



# RESULTS REVIEW



We aim to ensure YOUR success.  
Our goal remains our focus and  
fulfills our motto, **"Your Life,  
Your Business, Your Way."**



ALWAYS  
THINKING  
**AHEAD**  
FOR YOU

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We look for trends and imagine them playing out in one year, five years, and even ten years. Doing this allows us to provide necessary support, services and tools, ensuring our agents are always ready for their market.



## **Business Building Opportunities**

### **Accountability & Business Building Meetings**

Each office holds a regularly scheduled meetings

### **Acceleration Masterminds**

Interviews with successful agents who are willing to share how they create repeatable, sustainable, and increasing results!

### **LOBR MLS**

Results has joined the Lake of the Ozarks Board of REALTORS® (\$)



## **Marketing Options**

### **MAXTECH powered by KVCore**

A robust platform offering agent/team websites, lead management, smart CRM, auto-marketing, integrations, CMA builder, and more.

### **Shelf-life Pieces**

Opportunities to order items and have them mailed to their SOI. (\$)



## **Services to Help You Streamline**

### **Motto Mortgage Living**

Sandy Hancock has opened a mortgage company in order to offer more to her agents and the community! (\$)

### **SkySlope**

Provides our agents with an all-in-one transaction management solution -- 1 workspace all the way from contract to close.

### **Career Success Workbook**

An easy-to-follow workbook for EVERY agent, whether NEW or EXPERIENCE,D designed for business development.

### **Listing Entry**

We take a few tasks off your plate so you can focus on getting the best offer for your seller! (\$)

*(\$) Fees associated and/or paid options available*

## VALUES, MISSION, & VISION



### VISION

We envision a community where everyone invests in their future, feels safe, and has a voice. This is the perfect place to make our vision a reality. By knowing our neighborhoods, understanding the real estate industry, and focusing on your needs first, RE/MAX Results agents will guide, support, and empower you to write the next page in your story.



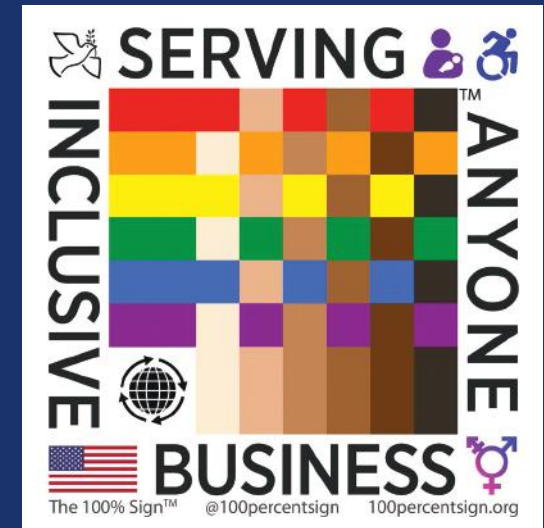
### MISSION

Our mission is to provide our clients with exceptional service and expertise. We realize our business is based on relationships and that every individual interaction makes a difference.



### VALUES

<b>Respectful</b>	We care and are concerned for your feelings, wishes, rights, and traditions.
<b>Ethical</b>	We uphold the high standards of the REALTOR® Code of Ethics.
<b>Skilled</b>	We are professionals representing you at the highest level.
<b>Unique</b>	We embrace individuality. Everyone counts! Everyone matters!
<b>Leaders</b>	We continually enhance and adapt technology, processes, and mindset.
<b>Trusted</b>	We believe that integrity fosters long lasting and lifelong relationships.
<b>Service-Oriented</b>	We are committed to helping you achieve your goals.



