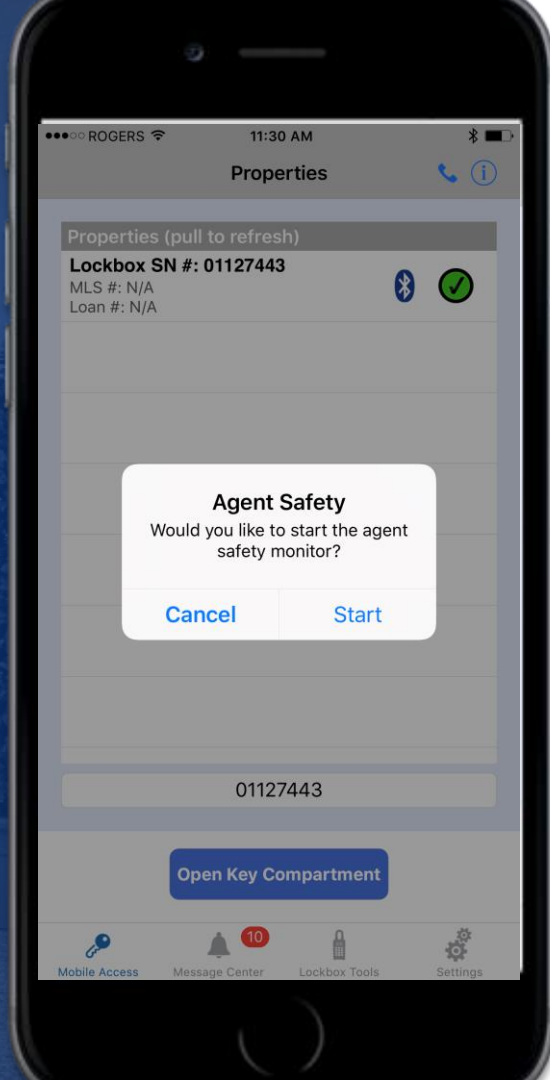


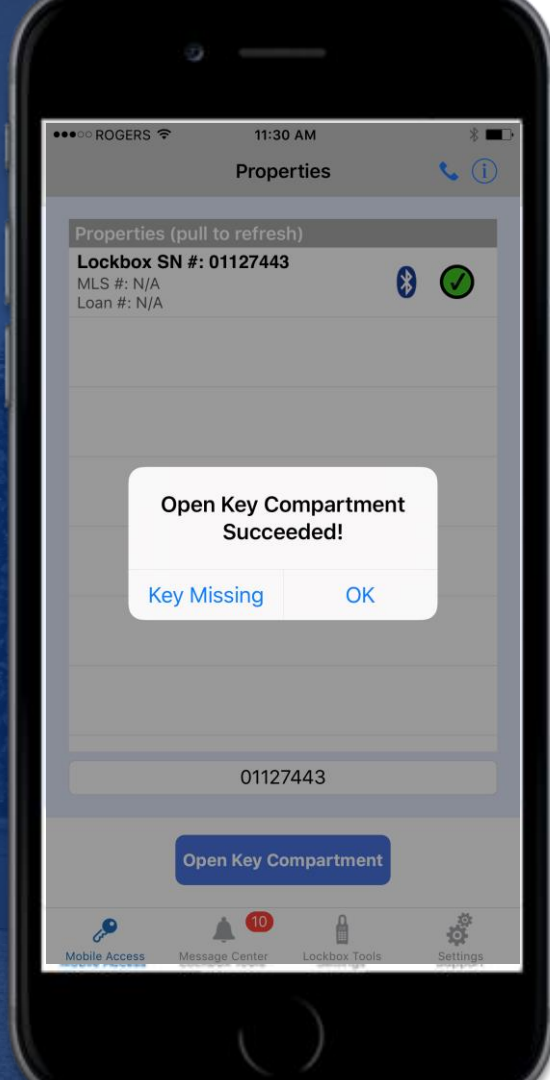
Mobile Access via SentrySmart - Time Me!

