

CHARLESTON



SUCCESS SUMMIT
CHARLESTON



Wed & Thu
April 23rd and 24th 2025



Gaillard Center
95 Calhoun St Charleston SC 29401

Powered By



Ylopo

New Client

Bootcamp



New Ylopo Client Training Guide

Self Paced Training



Welcome to Ylopo



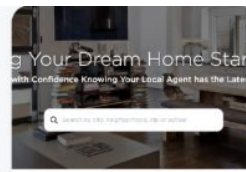
Ylopo Stars



Mission Control



Ylopo Marketing For You



Home Search Site



Ylopo Branded Sites



Ylopo & Lofty (formerly Chime)

Live Training



✓ **Implementation:**
License Launch, CRM + Ylopo
Integration



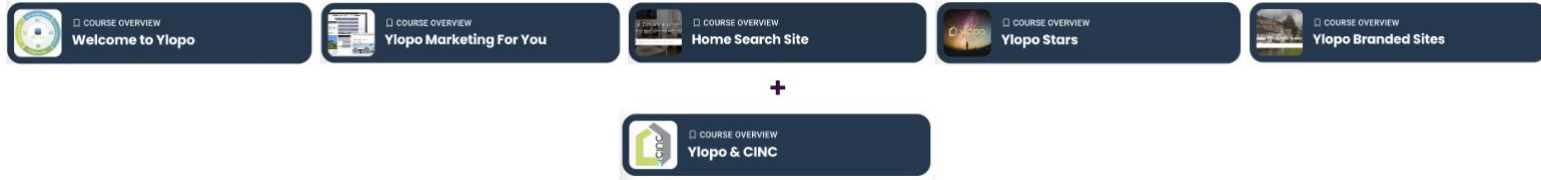
✓ **Post Launch:**
CRM + Ylopo, Ylopo Stars



✓ **Onboarding:**
Additional tools and systems
training for lead conversion

New Ylopo **Agent** Training Guide

Self Paced New User Training



Live Training



Getting started with Ylopo



Engage and nurture database
using Stars



Additional tools and systems
training for lead conversion

AGENDA

01

PART 1

- Ylopo's role in your business
- Ylopo + CRM Integration Review
- Ylopo Notifications
- Best Practices for Organizing CRM for Agent Follow Up

01

Q&A

Break

02

PART 2

- Using Stars to engage and nurture leads
- Additional Training and Resources

02

Q&A

End

Building a Successful CRM database to nurture and convert

CRM



- Choose a CRM that fits your goals and needs
- Set KPIs
- Clean and segment your database
- Create a nurture strategy
- Optimize your workflows
- Automate tasks
- Integrate your CRM with marketing tools
- Continuously optimize

Agent



- Lead Management
- Qualifying Leads
- Building Relationships
- Educating and Advising
- Driving Conversion
- Follow-Up
- Leveraging CRM and Marketing Tools
- Post-Conversion Engagement
- Continuous training

Ylopo



- Lead Generation
- AI Text and Voice Assistant
- Retargeting
- IDX Home Search Site
- Stars platform: Agent Tools to nurture
- Branded site: Agent Tools to convert
- Priority Notifications
- Training and Coaching on Ylopo tools and conversion

CRM



Agent



Ylopo



CRM + Agent + Ylopo

We help you turn more leads into clients and get the most out of your CRM.

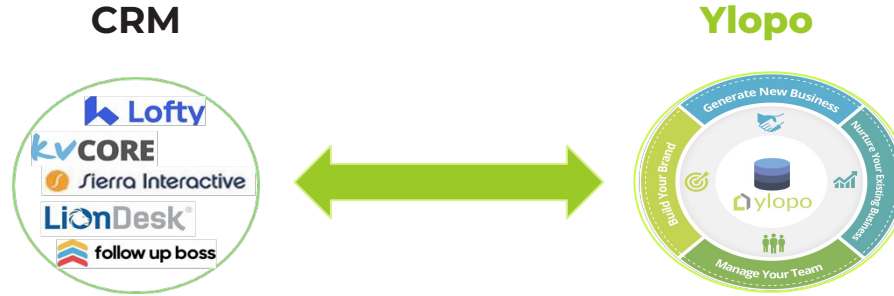
With smart workflows and processes, consistent branding and engagement, and timely and value-adding follow-ups, you'll stay on top of every step in the sales journey.



Ylopo + CRM Integration Review

Visit our [Ylopo Help Center on CRM Integration](#)

CRM + Ylopo Integration



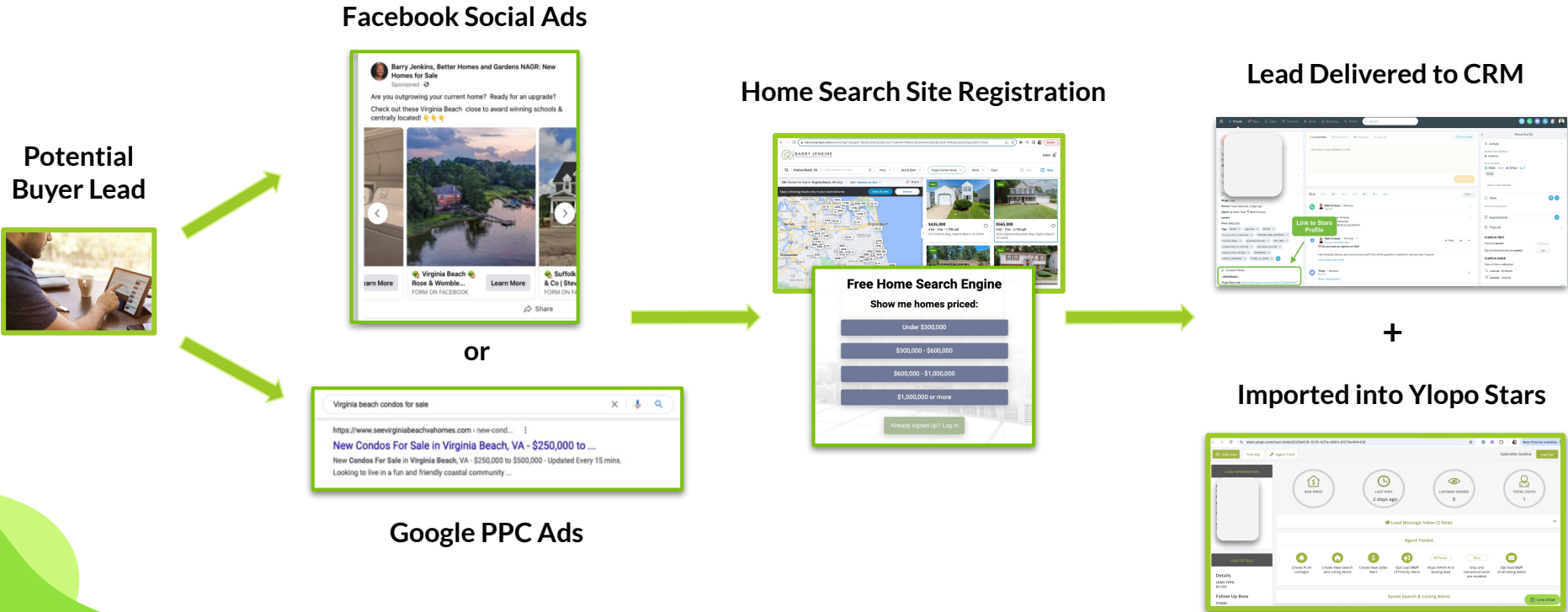
- Leads are delivered, routed
- Create organized workflows and follow up lists for prospecting and nurturing
- Leads and contacts worked by agents - calls, texts, emails logged
- Database nurtured by campaigns
- Reporting to track deals
- Automations for campaigns and repetitive activity
- CRM Training