*RE/MAX Results has always believed deeply in inclusivity. Our "100% Sign" is a visual representation of that core belief.*

*We serve any customer or REALTOR® who 'walks through our door' without discriminating. We've taken great care to visually represent all the protected classes encompassed in Federal Fair Housing & the REALTOR® Code of Ethics: race, color, religion, sex, disability, familial status, national origin, sexual orientation, and gender identity.*

*The 100% Sign is non-partisan. There is nothing to join. You are already IN the 100%; we are showing our sign to spread the message.*





## AGENT TESTIMONIAL

*"Genuinely interested in the success of their agents by offering extensive training, support, and state of the art systems, making RE/MAX Results agents, top and above-average producers. The business model I have come to know at RE/MAX Results is inspiring, excellent, and generous. I would highly recommend this company to any and all agents considering a career path in Real Estate."*

*- Tyler Olsen, City Office*

## OUR COMPANY

RE/MAX Results is an established and experienced RE/MAX franchise serving the St. Louis metro and surrounding areas for 25+ years.

We believe the business we are working to build is YOURS, which is why agent support and services are paramount to our success. We continuously strive to provide the right tools, training, services, and support to meet your needs.

The culture at Results thrives due to integrity, respect, and learning. We have 17+ staff members, a much higher staff to agent ratio than our competitors. All are focused on how best to serve and support each agent. As a result, our agents continuously outsell major companies in the St. Louis area by 2 to 3 times the real estate transactions per agent.



### **ST. LOUIS BUSINESS JOURNAL "2022-2023 BOOK OF LISTS" RANKINGS:**

**#5**

**LARGEST  
RESIDENTIAL REAL  
ESTATE AGENCIES**

*Ranked by 2021 closed sales volume.*

**#15**

**LARGEST  
WOMEN OWNED  
BUSINESS**

*Ranked by 2021 revenue.*

**#25**

**LARGEST  
COMMERCIAL  
REAL ESTATE FIRM**

*Ranked by 2022 Transaction Volume*

## BY THE NUMBERS

With our success, expertise, market presence, services, and support, you'll find that we are the best choice for most new and experienced real estate agents in our area.