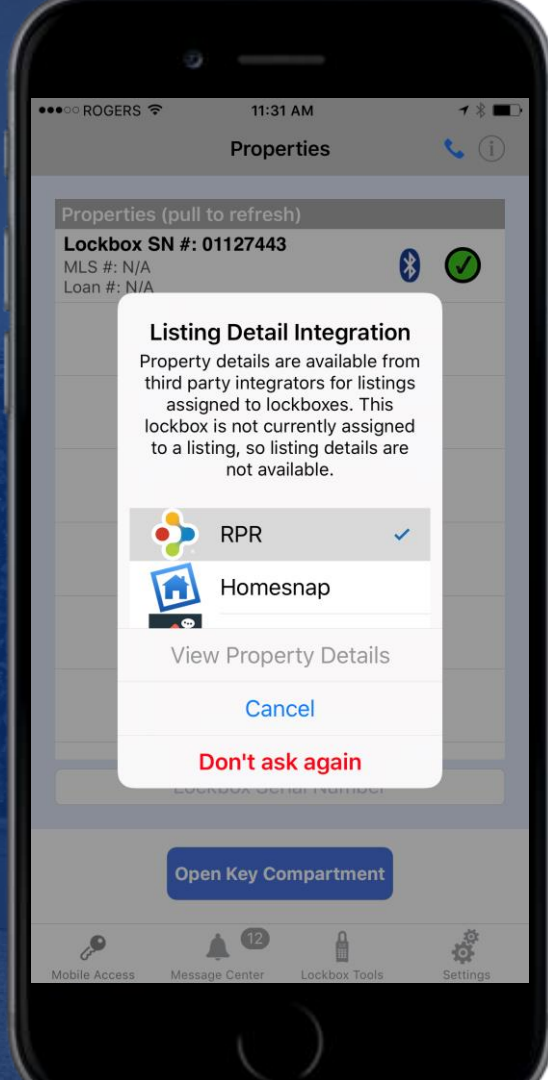








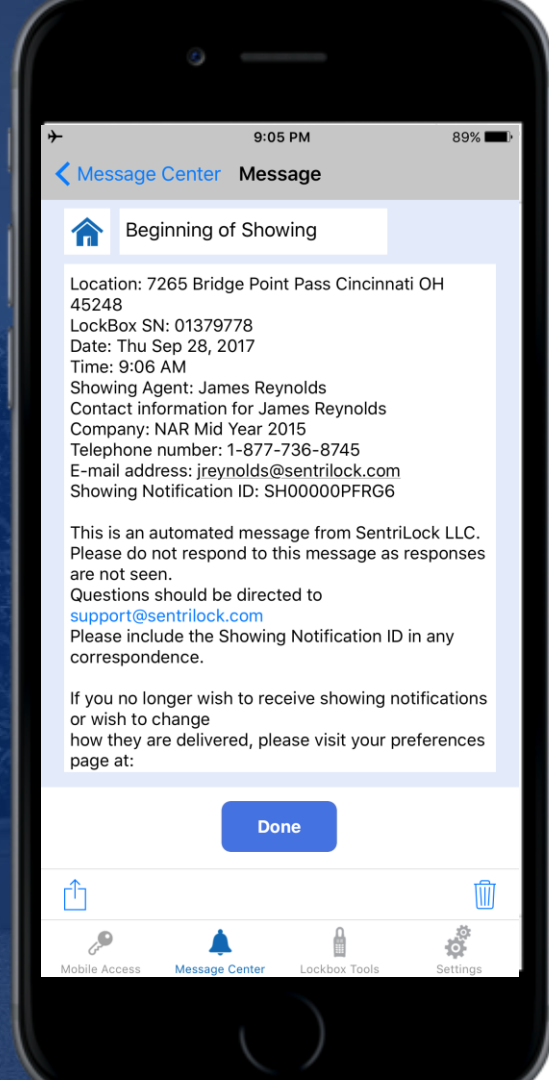


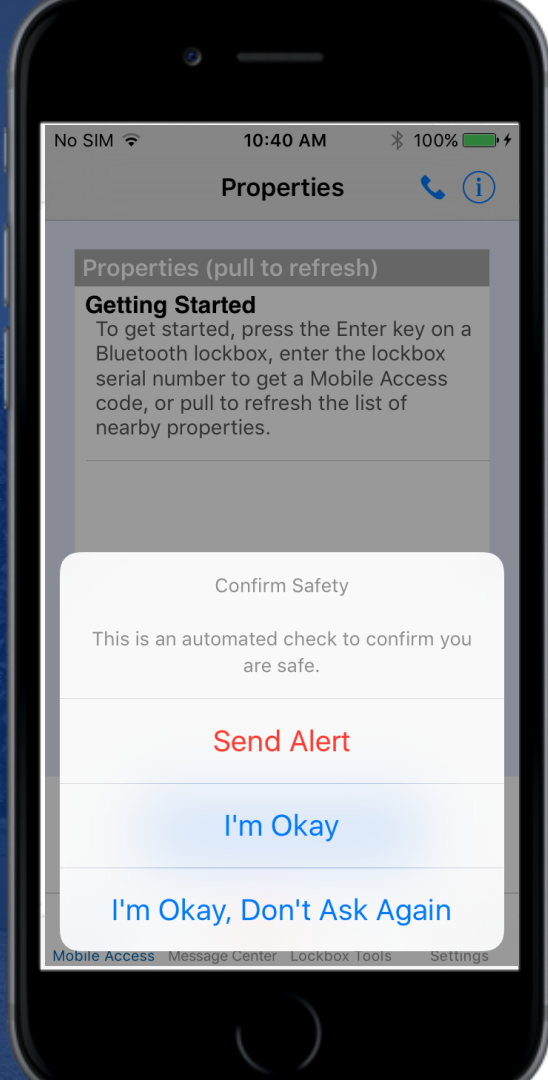


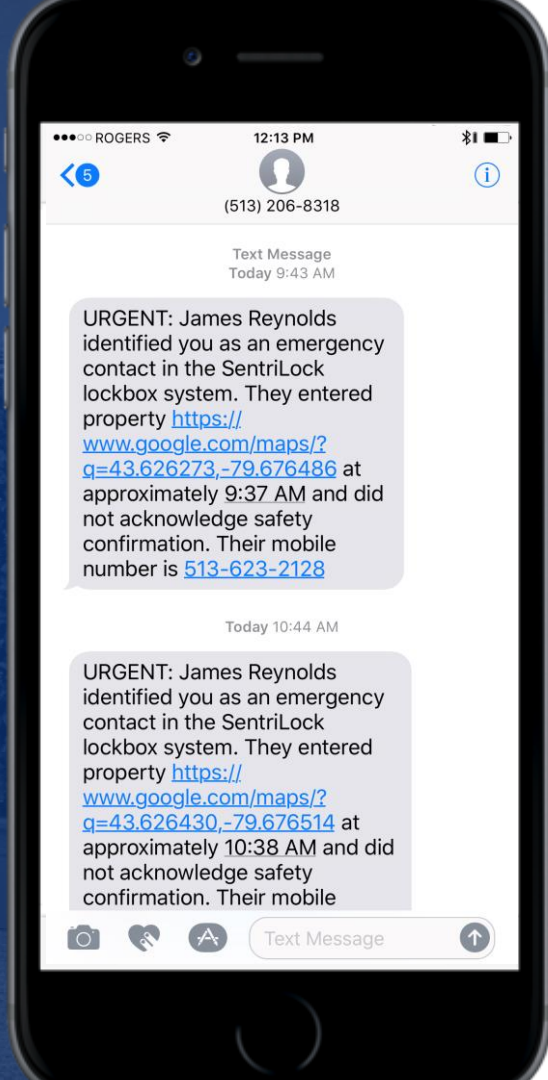