- Online Lead Generation
- AI Text Assistant
- AI Voice Assistant
- Social Media Retargeting
- IDX Home Search Site
- Stars: Nurture tools
- Branded site: Conversion Tools
- Priority Notification System
- Training and Coaching on Ylopo tools and lead conversion

Complete your online training to learn about your specific CRM's integration with Ylopo

[Visit our Help Center for more articles on the CRM + Ylopo integration](#)

CRM + Ylopo (Stars) Integration: New Buyer Lead Journey



CRM + Ylopo (Stars) Integration Review

Admin Search

Overview **Lead Flow** Groups Team Action Plans Automations Ponds Email Templates Text Templates Import Phone Numbers More [How Lead Flow works](#)

[Learn about Lead Routing](#) and [Advanced Lead Flow Rules](#)

Unarchived [+ Add Lead Flow](#)

New Ylopo Lead Sources

Ylopo Seller • Sellers • Ge Juefeng (API)
Last lead • [Ken Mackey](#) • 15 hours ago • 1,962 leads
[Advanced Settings](#) • (4) [Archive](#)

Ylopo • Buyers • Ge Juefeng (API)
Last lead • [Julie TagPonds](#) • 18 hours ago • 11,489 leads
[Advanced Settings](#) [Archive](#)

Branded Website • Buyers • Ge Juefeng (API)
Last lead • [Jackson Core](#) • 3 days ago • 2,283 leads
[Advanced Settings](#) [Archive](#)

[View Advanced Rules \(4\)](#)

Distribution	Ylopo AI-Ylopo Call Cen...	Lender	No assigned lender	Action Plan	No action plan
Distribution	Ge Juefeng (default)	Lender	No assigned lender	Action Plan	Professor Barry Ylopo 2...

Ylopo will only set up lead distribution for AI Voice eligible lead sources based on your AI Voice set up.

CRM + Ylopo (Stars) Integration Review

The screenshot displays a CRM interface with a lead profile for Vanessa. The interface includes a top navigation bar with tabs for People, Inbox, Tasks, Calendar, Deals, Reporting, and Admin. The left sidebar shows the lead's details, including background, source (Ylopo Adwords), agent (Shark Tank), lender, price (\$465,000), and tags. A green callout box with the text "Link to Stars Profile" points to a "Custom Fields" section at the bottom left, which contains a "Ylopo Stars Link" with the URL <https://stars.ylopo.com/lead-detail/5329a519-1b7...>. The main content area shows a conversation history with Matt Croteau, including a voicemail and a text message. The right sidebar shows activity, tasks, appointments, and Ylopo AI settings.

Vanessa
Last Communication 16 hours ago

Create Note Send Email Messages Log Call

Add notes or type @name to notify

Create Note

Background
Add background

Details
Stage Lead
Source Ylopo Adwords, 2 days ago
Agent Shark Tank (Matt Croteau)
Lender
Price \$465,000
Tags 92708 appinvt BUYER
do_you_own_a_home-No DYNAMIC_REG_ADDRESS
Fountain Valley Lead-Day15-Audit PPC_GEO
preapproved_for_loan-No self_before_buy-No
timeline-within 90 days VOICEMAIL
YLOPO_ADWORDS YLOPO_AI_VOICE

Custom Fields
--IMPORTANT--
Ylopo Stars Link <https://stars.ylopo.com/lead-detail/5329a519-1b7...>

Activity
MARKETING SOURCE
AdWords
AT A GLANCE
465K 1 572sf 1
92708
View on Ylopo Adwords

Tasks
No upcoming tasks

Appointments

Ylopo AI
YLOPO AI TEXT
Ylopo AI is paused
Resume
Stop
Drip and behavioral texts are enabled
YLOPO AI VOICE
Ylopo AI Voice is calling lead
Last Call 09/18/2024
Outcome Voicemail

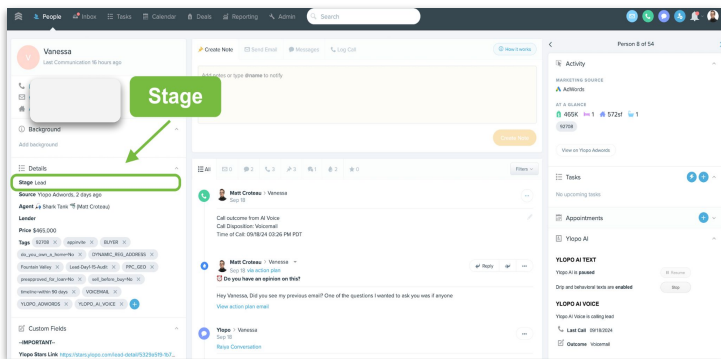
Matt Croteau > Vanessa
Sep 18
from AI Voice
Voicemail
18/24 03:26 PM PDT

Matt Croteau > Vanessa
Sep 18 via action plan
Do you have an opinion on this?
Hey Vanessa, Did you see my previous email? One of the questions I wanted to ask you was if anyone
View action plan email

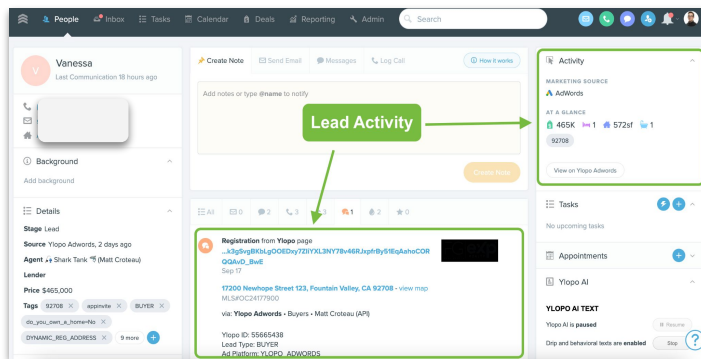
Ylopo > Vanessa
Sep 18
Raiya Conversation