 **2**  
States Served - MO & IL

 **7**  
Offices

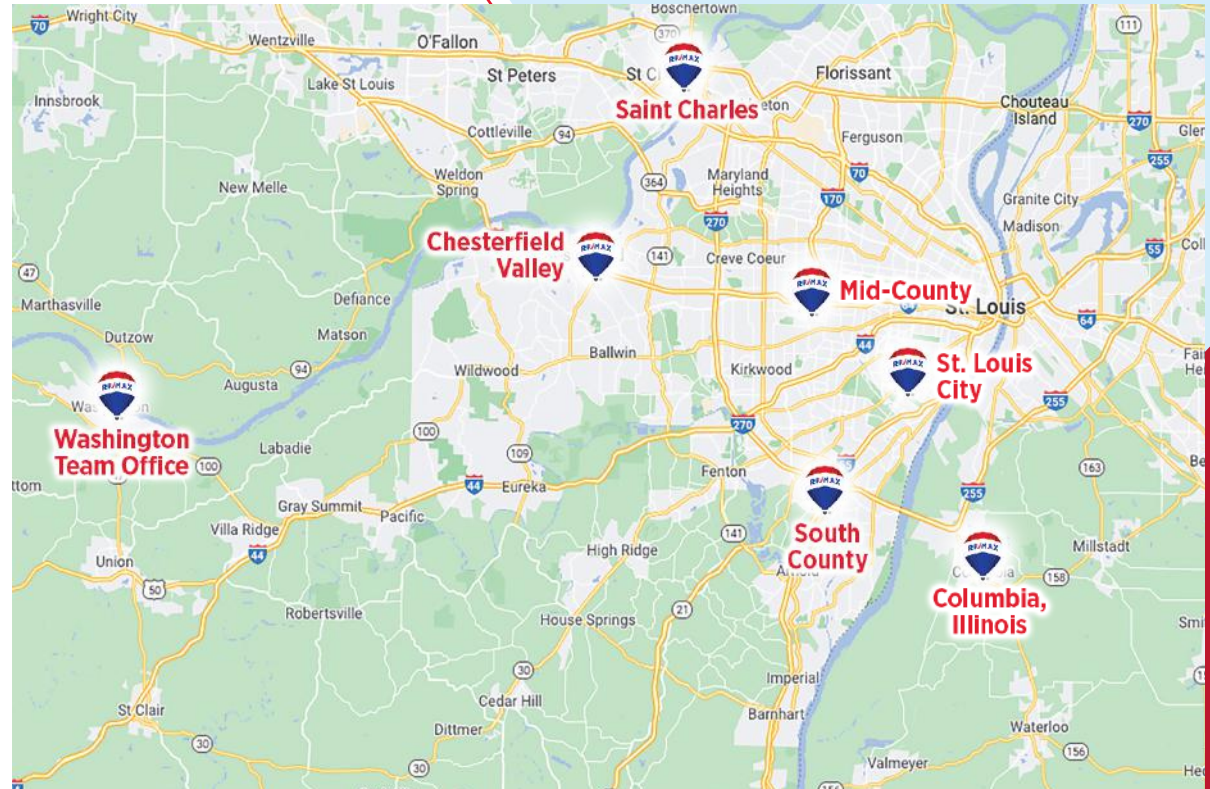
 **217**  
Agents

 **15.77**  
Avg. Transactions Per Agent

 **3,423**  
Company Total Transactions

 **\$4.2 Million**  
Average Agent Sales

 **\$901.5 Million**  
Total Company Sales Volume



 **4,632**  
Leads Offered

 **128**  
Tech Help & Classes

 **32**  
New Agent Classes

 **262**  
Call Duty Days Booked

 **73**  
Video & Photo Shoots

 **46**  
Company Trainings

*\*Final 2022 Numbers*

## SPECIALIZATIONS

We work to make sure you are ready for any market or situation from residential, luxury, commercial, leasing, individual agent, team member, or leader so you can grow or expand your business as you desire. Our forms libraries, templates, and technology make it easy for you to select what you need for any transaction and each differing market, all with classes and training to help you along the way.



### COMMERCIAL

Commercial agents benefit from the notoriety of the RE/MAX brand, our company's commercial mentor and coach, Patrice TenBroek, as well as our commercial listing staff.

Results Commercial Division agents have access to commercial-specific tools, technology, and many customizable marketing materials.



### LUXURY

An agent with the CLHMS designation is always shown as a luxury agent on [remax.com/luxury](http://remax.com/luxury). Listings 2x the average sales price in the zipcode can be marketed with luxury branded materials.

Additionally, when the interest arises, RE/MAX Results runs a full-page ad in the local Ladue News, where luxury agents advertise their listings.



### TEAMS

Whether you're a team of two or ten, we have the support necessary to help you all do your best. Our offices and programs are built to support teams of varying sizes and positions.

All team members have access to managers, staff, training, and the support they need to learn, grow, and thrive.





## OUR OFFICES

We have agents serving eight counties across two states. While agents usually anchor at one office, all eight of our strategically placed, fully equipped offices are accessible 24/7. So no matter where our agents are in their busy day, we have an office nearby to accommodate them.



### MID-COUNTY (RMXR01)

8081 Manchester Rd  
St. Louis, MO 63144  
(314) 781-7777



### SOUTH COUNTY (RMXR02)

4850 Lemay Ferry Rd, Ste 100  
St. Louis, MO 63129  
(314) 329-9010



### CITY (RMXR03)

4700 Hampton Ave  
St. Louis, MO 63109  
(314) 352-7770



### CHESTERFIELD (RMXR07)

16647 Chesterfield Grove Rd, Ste 110  
Chesterfield, MO 63005  
(636) 812-4400



### SAINT CHARLES (RMXR05)

1366 S 5th St  
St. Charles, MO 63301  
(314) 781-7777



### COLUMBIA, IL (RMXR06)

830 Admiral Weinel Blvd  
Columbia, IL 62236  
(618) 216-4400



### TEAM OFFICE (RMXR08)

12 E Front St  
Washington, MO 63090  
(636) 239-3003

## MANAGEMENT

Among the staff is our well-respected management team of seasoned professionals who bring decades of industry experience. They are focused on how best to coach and mentor each agent.