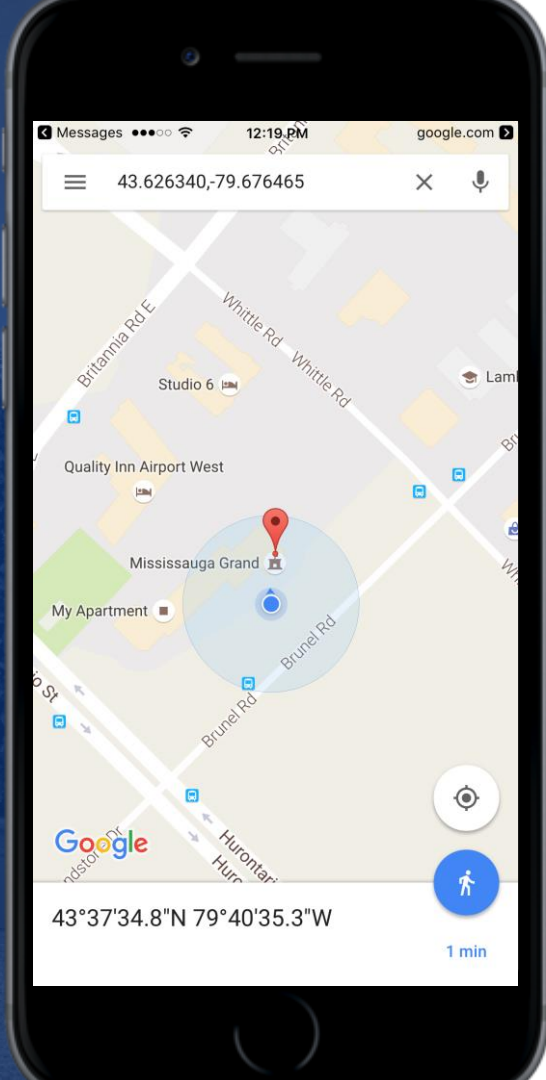
Proud Partner



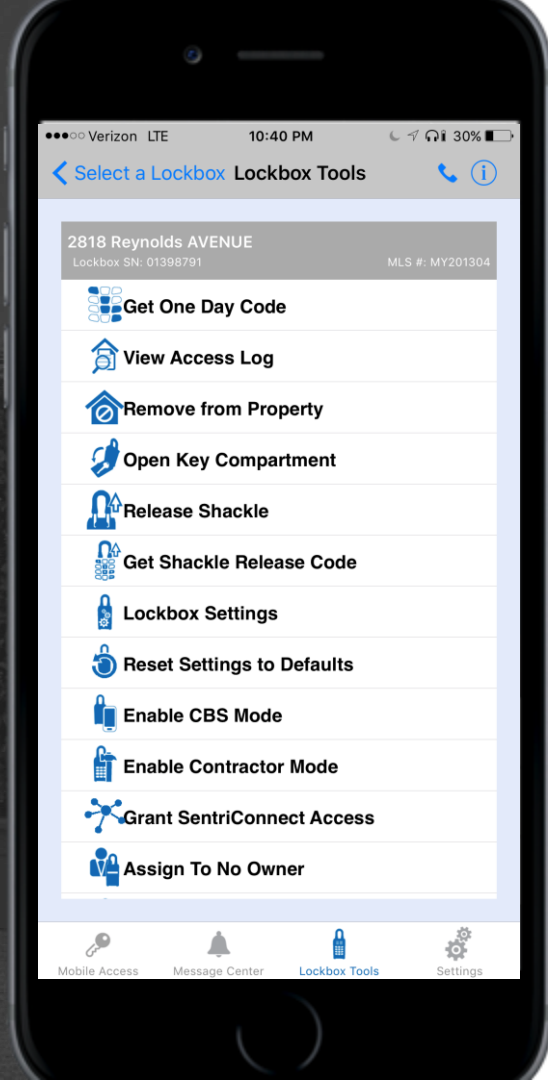


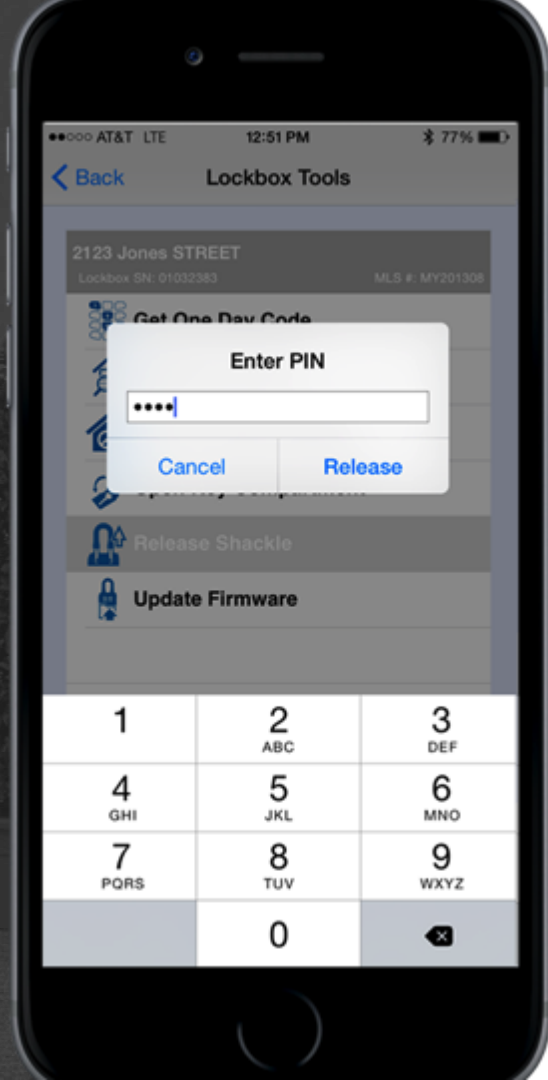






Releasing the Shackle







SentriCard®



- Alternative Way to Open Key Compartment – Viable Back-Up Key!
- Secure Photo Identification, VIP Card or Branding Opportunity