Stars must be accessed through a leads profile

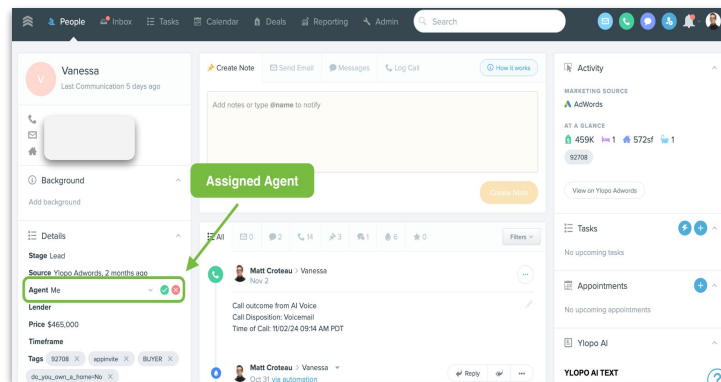
CRM + Ylopo (Stars) Integration Review



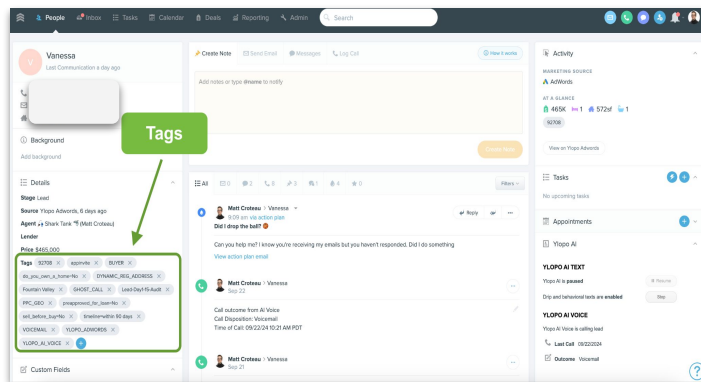
AI blocked or allowed



Activity from engagement with Ylopo ads, AI, websites and tools



Ylopo Listing and Seller Alerts, Presented by section on Home Search



Lead sources, registration responses, engagement with Ylopo sites, AI and tools

Ylopo Notifications: Priority Notifications

When someone's home search activity really heats up, or they reach out to you for help or more information, we will flag them as a "Priority Lead." These serve as a nudge to follow up and connect with them!

Priority Text sent to agent

(818) 918-9991
Your seller lead Theresa bell has updated their home details in the ylopo seller report with a message: Inground Pool. View in CRM <https://app.followupboss.com/2/people/view/18258>

Priority Email sent to agent

YLOPO URGENT PRIORITY LEAD: Theresa bell provided their new home upgrades in the AVM report. [View](#)

notification@ylopo.com 10:36 AM (4 hours ago) ☆

PRIORITY LEAD-ALERT Theresa bell

Phone Number: [REDACTED]

Your seller lead Theresa bell has updated their home details in the ylopo seller report with a message: Inground Pool.

New home details: 2 full bath(s);

Previous home details: 0 full bath(s);

2 tags Y_SELLER_REPORT_ENGAGED and Y_SELLER_NEW_HOME_UPGRADES have been added to the lead.

View in [Ylopo Sales](#)

- Mark the Priority Lead task as "Done" by clicking [here](#).
- View lead in [Follow Up Boss](#) ([track](#))

To prevent this lead from triggering a Priority Lead status in the future, [click here](#)

Contact us at support@ylopo.com if you have any questions!

YPRIORITY tag added on lead profile

Tags BUYER X

I_NEED_TO_SELL_BEFORE_I_CAN_BUY X

Remarketing Visitor X RETURNED X

sell_before_buy=Yes X

timeline=over 6 months X

Y_SELLER_NEW_HOME_UPGRADES X

Y_SELLER_REPORT_ENGAGED X

Y_SELLER_REPORT_VIEWED X

YLOPO_FACEBOOK X YPRIORITY X +

Priority notes added to lead profile in CRM

All 0 0 0 5 1 0 0 0 Filters

Ylopo 8:36 am

Priority

Ylopo PRIORITY LEAD ALERT: Theresa bell [REDACTED]

Theresa bell [REDACTED] has updated their home details in the ylopo seller report:
New home details: 2 full bath(s);
Previous home details: 0 full bath(s);
Message: Inground Pool.
2 tags Y_SELLER_REPORT_ENGAGED and Y_SELLER_NEW_HOME_UPGRADES have been added to the lead.

To view seller report, [click here](#).
To mark this task as complete, [click here](#).
To prevent this lead from triggering a Priority Lead status in the future, [click here](#).

Get some script ideas here: <http://bit.ly/Ylopo-Scripts>

Contact us at support@ylopo.com if you have any questions!

Ylopo Notifications: Responses to AI Texting

When someone responds to your AI text assistant, the assigned agent will receive a text and an email notification. Within the leads profile in the CRM a relevant AI text tag is applied in the tag section and the conversation is added to activity/notes section.

Text notification sent to agent

(424) 276-3699

We've texted Brenda Wheaton for you, and they replied "Hope to really get into searching in about 4 months are so if all works out ...don't want to waste your time...until I know what I can and can't do. I will get in touch. - Am looking at Boones Mill, Roanoke south side not in town, also Rocky Mount .. with 10 to 20 acres and a nice home.. but will get into that more when I know I can really search ." - see full thread: <https://stars.ylopo.com/1/8N7aY>

Email notification sent to agent

Ylopo Behavioral Text First Response from Brenda Wheaton

notification@ylopo.com

To: me

We want Brenda Wheaton "Hi, Brenda? This is David Wilson. Thanks another of "Hope. If you prefer I do not text you just reply with that I will get in touch. - Am looking at Boones Mill, Roanoke south side not in town, also Rocky Mount .. with 10 to 20 acres and a nice home.. but will get into that more when I know I can really search ." - see full thread: <https://stars.ylopo.com/1/8N7aY>

They replied "Hope to really get into searching in about 4 months are so if all works out ...don't want to waste your time...until I know what I can and can't do. I will get in touch."