**SANDY HANCOCK**  
Broker/Owner, RE/MAX Results  
(314) 616-1726  
sandy@sandysellshomes.com



**30+** years as a REALTOR®



**23+** years as an owner



**3** degrees: BA Business Administration, BS Computer Programming, MBA Finance



**JULIE KIRKIEWICZ**  
Mid-County & City Broker/Manager  
(314) 221-9581  
julie.kirkiewicz@remax-results.com



**DAVE TOWNSEND**  
South County Broker/Manager  
(314) 369-4999  
dtownsend@remax-results.com



**JUDY FRUTH-LONG**  
Columbia, IL Designated  
Managing Broker  
(618) 444-8088  
judy@remax-results.com



## CORPORATE STAFF

Our corporate team members are the core of our operations at RE/MAX Results; they keep our administrative end running strong.



**PATRICE TENBROEK**  
Director, Commercial Services

(314) 614-0247  
patricetenbroek@remax.net

 *Runs the Results Commercial Division, mentors, & coaches commercial agents.*



**TRACY HARE**  
I.T. Manager

(314) 775-0636  
tracy@remax-results.com

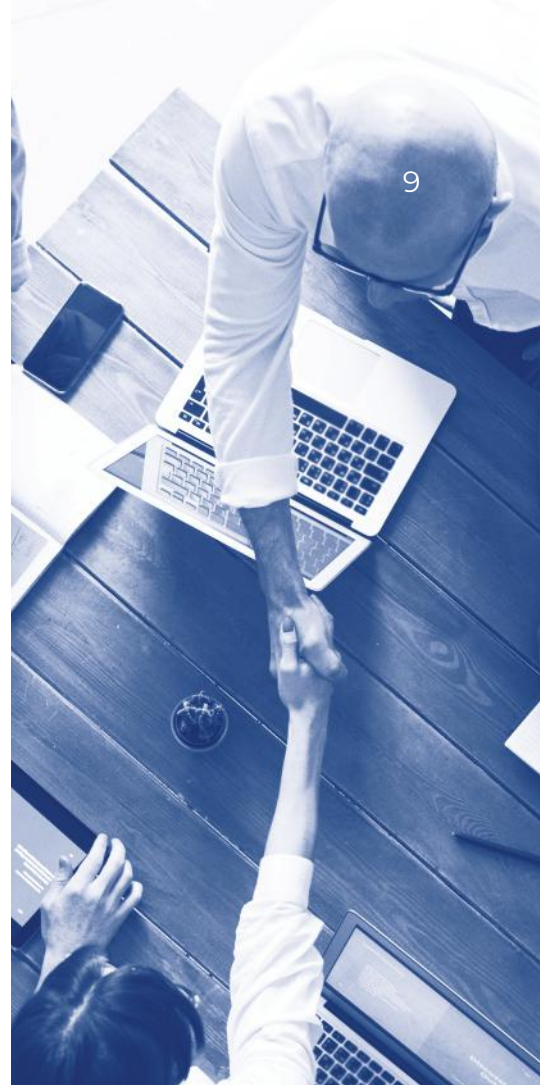
 *Manages, develops, & supports the technical systems that run Results.*



**TYLER HARE**  
Agent Support Staff

(314) 448-4770  
tyler@remax-results.com

 *Handles agent tech training & 1:1 consultations by appointment.*



*"The support from the brokers is second to none when it comes to availability, expertise, and willingness to help agents be the best they can be. In addition, regular, consistent communication from the leadership team keeps me up-to-date with what is going on in the brokerage, in the local market, in the world of RE/MAX, and beyond."*

*- Mark Lynch, Chesterfield Office*

## AGENT TESTIMONIAL

## CORPORATE STAFF

We work hard to provide and are committed to bringing the best results to our agents and their clients.



