

Q&A WITH PRESIDENT SCOTT RADIN

Do I need business broker experience?

No because our processes and systems are so unique, that past experience is not needed. Our perfect candidate has some type of sales / professional services experience coupled with a willingness to build relationships rather than walls. It comes down to whom the person is rather than their background.

How can you guarantee \$200,000?

It is based on averages and goals we have always given brokers. While it does serve to reduce a broker's risk, we actually put it in place as broker motivation to hit their goals. We know that should they hit the goals and follow the guarantee terms then \$200,000 should be exceeded.

Is there any difference between Envoyz Certified Brokerage and NAABB Certified Broker designation?

No, they are two designations achieved by the brokers whom we have trained and support. The broker his or herself achieves the certified broker designation while his or her brokerage achieves the certified brokerage designation. These are two powerful industry designation.

Can a broker who is not an NAABB Certified Broker use Envoyz?

No, it is strictly for use by NAABB Certified Brokers.

Couldn't a broker who is not an NAABB Certified Broker just make their own version of Envoyz?

Sure and I expect them to. We have always been the pioneers that others follow. HOWEVER, did you know that there are 30+ app platforms to sell real estate? Probably not because Trulia / Zillow introduced this concept first and remain the industry leaders. So being the first in our industry, we are the Trulia / Zillow of our industry.

Why is there a licensing fee?

NAABB Certified Brokers are the owners of their brokerage not an employee of NAABB. Like any business that brokers represent, the NAABB Certified Broker paid for their business, exclusivity to his or her territory and the licensing rights to use the proprietary systems and certifications. The licensing fee also covers full training, comprehensive support and massive marketing platforms that generate a steady supply of leads. It's all covered in the executive summary.

Is the licensing fee negotiable?

No, the licensing fee is at cost to NAABB and will never be negotiated.

Do you finance the fee if I do not have it?

No however we have a source that provides 100% unsecured financing at great rates. All you need is 700+ credit and a current income stream. If you do not meet the qualifications then you can bring on a partner with the money or raise it by crowdfunding (www.kickstarter.com / www.fundable.com / www.crowfunder.com).

A search of your name on the Internet shows that you are everywhere but not all positive - why?

When you have been around as long as I have (2001) there will come times when people don't get their way and come after me. For instance, from 2009 - 2011 I was the victim of a [vicious online extortion attempt](#) by one person using many aliases trying to destroy me. Since then I have seen periodic complaints from rogue brokers whom we did not renew for lack of activity to prospects with whom we declined a territory who blasted us for being unprofessional to them. I accept others will challenge me but I also know most people see right through these attacks. Especially when they see our [A+ BBB rating](#),

So in reading last above, you do not accept everyone wanting a territory?

Absolutely not. We offer a territory to about 10% of those reaching in for a consultation.

Can you give examples of those you do not offer a territory?

Sure, the types we walk away from try negotiating the fee, come across as entitled in any way or simply are not the kind that we want because of brashness or arrogance.

So then who does that leave?

It leaves great people who believe in building relationships rather than walls, are team orientated and understand that they have to work for their money.

What's the difference between brokers who succeed and those who fail?

Our successful brokers have three things in common. First is that they call ALL of their leads back. Second is that they follow the processes and systems that we provide them. Last is that they utilize all of our support services. Those who fail, well, they don't do the three things that I just mentioned.

What is the difference between NAABB and other brokers?

Typical business brokers practice like a real estate clearinghouse in that they list everything that they can and hope some will sell. We are selective with whom we "represent" and we only represent businesses that we feel that we can sell. The keyword is "represent". We build relationships rather than walls.