View lead in [Leadbook](#)

View in [Data Base](#)

To get the lead out of future texts, [click here!](#)

To get a lead back in to behavioral book, [click here!](#)

AI Text Tag added to CRM profile

Tags AI_ENGAGED X BUYER X

cash_offer=no X

do_you_own_a_home=Yes X

I_NEED_TO_SELL_BEFORE_I_CAN_BUY X

Conversation added to lead profile in CRM

Brenda Wheaton > Ylopo

Raiya Conversation

Hope to really get into searching in about 4 months are so if all works out ...don't want to waste your time...until I know what I can and can't do. I will get in touch. - Am looking at Boones Mill, Roanoke south side not in town, also Rocky Mount .. with 10 to 20 acres and a nice home.. but will get into that more when I know I can really search .

Ylopo Best Practice Workflows for Lead Conversion

1) NEW

- Created < 10 days ago
- Tag excludes: Import
- Stage includes: Lead
- Last communication > 12 Hours

2) IMPORTANT

- Stage includes: Lead
- Tags include:
YPRIORITY, HANDRAISER,
Y_SELLER_REPORT_ENGAGED,
Y_SELLER_REPORT_VIEWED,
call_now="yes"
- Last Communication > 1 day ago

3) AI Text Replies -

- Stage includes: Lead
- Tags include:
AI_ENGAGED,
AI_NEEDS_FOLLOW_UP
- Last Communication > than 1 day ago

4) Lead Active

- Stage includes: Lead
- Last Visit < 7 Days ago
- Last Communication > than 7 days ago

5) Nurture Active

- Stage includes: Hot, Warm, and Cold, Past Client
- Last Visit < 7 Days ago
- Last Communication > than 7 days ago

[View the recommended lists here](#)

Ylopo Best Practice for Nurture

1) Hot 1x/wk

- Stage: Includes Hot
- Last communication > 1 week

2) Warm 2x/mo

- Stage: Includes Warm
- Last communication > 2 weeks

3) Cold 1x/mo

- Stage: Includes Cold
- Last communication > 30 days

4) Closed/Past 1x/q

- Stage: Includes Past Clients, Closed, SOI
- Last communication > 3 months

[View the recommended lists here](#)

Ylopo Additional Smartlists

AI Voice Follow Up -

- Stage includes: Lead
- Tags:
AI_VOICE_NEEDS_FOLLOW_UP
- Last Communication: More than 1 day ago

No Stars Links -

- Ylopo Stars Link is: empty
- Email is: good

Seller Engagement -

- Tags include:
- Y_SELLER_REPORT_VIEWED
- Y_SELLER_REPORT_ENGAGED

- [View our full list of Ylopo Tags to implement in your own smartlists/workflows](#)

Workflows/smartlists should fit your business needs. Meet with our Ylopo Coaches for help seeing what might best fit your needs using Ylopo!

What all of this technology means for you...

Allows you to shape your business and workflow around what is important to you

1

Leads don't "slip through the cracks"

2

Identify and convert high intent buyers and sellers

3

Provide your clients and potential clients with access to valuable information and tools

4

Nurturing for leads and database in any stage

5

AND MORE!



QUESTIONS?

This Concludes 1 of 2 Part Ylopo Boot Camp Training

AGENDA

01

PART 1

- Ylopo's role in your business
- Ylopo + CRM Integration Review
- Ylopo Notifications
- Best Practices for Organizing CRM for Agent Follow Up

01

Q&A

Break

02

PART 2

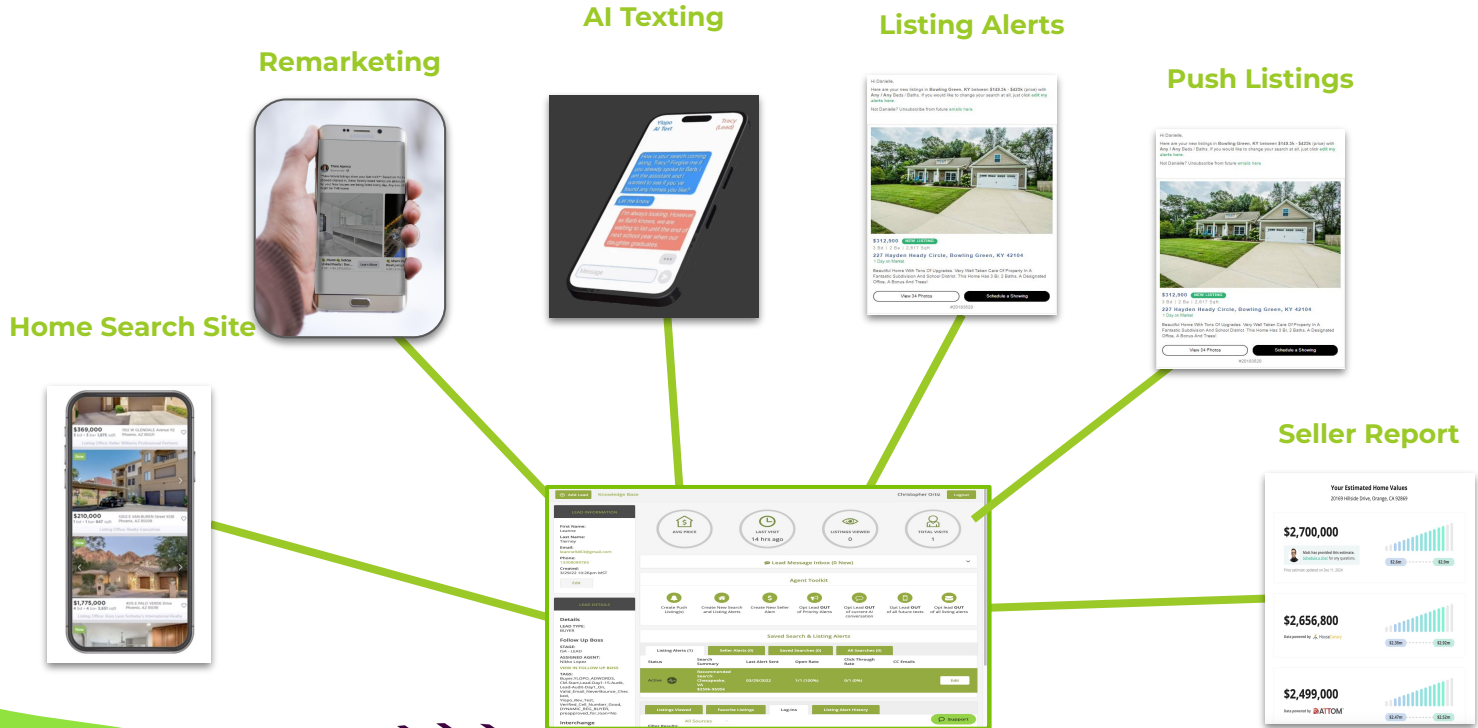
- Using Stars to engage and nurture leads
- Additional Training and Resources