**KELLY DIERKES**  
Accounting Manager

(314) 775-0619  
kelly.dierkes@remax-results.com

 Processes commissions, bill payments, & reconciles accounts receivable/payable.



**CASSIE YORK**  
Transaction Manager

(314) 951-1928  
cassie.york@remax-results.com

 Ensures transactions are handled from contract to close for enrolled agents.



**EMILY CAMPBELL**  
Corporate Support Staff

(314) 775-0624  
emily.campbell@remax-results.com

 Assists corporate staff, reconciles CMN donations, & uploads stats to RE/MAX.

## AGENT TESTIMONIAL

*"My life changed professionally when I transferred my license to RE/MAX Results after twenty years in the business. Sandy Hancock has created a brokerage that delivers on all my asks, wants, and needs. The RE/MAX Results staff is amazing, willing, ready, and available. Brokers demonstrate experience, skilled problem solving, knowledge, patience, and integrity."*

*- Leonmarie Benner, City Office*

## BROKER ASSISTANTS

They are the support liaison between agents, staff, & management, so the offices run smoothly & efficiently.



**MELISSA WOLF**  
City Broker Assistant

(314) 775-0621  
mwolf@remax-results.com



**KRIS JOST**  
South County Broker Assistant

(314) 329-9011  
kris@remax-results.com



**MARY SMITHEE**  
Columbia, IL Broker Assistant

(618) 216-4401  
mary@remax-results.com



**ANN LYNCH**  
Chesterfield Broker Assistant

(636) 393-0775  
ann.lynch@remax-results.com



**LORI ENNIS**  
Chesterfield Broker Assistant

(636) 393-0775  
lori.ennis@remax-results.com





## AGENT TESTIMONIAL

*"I love RE/MAX! The brand is outstanding. It has great name recognition. The agents who join and stay with RE/MAX are professionals who enjoy real estate as their career, not a hobby. RE/MAX Results is such a well-run organization. From the owner to the staff, all function as a well-oiled machine. This company is a direct reflection of who Sandy is and what she stands for. Excellence."*

*- Sue Bogdanovich, South County Agent*

## INCREASE YOUR REACH

From video and television to radio, digital, sponsorship, and more, the RE/MAX name is out there working for you. The RE/MAX Balloon helps attract business and builds trust between client and agent.

**11.1  
Billion+**



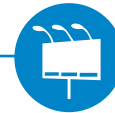
**TV/VIDEO  
IMPRESSIONS**

**105  
Million+**



**WEBSITE  
VISITS IN 2021**

**1.2  
Billion+**



**OUT OF HOME  
IMPRESSIONS**

**880  
Million+**



**DIGITAL  
IMPRESSIONS**

**58.6  
Million+**



**SEARCH  
IMPRESSIONS**

**140  
Thousand+**



**AGENTS  
WORLDWIDE**

# LEAD SOURCES & OPPORTUNITIES

Awareness, traffic, and lead activity can help develop your business. Below are just some of the lead opportunities available to you, and most of them are FREE! All of these sources generate leads for you and send them straight to your CRM for follow-up.



## Listing Property Leads

- remax.com
- global.remax.com
- remax.com/luxury
- homestlouis.com
- Agent Website
- Branded Mobile App
- Back At You Media Property Sites
- Megaphone Online Ads



## Generate Leads

- SocialBAY
- Megaphone Social Posts & Ads (\$)
- Adwerx Online Ads (\$)
- First.IO App (\$)
- Homesnap Pro+ Concierge (\$)
- Agent Website & Zipcodes (\$)
- Branded Mobile App
- Social Media Business Ads (\$)
- Call Duty