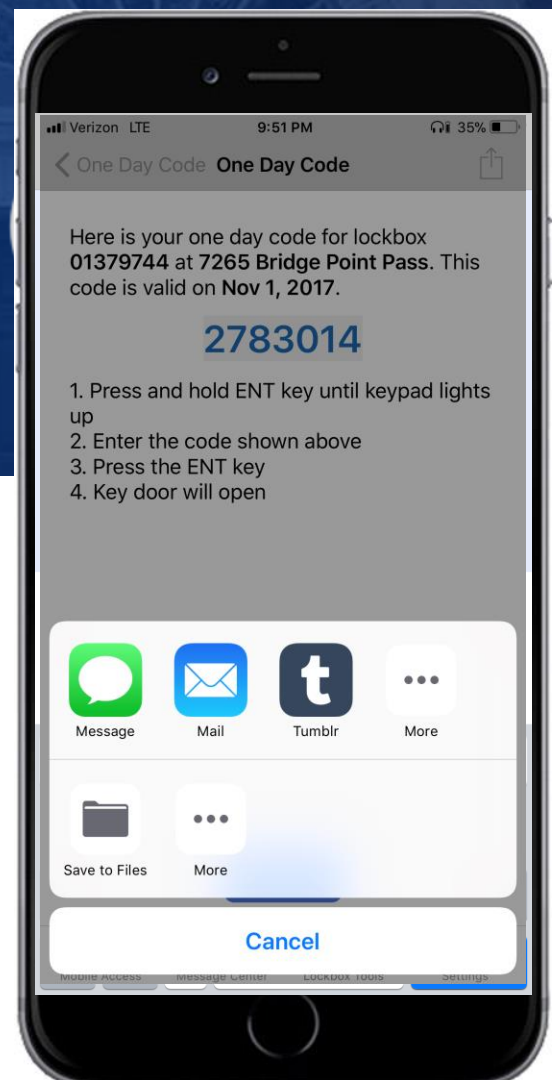


One Day Codes



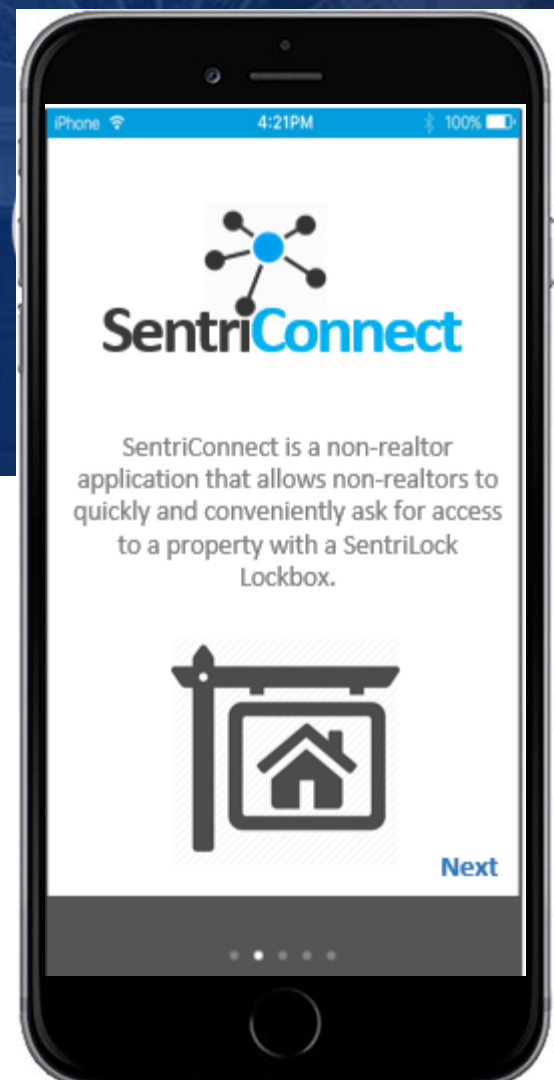
- One Code for One Box; Time-Limited, for One Time Use
- Secure, Recorded, Traceable, KEYLESS Access
- Popular for Out of Area Agents , Appraisers, Contractors, and Locked-Out Homeowners.
- Can integrate with ShowingTime and FrontDesk (and any of the showing desk products)
- Free and Unlimited; No Cell Phone Required
- UNCOMPLICATED for the Listing Agent and for the Non-Member

One Day Codes



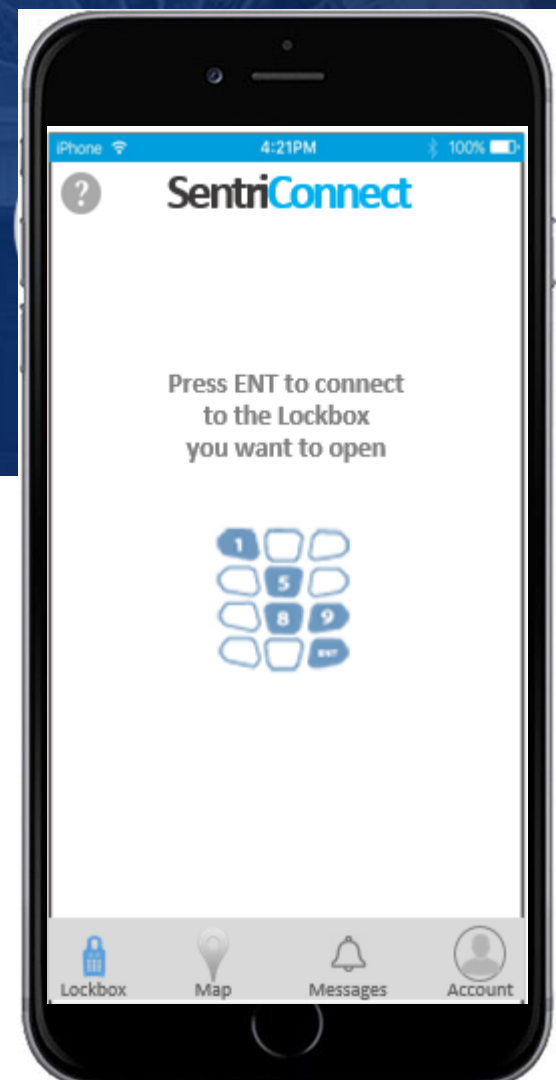
SentriConnect™

- An app for non-Realtors or Realtors that are not a member of your Board that provides a quick and easy way for them to request access to your SentriLock box.
- Just takes a couple of clicks to request access
- And just a couple more clicks for you to approve access
- Free and Unlimited