02

Q&A

End

Utilize Ylopo Stars for Lead Engagement and Nurturing

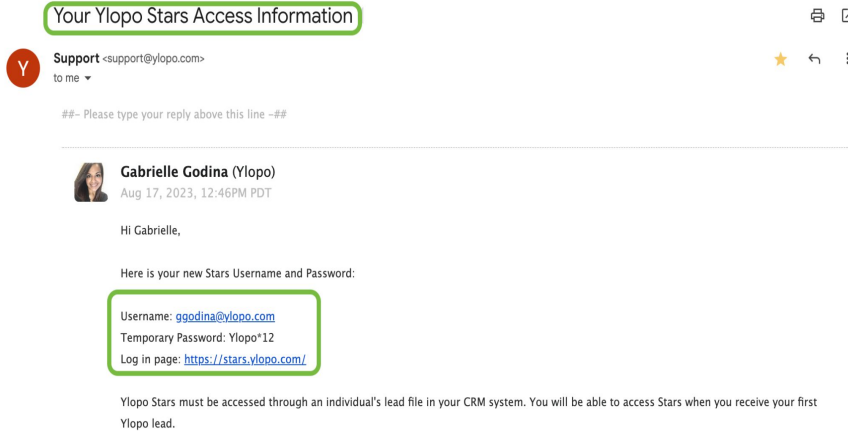


Accessing Stars

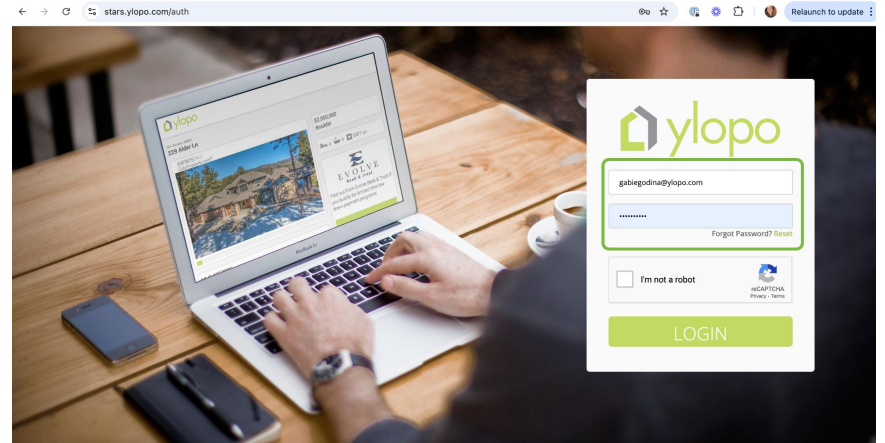
The screenshot displays the Stars application interface. On the left, a sidebar shows a list of leads, with a green box highlighting the 'Ylopo Stars Link' and a green arrow pointing to it with the text 'Link to Stars Profile'. The main content area shows the lead details for Vanessa, including her first and last names, created date, and lead type (BUYER). The 'LEAD INFORMATION' section displays four circular metrics: AVG PRICE, LAST VISIT (2 days ago), LISTINGS VIEWED (0), and TOTAL VISITS (1). Below this is the 'Lead Message Inbox (2 New)' and the 'Agent Toolkit' section, which includes buttons for 'Create Push Listing(s)', 'Create New Search and Listing Alerts', 'Create New Seller Alert', 'Opt Lead OUT of Priority Alerts', 'Ylopo RAIYA AI is texting lead', 'Drip and behavioral texts are enabled', and 'Opt lead OUT of all listing alerts'. The 'Saved Search & Listing Alerts' section is also visible at the bottom. The top navigation bar includes 'Add Lead', 'Training', and 'Agent Tools' buttons, along with the user's name 'Gabrielle Godina' and a 'Log Out' button.

Stars is the control center for a user experience on your home search site. Agents must have a Stars login to access Stars and an Agent subdomain required to be listed on the “Presented by” section on the home search site.

Logging into Stars



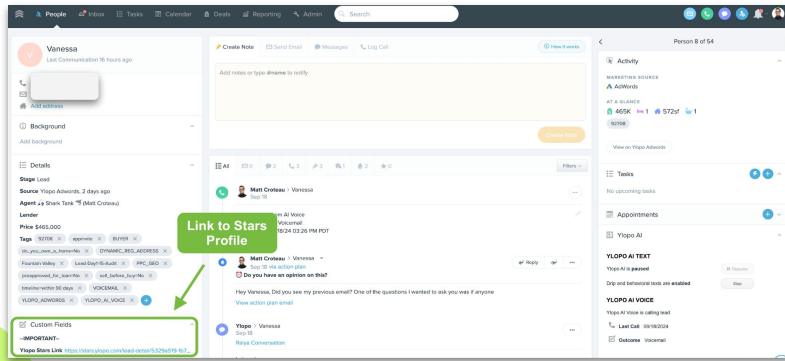
Your Stars login information will be sent to you from Ylopo via email



Access a lead profile in Stars to login or use the link provided. You will always access Stars from a leads Stars link in your CRM

Stars: Manually Add a Lead to Stars

A contact must be in Stars to utilize Ylopo tools like AI texting, listing alerts and remarketing



[Learn More](#)

Add a lead via Add Lead button in Stars or visit <https://stars.ylopo.com/lead-detail/add>

The screenshot shows the 'Add Lead' form in Stars. The form includes fields for 'Enter first name', 'Enter last name', 'enter email', and 'enter phone number'. It also has a 'Send Welcome Email' checkbox and a 'Submit and Save' button. The form is titled 'New Lead Details' and has a 'Pull Details' button at the top right.