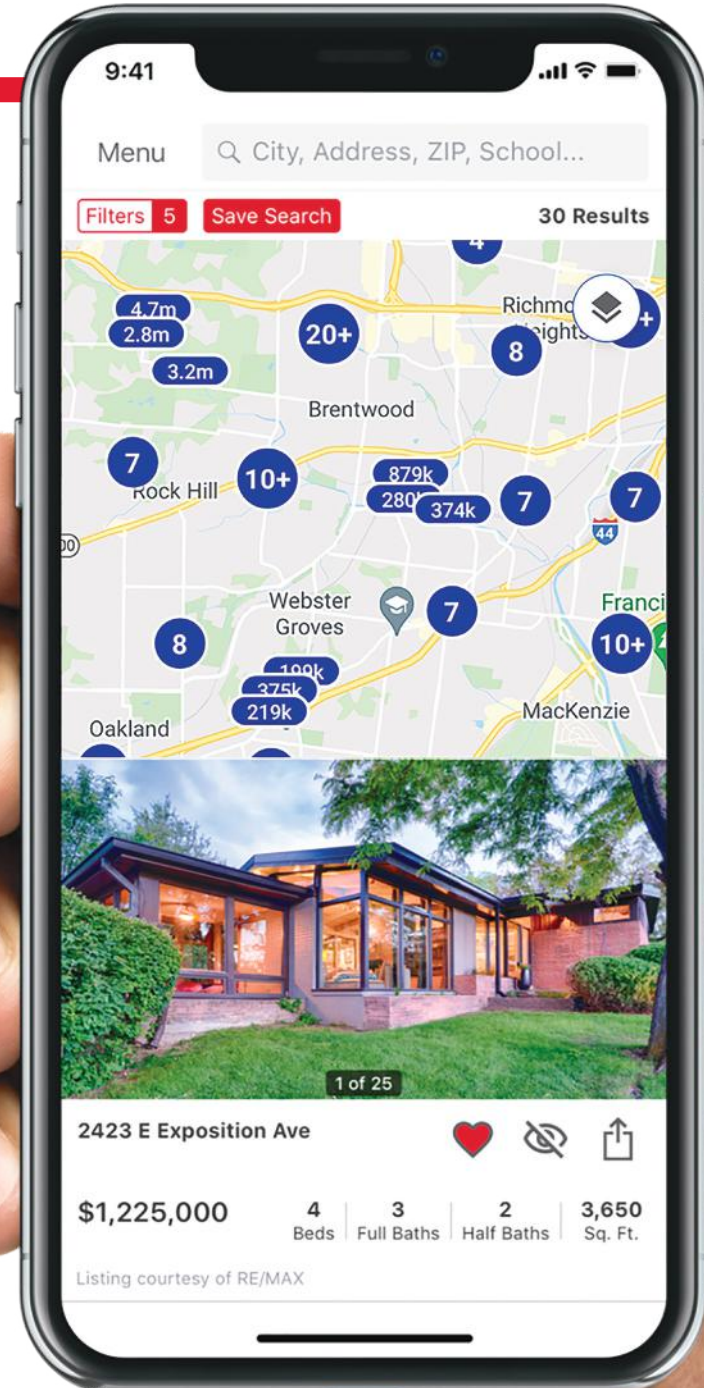
## Commercial Leads

- remaxcommercial.com
- results-commercial.com
- Buildout
- Catylist
- CoStar



## Referral Fee Leads

- Opcity (\$)
- Agent to Agent Referrals (\$)



(\$) Fees associated and/or paid options available



## AGENT TESTIMONIAL

*"RE/MAX Results is committed to seeing the success of my business and offering me the best support and growth opportunities I've ever seen. Agents want to have great success but underestimate how important their brokerage is in helping them get what they want. I'm proud to say I'm at the best brokerage in St. Louis, and because of that, I'm a better agent with a stronger business."*

*- Summer Penet, Columbia, IL Agent*

## MARKETING SOLUTIONS

We continually research and update our marketing tools so our agents don't have to, leaving time to focus on what matters to you.