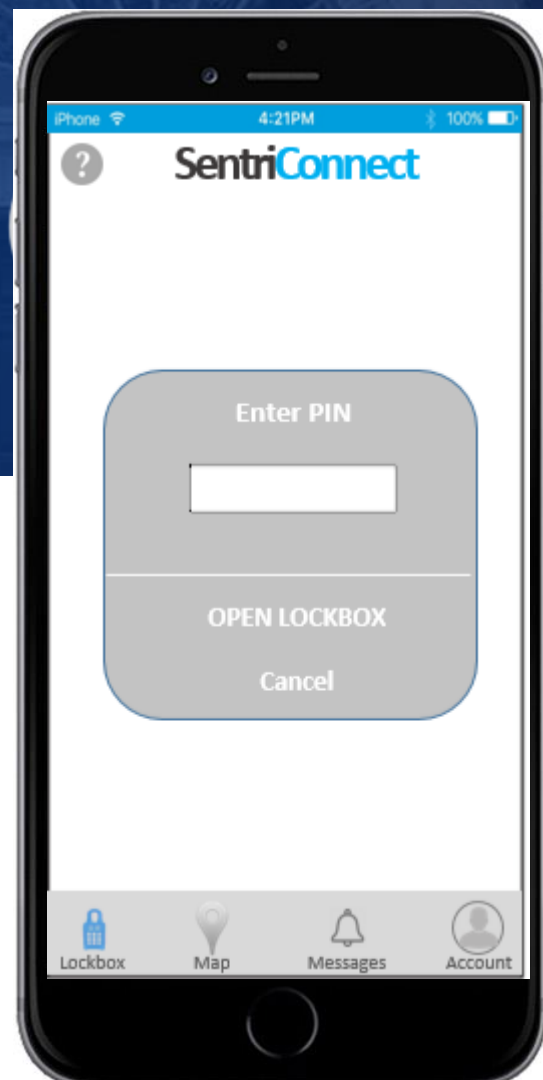
SentriConnect™

- The non-member will simply open the app
- Press enter on the Lockbox



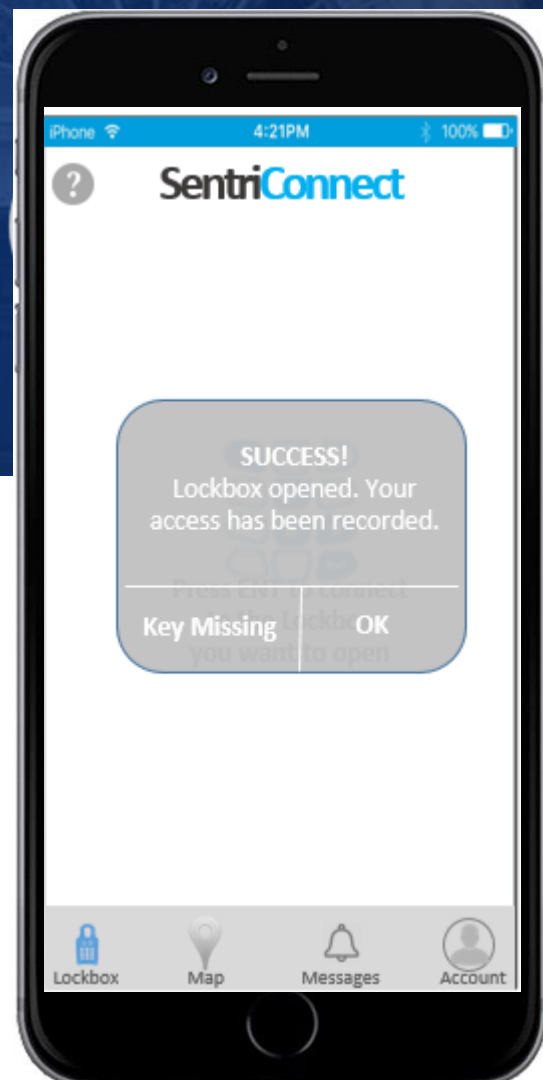
SentriConnect™

- Enter their four-digit PIN...