Watch Now

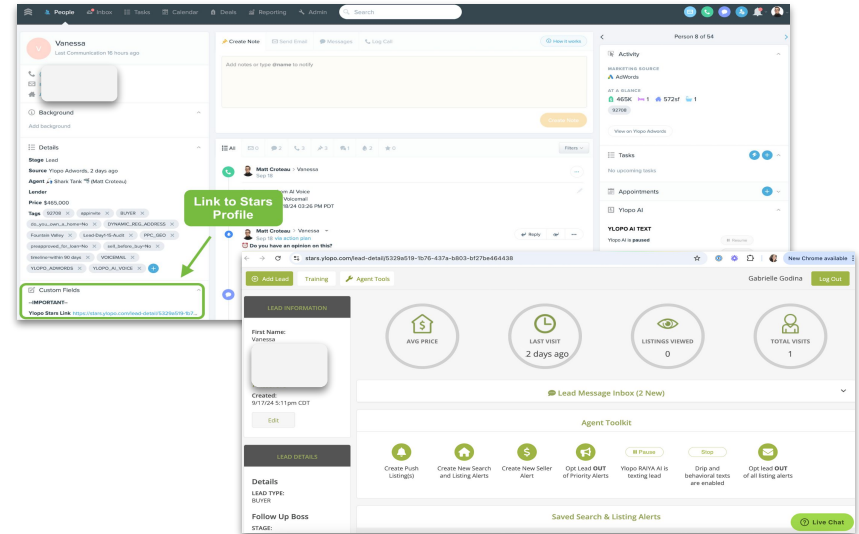
Stars: Remarketing

Build brand awareness by retargeting leads in your database with similarly viewed properties



[Learn More](#)

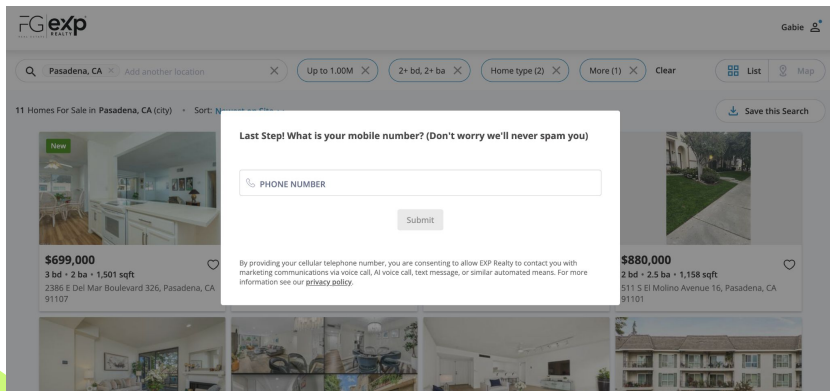
Leads with Stars Profiles/Links are eligible for remarketing.



Watch Now 

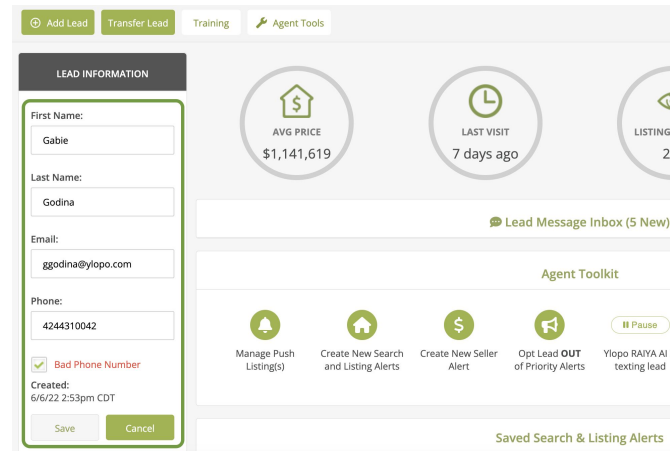
Stars: Lead Information & Bad Number Tool

Manage lead contact info in Stars and utilize the bad number tool to get updated numbers



[Learn More](#)

Manage Lead Information in Stars

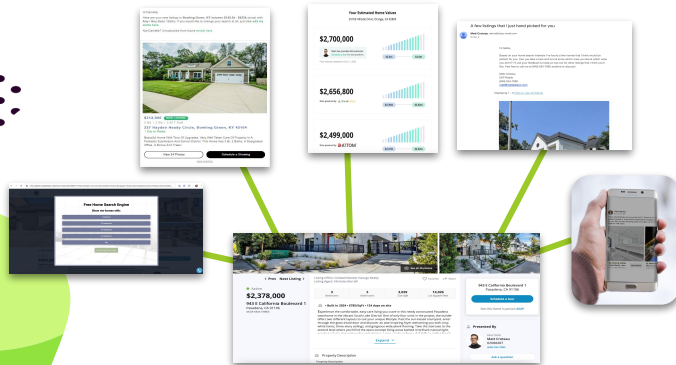


Watch Now

Stars: Home Search Site

Leverage your Ylopo home search site to keep leads seeing your brand while you get alerted of important activity. Users can save, share, request tours and more information via your home search site. Your Home Search Site is connected to your MLS IDX feed.

Listing alert, seller alert, AI texting and home search site activity is logged in Stars and added to the leads profile in CRM. You'll be alerted of important activity via Priority alerts.



[Learn More](#)

LEAD INFORMATION

First Name: Gabe
Last Name: Barron
Email: gabbarron@ylopo.com
Phone: 414-811-0042
Created: 7/26/24 9:42am CDT

SELLER DETAILS

Property Address (1 of 3)
20145 Windsor Drive
Orange, CA 92669
3 bd - 3 ba - 2838 sqft. EIR
Recent Census Estimated Value: \$2,654,300
ATTOM Estimated Value: \$2,495,000
Your Estimated Value: \$2,700,000 EIR
Updated 12/11/2024

Agent Toolkit

Manage Push Listings | Create New Search and Listing Alerts | Create New Seller Alert | Opt Lead OUT of Priority Alerts | Ylopo RAYIA AI is looking for lead | Drop and Behaviors/leads are enabled | Opt lead OUT of all listing alerts

Saved Search & Listing Alerts

Listing Alerts (1)	Seller Alerts (4)	Saved Searches (0)	All Searches (71)				
Status	Search Type	Search Summary	Frequency	Last Alert Sent	Open Rate	Click Through Rate	CC Emails
Active	Dynamic	Recommended: 10/24/24 (1 location) 8/10/24-8/11/24	Daily	01/01/2025	50% (0%)	50% (0%)	0/0

Listings Viewed

Last Viewed	# of Times Viewed	Address
12/11/2024 12:20pm CST	1	305 South Cole Baga, Orange, CA, 92669
12/11/2024 10:20am CST	3	406 N Ramwood B, Orange, CA, 92669
12/10/2024 02:20pm CST	1	158 S Sierra Madre Boulevard 15, Pasadena, CA, 91107
06/20/2024 06:20pm CST	1	943 E California Boulevard 1, Pasadena, CA, 91106

Lead Message Inbox (10 New)