Build branding that's 100% YOU. Take advantage of customizable templated emails, drip campaigns, and monthly newsletters. As a result, there is no need to spend time and money developing your own website. Instead, it's easy to create multi-page auto-updated sites with fresh new features and various options.

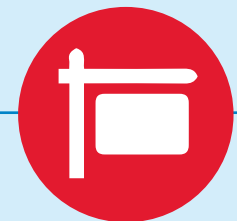
Your marketing portal has a plethora of simple-to-use print marketing templates and multiple seasonal social media graphics, as well as templated ads, posts, and videos.

### PROMOTE YOURSELF & YOUR BUSINESS



Customizable templated emails, drip campaigns, and monthly newsletters ensure you will always have fresh and valuable information to share. In addition, automatic social posts and email marketing will keep you top of mind.

### PROMOTE ALL YOUR LISTINGS



Auto-created and auto-posted print and digital marketing pieces allow you to promote your listings throughout their entire life. Additional marketing listing ads and dedicated public Facebook page ensure your listing is noticed.





## Automatic Marketing

- Megaphone Social Listings Posts
- Megaphone Social Listings Ads (\$)
- Back At You, SocialBAY, & Property Sites
- Homesnap Pro+ Concierge (\$)
- Bombbomb Social Prompt
- Your Listings Posted on Results Social Media
- Branded MARIS Banners



## Easy D.I.Y.

- Photofy Social Media Posting App (\$)
- Adwerx Online Listing Ads (\$)
- MarketStats
- Remine Pro (\$)



## Personalizable & Customizable

- Email Signature
- Marketing Assistance by Broker Assistant (\$)
- 1:1 Help Sessions
- Social Media Optimization



## Grab & Go

- Buyer & Listing Presentations
- Buyer Report Card
- Seller Action Plan
- Share Posts from Results Social Media
- Results Commercial Templates
- Megaphone Templates
- Templated Newsletter
- Drip Campaigns & Emails
- Agent Website
- RE/MAX Branded Mobile App
- MaxCenter Marketing Portal
- RE/MAX Stickers
- REMAXHustle.com
- Unibind Covers & Folders (\$)
- Feathered Flags
- 8" RE/MAX Balloons
- Yard Signs & Directionals (\$)
- Video & Photo Studio
- Market Center Apparel & Items (\$)
- Downloadable Results & Vendor Logos
- 100% Inclusive Sign

(\$) Fees associated and/or paid options available





## AGENT SUPPORT & SERVICES

Agent support and services are paramount and the full-time staff members are ready to help you. Our unique staff to agent ratio means we can offer more agent services and amenities than most brokerages.

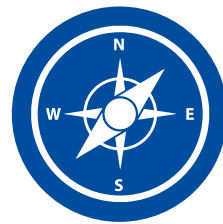
We offer our agents 1:1 help sessions, training videos, on-call brokers, weekly company updates, agent headshots, bio videos, team resources, mobile notary, transaction management, listing entry, transparent auditing, in-house vendors, and more!

We make sure to keep all our agents up and running smoothly day in and day out.

## AGENT TESTIMONIAL

*"None of the other companies comes close to RE/MAX Results regarding this commitment to our business. I think that your training/support and opportunities for agents to learn and get better far exceeds the competition."*

*- Walter Harris, Chesterfield Agent*



### TECH ORIENTATIONS

We make sure you get started on the right foot and are always here for tech refreshers. Let us guide you through the steps.



### SUPPORT PORTAL

24/7 easy access tech training videos. Watch on your computer or smartphone, enabling you to learn any time and anywhere.



### 1:1 HELP SESSIONS

Schedule an appointment with our expert staff. You pick the day, time, and agenda; we bring the knowledge!