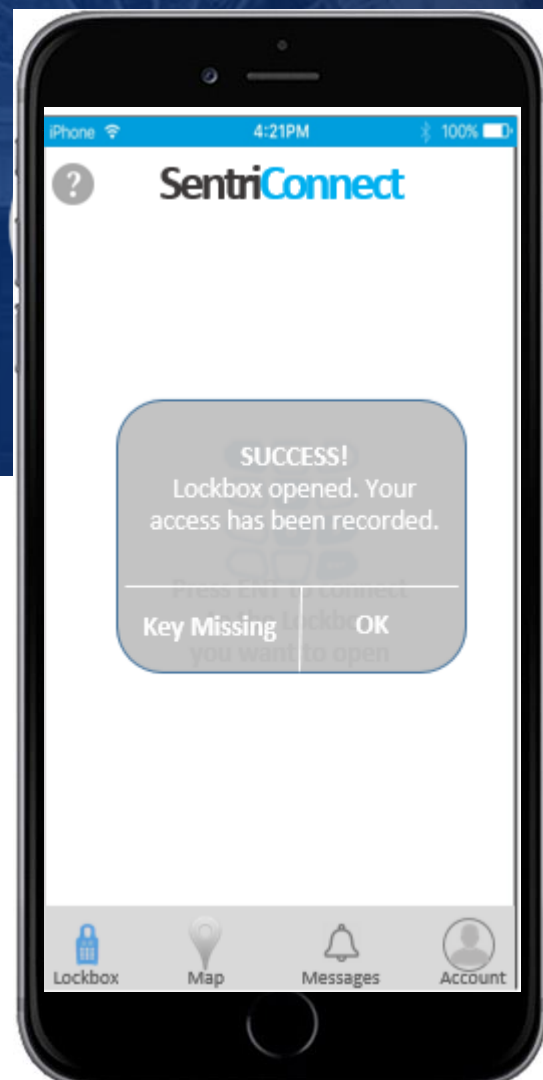
SentriConnect™

- And they are in!

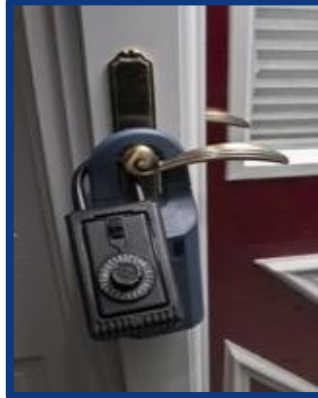


SentriConnect™

- And they are in!



1DC's and SentiConnect ELIMINATE the Two Lockbox Problem



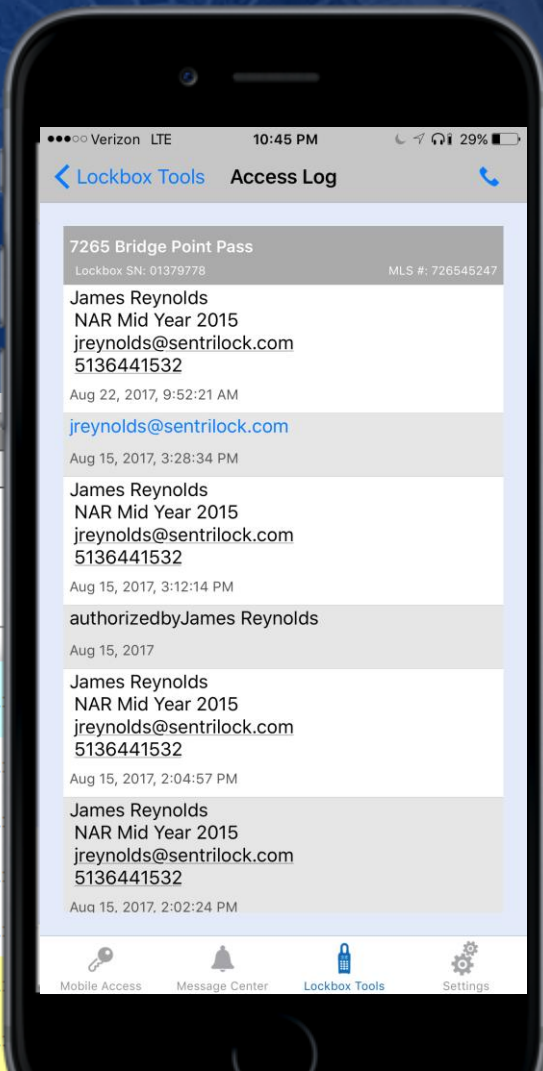
 **SENTRILOCK**
Smart Lock. Smart App. Smart Card. Smart Choice.

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Activity Reports

LOCKBOX ACCESS LOG - SERIAL NUMBER: 00799779		
Lockbox Access Log		
<div><div></div> Owner accesses shown in this color</div> <div><div></div> Non-owner accesses shown in this color</div> <div><div></div> Generated 1 day codes shown in this color</div>		
Accessed On (EDT)	Accessed By	
Wednesday, Jan 29 2014	LB specific codes generated for Greg Sheldon by Brett Jones	2
Monday, Jan 13 2014 - 12:18 PM	Brett Jones - SentiLock Sales 1-877-736-8745 bjones@sentrilock.com	2
Thursday, Dec 12 2013 - 09:49 AM	Brett Jones - SentiLock Sales 1-877-736-8745 bjones@sentrilock.com	2
Thursday, Dec 05 2013 - 09:43 AM	Brett Jones - SentiLock Sales 1-877-736-8745 bjones@sentrilock.com	2
Thursday, Dec 05 2013 - 09:31 AM	Brett Jones - SentiLock Sales 1-877-736-8745 bjones@sentrilock.com	2
Tuesday, Dec 03 2013 - 10:33 PM	SentiSmart Demo - ERA Northwest Prime Properties 317-956-1912 demouser@democompany.com	2
Tuesday, Dec 03 2013 - 05:43 PM	SentiSmart Demo - ERA Northwest Prime Properties 317-956-1912 demouser@democompany.com	2



Bluetooth® REALTOR® Lockbox

- User Replaceable Batteries – 100% Lifetime Warranted
- Bluetooth LE (“Smart”) Wireless Protocol
- Illuminated Keypad / Front Opening Key Door
- Fully Removable Shackle
- Simple Customization
 - Varied Showing Hours
 - Delayed “start” date
 - “Homeowner” Controls
- Backward Compatible w/ Our Old Boxes
- Strongest Electronic Lockbox in the Industry – and with the Certifications to Prove It



SENTRILOCK
Smart Lock. Smart App. Smart Card. Smart Choice.