Activity

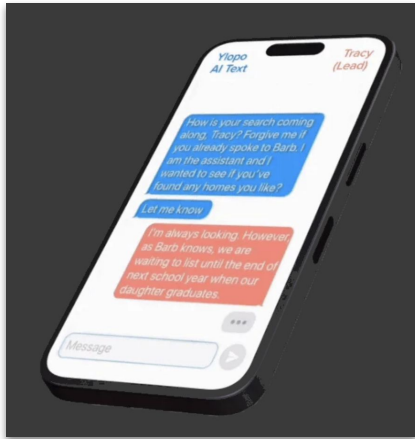
Priority Alerts

YLOPO AI TEST

Watch Now

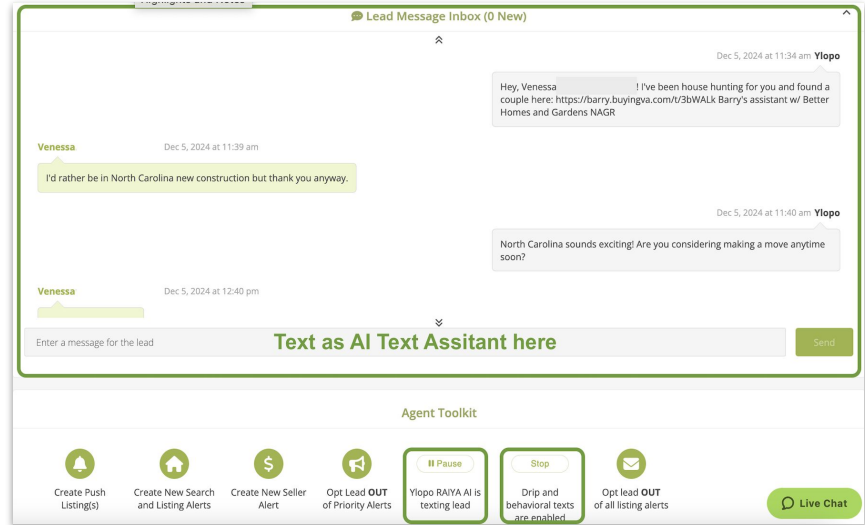
Stars: AI Texting

Leverage your AI text assistant to engage and nurture leads



[Learn more](#)

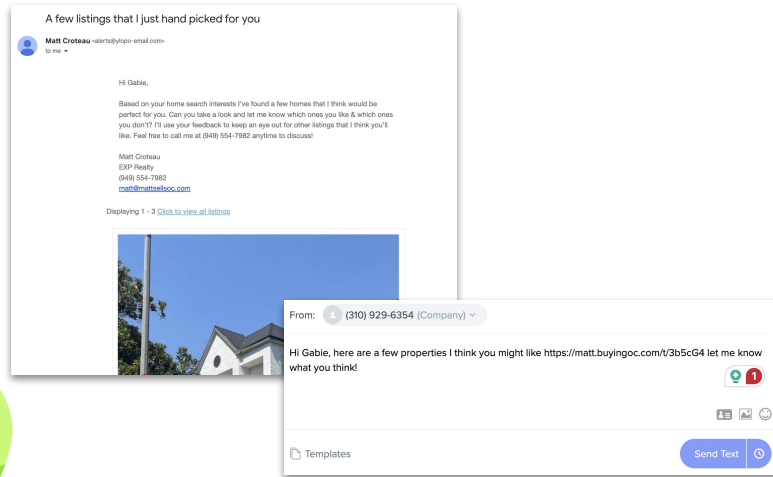
Manage your AI Text Assistant in Stars



Watch Now

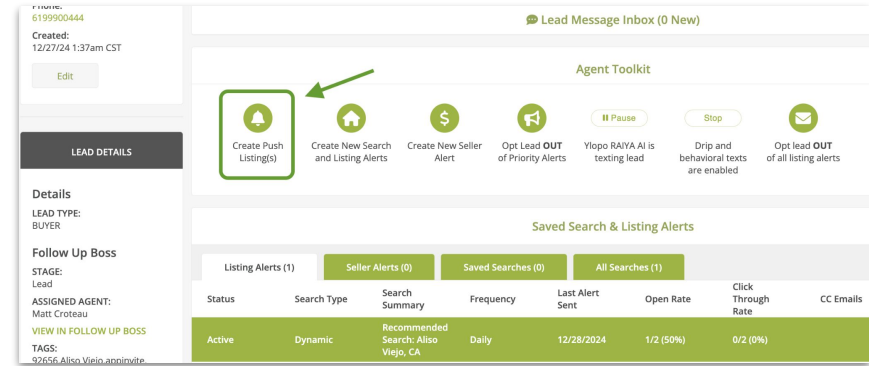
Stars: Push Listings and Push Listing Link

Use Push listings to hand pick properties to send to your leads via email or with a textable link



[Learn More](#)

Create and manage Push Listings with the Push Listing Tool in Stars



Watch Now


Stars: Listing Alerts and Listing Alert Link

Keep your leads engaged on your website with relevant property updates via listing alert and the listing alert link

Hi Danielle,

Here are your new listings in Bowling Green, KY between \$149.5k - \$425k (price) with Any / Any Beds / Baths. If you would like to change your search at all, just click [edit my alerts here](#).

Not Danielle? [Unsubscribe from future emails here](#)



\$312,900 NEW LISTING

3 Bd | 2 Ba | 2,617 Sqft

227 Hayden Heady Circle, Bowling Green, KY 42104

1 Day on Market

Beautiful Home With Tons Of Upgrades. Very Well Taken Care Of Property In A Fantastic Subdivision And School District. This Home Has 3 Br, 2 Baths, A Designated Office, A Bonus And Trees!

[View 34 Photos](#) [Schedule a Showing](#)

#20103620

[Learn more](#)

Manage Listing Alerts in Stars

Agent Toolkit

- Create Push Listing(s)
- Create New Search and Listing Alerts
- Create New Seller Alert
- Opt Lead OUT of Priority Alerts
- Ylopo RAIYA AI is texting lead
- Pause
- Stop
- Drip and behavioral texts are enabled
- Opt lead OUT of all listing alerts

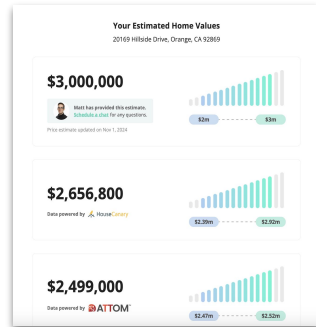
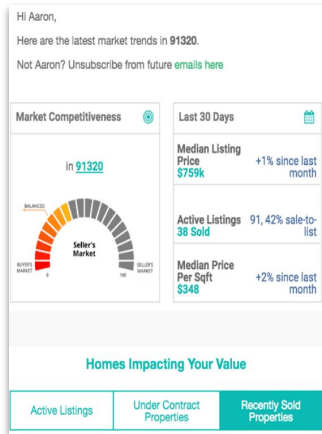
Saved Search & Listing Alerts