## YOUR LIFE

We never forget that you are the foundation of our company. We know your time is valuable, so we provide:

- **BROKER ON CALL** We always have a broker on standby, ready to answer questions on weekends.
- **PRIVATE FACEBOOK GROUPS** These groups are designed to keep our agents connected and in the know 24/7.
- **COMPANY UPDATE** Our weekly email details upcoming events, industry information, and new services



## YOUR BUSINESS

When our agents need something, we provide it. The services below were all born out of us rising to the occasion:

- **RESULTSSO.COM** Our single sign-on service is your one-stop to find all the resources you need.
- **VIDEO & PHOTO STUDIO** Upgrade your marketing with a bio or promo video and a brand-new headshot.
- **BA MARKETING ASSISTANCE** We help you access materials, edit, create, and finalize marketing for your business.



## YOUR WAY

We respect that your business is yours. Just some of the ways we help you work smart and sustain growth are:

- **TRANSACTION MANAGEMENT** Let us coordinate your transactions, leaving you time to focus on your clients.
- **FILE AUDITING** We make sure your files are audited and filed properly for state compliance
- **IN-HOUSE VENDORS** Mortgage, title, and insurance vendors are here to support you and your clients.







## TRAINING & COACHING

Training and coaching are a part of our culture, so we have offerings for every agent, at any level, no matter what you'd like to specialize in: residential, luxury, commercial, and more! We even make sure you are prepared for real estate license renewal time by offering continuing education classes!

We believe in meeting each agent where they are, and we customize our coaching to your specific needs; we do not take a "one size fits all" approach.

We offer information-packed meetings, industry updates, retirement courses, tech classes, marketing consultations, comprehensive business planning, and so much more!

## AGENT TESTIMONIAL

*"One of the reasons I choose RE/MAX Results to grow my business was the education. You can hop into any class at anytime and you'll see agents of all levels in attendance. No matter if you've been in the business 1 year or 30+ years, you'll learn something by attending the classes RE/MAX Results offers."*

*- Terry Bordeleau, Mid-County Office*



### MANAGER & BROKER ASSISTANT MEETINGS

Your office managers and broker assistants are always available to assist and guide you, whether you have a simple question, need a lengthy conversation, or have an urgent issue.



### BUSINESS PLANNING & COACHING

Business planning sessions and our specially designed tracking system both build on proven frameworks that allow our agents to realize their goals no matter what they are.



### CLASSES, TRAININGS, & MEETINGS

Because your time is valuable, we've structured our trainings so you can choose to learn in group classes, online, one-on-one, or with recorded videos at your own pace.

# EVENTS & NETWORKING

We connect our agents and offices through meetings, events, and social media. As a result, our agents share ideas and leverage knowledge to facilitate growth in their business.



## AWARDS CELEBRATION

A celebration of our agents' achievements during the past year.



## END OF SUMMER CELEBRATION

An great time for our agents to kick back, relax, and enjoy food, drinks, and fun.



## CHILDREN'S HOLIDAY PARTY

Kids related to our agents enjoy crafts, games, snacks, songs, and Santa!



## OFFICE & COMPANY MEETINGS

We strive to keep our agents up-to-date with new tools, services, offerings, and market changes, so we facilitate regular individual office and whole company meetings to achieve our goal.



## NETWORKING

In addition to many in-person networking meeting opportunities, we have online networking available to our agents in the form of several RE/MAX Results private Facebook groups designed to keep our agents connected and in the know 24/7.





# RESULTS REVIEW

## CONTACT US

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If there is ever anything we can do to support you and your business goals, please let us know.



**Main Address:**  
RE/MAX Results  
8081 Manchester Road  
St. Louis, MO 63144



**Telephone:**  
Main: (314) 781-7777  
Join Results: (314) 951-1925



**E-mail:**  
info@remax-results.com  
support@remax-results.com  
joinme@remax-results.com



**Websites:**  
homestlouis.com  
results-commercial.com  
joinremaxresults.com



**Social Media:**  
facebook.com/RemaxResultsSTL  
facebook.com/RemaxResultsFeaturedListings  
@remaxresultsstl