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Pricing Advantages



- Standard Pricing Tiers for All SentryLock Boards and MLSs
- “Large Board” Pricing (5,000+ agents) is offered to GMAR
- Standardized Contracts for All SentryLock Boards and MLSs
- Two Simple Options – Lease or Purchase
- All Inclusive, No Hidden Costs
- Longer-Term Cost Savings Based on Product Longevity

Lease to Own - Budgetary Pricing Example

•

Term	Lockboxes	Agents	Lease Fee
7 years	10,500	4,200	\$9.67 Per Agent Per Month
<p><i>*Cost/Month/Agent subjected to 1% annual increases</i></p> <p><i>*Ownership of leased hardware will transfer at natural end of term</i></p> <p><i>*Additional lockboxes can be purchased for:</i></p> <p><i>*Direct Agent Billing Service available for additional \$ 0.50 PAPM</i></p>			

\$95.00



Purchase – Budgetary Pricing Example

Term	Lockboxes	Agents	Total System Purchase Cost	Key Fee
7 years	10,500	4,200	\$888,300	\$6.50 Per Agent Per Month
<i>*Cost/Month/Agent subjected to 1.9% annual increases</i>				
<i>*Hardware cost includes lockbox volume discount price of:</i>				\$65.00
<i>*Direct Agent Billing Service available for additional \$ 0.50 PAPM</i>				



Integration Expertise

- Manage lockboxes within FlexMLS MLS
- View showing info for your listings
- Assign codes, lockbox locations
- View available showing times
- Single Sign On option
- Showing Time Integration
- AOS Integration
- Allow seamless showing scheduling
- Automated code generation for non-member access
- View available showing times



Proud Partner

Implementation Expertise

- 5 – 6- months of planning and member communications
- Day 1 of Event – Set up & Admin Training
- **Day 2 of Event –** Member Sessions Begin
- **Typical Day:** 9AM; 10:30AM; 1PM; 2:30 PM; 4PM
- **Last Day –** Wrap it up!



Outstanding User Support

- Dedicated SentryLock **Customer Relationship Manager** and an eight-person team as backup
- Cincinnati-Based Call Center to Serve Your Agents
- Team of 65 Customer Service Representatives
- **Live Support**
7AM – 11PM CST EST,
7 days a week
- 24x7 Automated Phone System
- Under 12 seconds ASA and Over 95% satisfaction

Exemplary Customer Engagement

- **C**ustomer
Advisory
Group
- **U**ser
Acceptance
Testing
Group

What Is Important to GMAR??



- How advanced is the **MOBILE APP??**
- How Well is it INTEGRATED with **OTHER MLS SERVICES** provided by GMAR and Metro MLS??
- Does it **FACILITATE COOPERATION** with neighboring Associations???
- How Does it Perform in Extreme Climate Conditions?
- How Well Does it **Assist Agents** With Showings???

What is ALIKE About SentiLock and the Other System?

SENTRILOCK

SUPRA

Specifications

Width	3.1"	3.1"
Height	5.4"	6.75"
Depth	2.4"	2.5"
Weight	2.5lbs	2.5lbs
Shackle Clearance	2.3"	2"

Battery Type

Lithium

Lithium

Mobile App for Smartphones & Tablets

Yes

Yes

Instant Showing Notifications

Yes

Yes



The SentiLock Difference?



NAR OWNED

Brokers and Association leadership are included on our Board of Directors.

Longest support hours in the industry shows focus on member services.

Profits are returned to REALTOR® friendly initiatives like RPAC and REALTOR® University.



LONG LASTING USER REPLACEABLE BATTERIES

Ensure longer product life and generate savings. Avoid inconvenience of replacing lockboxes when the battery dies.



ONE DAY CODES

Allow convenient and secure access to Agents, Contractors, Appraisers and others without a lockbox key.



REALTOR® FRIENDLY FEATURES

Agent Safety and Data Integration
Jam-free front opening key compartment.

Illuminated key pad.

Key bin opens quicker than the competitor's.



MULTIPLE ACCESS METHODS

Our users have access to the SentiSmart™ Mobile App, The SentiCard® and One Day Codes. Our goal is to provide your Agents the necessary tools to ensure they never miss a showing.

Thank you.