Listing Alerts (1)		Seller Alerts (0)		Saved Searches (0)		All Searches (2)	
Status	Search Type	Search Summary	Frequency	Last Alert Sent	Open Rate	Click Through Rate	CC Emails
Active	Dynamic	Recommended Search: Gloucester Point, VA \$674.3k-\$1.1m	Daily	12/09/2024	1/1 (100%)	0/1 (0%)	View Edit

Watch Now

Stars: Seller Alert and Seller Report

Engage and nurture sellers in your database with local market updates (seller alert) and home equity reports (seller report)



Learn more about [seller alerts](#), [seller report](#)

Manage Seller Alerts/Seller Reports in Stars

Agent Toolkit

- Create Push Listing(s)
- Create New Search and Listing Alerts
- Create New Seller Alert
- Opt Lead OUT of Priority Alerts
- Ylopo RAIYA AI is texting lead
- Drip and behavioral texts are enabled
- Opt lead OUT of all listing alerts

Saved Search & Listing Alerts

Listing Alerts (1)		Seller Alerts (2)		Saved Searches (0)		All Searches (3)		
Status	Search Type	Search Summary	Email Campaign	Frequency	Last Alert Sent	Open Rate	Click Through Rate	CC Emails
Active	Seller Alert	Seller Alert 21 Nov 2024 (23456): 2432 Sandfiddler Road, Virginia Beach, VA 23456	Ylopo AVM Report	Monthly	11/22/2024	1/1 (100%)	0/1 (0%)	Edit

[Live Chat](#)

Watch Now 


Ylopo Training and Coaching Resources

stars.ylopo.com/lead-detail/a1b0a7c2-232d-463f-9742-8f6c81887f

➕ Add Lead Transfer Lead **Training** 🛠 Agent Tools

LEAD INFORMATION

First Name: Test
Last Name: testtt
Email: test@email2.com
Phone: +12012252120
Created: 12/4/24 4:58pm CST


AVG PRICE

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Start your learning journey here!
As a Ylopo user, you have access to a variety of training resources available to you. We offer live webinars designed to empower you with the essential skills and knowledge you need to get valuable insights and hands-on guidance from our expert trainers and coaches.

Go Live Bootcamp
Jumpstart your success with this session that covers everything you need to know—from understanding how Ylopo works with your CRM, to mastering your smart calls, utilizing Ylopo Store and leveraging Ylopo AI technology to help you convert your leads.
When: Tuesdays, Thursdays and Fridays (Time varied)
Best for: Ylopo Users in Setup, Newly-Live Users, Newly-Ordered Account Admins.
[Learn More](#)

Coaches Office Hours
Come hang out and get all your Ylopo-related questions answered by our resident Coaches, who will share their best practices, strategies, and tricks. These experts also share their success stories and advice, and build community with each other.
When: Everydays @ 9am PT/8am ET
Best for: All Ylopo users
[Register Now](#)

Realtime-In-Residence Office Hours
Every Wednesday, our amazing Ylopo Realtime-In-Residence joins Office Hours to do what they do best: inspire and educate the Ylopo community. This is a great opportunity to get together with these stars of the industry and pick their brains on everything real estate.
When: Wednesdays @ 9am PT/8am ET
Best for: All Ylopo users
[Register Now](#)

Lead Import Mastery
You know all your leads need to be in Ylopo but you're unsure where to begin? Register for this session to learn the step-by-step of getting your database imported to Ylopo, and see what your leads receive when they're being nurtured by Ylopo.
When: Every other Wednesday @ 9am PT/8am ET
Best for: Ylopo users who have not completed a mass lead import
[Register Now](#)

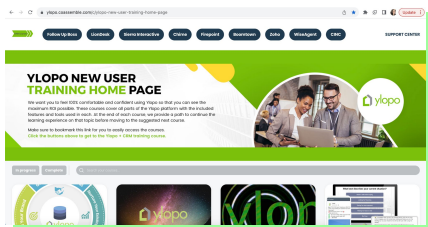
On-Demand Training
Learn at your own pace, at your own time.
We offer free online courses that cover the basics and more. Click on the images to enroll.


Ylopo New User Training


AI Voice 100: Get to Know AI Voice


Buyer Agent Commission Mastery

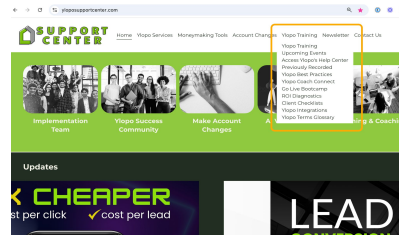
Ylopo Training and Coaching Resources



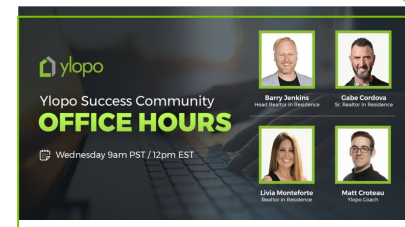
Online Training Courses



Live Weekly Training



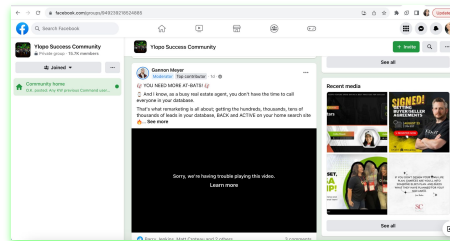
Ylopo Support Center



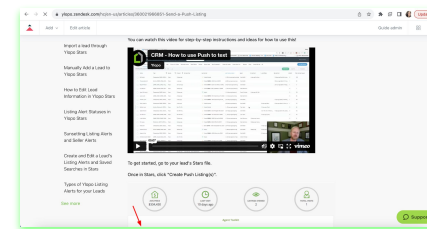
Realtor in Residence Office Hours



Ylopo Media Center



Ylopo Success Community



Ylopo Knowledgebase

Ylopo Best Practices

← → ↺ yloposupportcenter.com/ylopo-best-practices



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CALL SUPPORT

Ylopo Best Practices

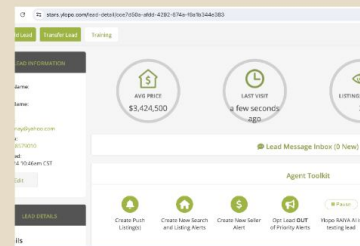
From working new leads to re-engaging old leads: Scroll down to learn more about Ylopo best practices!



Getting Started



Working New Leads



Stars

Ylopo Prospecting Scripts

- Ylopo Scripts for Success by Barry Jenkins
- Best Practices for Seller Report Activities
- Best Practices for taking AI Voice Calls
- Direct Connect Outbound Script Suggestions
- Keys to continuing the conversation

**THANK
YOU!**