

ICIWORLD.COM

A society of real estate brokers and salespeople, networking exclusive real estate information, advertising listings, for Industrial, Commercial, Investment and Residential real estate, worldwide. Free to search for the public.



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NOTES

Orientation

All Executive Members should get through this at some time, otherwise, you can be missing making money and not realize it.

These are some of the items we go over with you in a Webinar Workshop conducted over the Internet in your home or business office while talking with us on the phone. By appointment. Ten minutes before your time, go to www.iciworld.com and click on Webinars Workshop. You will see our computer and vice versa. Have a pad of paper and pen handy to take notes. You can print this orientation out.

Make an appointment here: <https://calendly.com/gary-nusca>

Or future appointments go to www.iciworld.com and click on [Make an appointment](#).

For All Executive Members

ICIWorld is a society of real estate brokers and salespeople, networking exclusive commercial and residential real estate Haves and Wants, advertising listings, on a searchable Internet database 24/7, available to search from mobile devices as www.ciworld.mobi (set it as a shortcut) and/or install the ICIWorld App for iPhones and Androids, and on computers at www.iciworld.com, to people from 138 countries of the world, operating since 1994 as ICIWorld.com.

Items Covered in Daily Webinar Workshops

Favorites bar setup. Save keystrokes the rest of your life. On a computer, start at www.iciworld.com Make it a shortcut on your favorites bar, bookmarks bar. Put your top ten websites that you visit daily or weekly on this bar. That way you never have to type a website address again for the rest of your life for your top ten favorite websites. Put all the rest in favorites, but not on your favorites bar.

The first part of this video shows how to do a favorites bar. [VIDEO](#)

Quick Start

Searching Introduction

Search Database 1 Information Placed by Executive Members

Database 1 is information restricted to licensed real estate brokers and salespeople who are Executive Members of ICIWorld in good standing. The public can click on these listings, and call the members directly and do business. This is the ultimate in marketing in the world on ICIWorld.

1. Learn how to do searches within 3-10 seconds from anywhere in the world 24/7. Go to www.iciworld.com and click on Search, Choose commercial or residential, click on Search Database. Learn how to do this search within 3-5 seconds to see the latest. All kinds of search criteria available to you.
2. Install the ICIWorld App on your Android or iPhone. Learn how to do the same search in 3 seconds
3. For all mobile devices in the world, add a shortcut to <https://iciworld.mobi> Learn how to do the same search within 3-7 seconds.
4. You will now have information at your fingertips 24/7. [VIDEO](#)
5. Whenever we see or talk to you, expect us to test you, can you see the latest listings in your area within 3 seconds?
6. You should do searches every few days to see the latest. You can be standing in line at a coffee shop and do a quick search.

7. There are new real estate buying and selling opportunities coming in daily that can help you do business.
8. You can now also search Database 2 FSBO's on your mobile devices and computer.

Search Database 2 FSBO's For Sale By Owner

1. Go to www.iciworld.com,
2. Click on Member Login,
3. Click on Search Database 2 FSBO's (at the top in the middle),
4. Click on Member Access to FSBO Area (on the left),
5. Make all choices on the left.
6. Some listings have stars and some do not. The ones with the stars have been placed by brokers who are not members of ICIWorld. We allow that for three reasons. If you are able to do a deal and make \$30,000 with one of these brokers and who has an exclusive listing, then that is a benefit for you. Secondly, we are not giving anything away because no one can click on these numbers and get the contact information. The reason you can is because you are logged in as a member. And thirdly these listings can also be on YOUR website in a way that YOU get the calls. You should also receive these listings by EMail from time to time. There is good business being conducted with these people. You should not call them unless you have something for them, either a buyer for their property or a property for the buyer. You can also ask them the three questions that every member must know.

Copy of one recorded orientation session:

<https://attendee.gotowebinar.com/recording/2753886678995641604>

Quick Start Adding, Modifying, Deleting, Marking Listings, Haves and Wants Sold

1. Go to www.iciworld.com Click on Member Login
2. You will arrive at the Log In Member Management Page If you miss one thing on this page . . . you can be missing doing deals and not realize it

All the following are choices in the left-hand green column with the red diamonds

Executive Member Services

1. Login – We recommend setting the login expiry to at least one month, that way you do not have to login every time, and click on remember login ID. However if it is an office computer that you are on, you might only choose one hour.
2. Logout

3. Login Help Password on the left. If you ever forget your username or login info, it will get sent to you within 3 minutes otherwise call us.
4. Change Password on the left
5. My record – update, Market Area, Specialty, Comments put in languages spoken. Make sure the word Brokerage appears after the company name.
6. Renew/Join Membership

Manage Listings

1. Add Have/Want – [Click here for a printout.](#)
2. My Listings – Recommend updating every 30-60 days and never let them go longer than 90 days old or they do not show up on all the ICIWorld Mobile Apps on the public's mobile devices. You can be missing doing deals and not realize it.
3. My Solds – Mark your Haves AND Wants sold when sold. See Status. Type (SOLD) at the beginning of the subject line when sold. Call us as we would like to congratulate you. And we should add you to the [testimonials.](#)
4. Latest World Commercial Canada – use this to check your listing how it went in and to test the links in it.
5. Latest World USA – use this to check your listing how it went in and to test the links in it.
6. Latest World Residential – use this to check your listing how it went in and to test the links in it.
7. Search Haves and Wants

Resource Section of Login Member Management Page

1. Training Videos
2. Webinars
3. YouTube
4. Resource Center
5. SOLD!!!
6. Search by Member
7. Search for a Member
8. Full Screen

ICIWorld is one of the largest exclusive real estate information databases in the world. 75% of the information is of an exclusive nature for commercial. About 50% is exclusive for

residential. You are no longer restricted to making money with just a real estate board service. Now you can do both.

1. Every member should have a minimum of fifteen listings, Haves and Wants. This is because you are not restricted to making money with just an MLS listing. You can work exclusive type real estate information as long as you do not place an address. According to RECO you must have the consent of an owner in writing if you are going to give an address to someone of a property for sale. But if you do not place an address or identify a property, you can network that kind of information on ICIWorld as an information listing service.
2. Learn the Three Special Questions that can help you work exclusive real estate information. Half way down on the Login Member Management Page you will see number 3 Learn How To Work Exclusive Information and all of the ICIWorld Educational YouTube Videos that say Mastering the Powers of the Internet and Learn How To Work Exclusive Information.

Receive Listings, Haves and Wants By EMail Daily

Click on Get Haves/Wants by EMail (top left), Choices are on the left.

We recommend the Digest Method. That way you get only one EMail with the new listings in it daily whether there are 2 or 10 new listings. Recommended lists are:

1. commercial for your area
2. residential for your area
3. FSBO's
4. My Listings

Resources

Go To iciworld.com and click on For Members

1. See Number 7. Training/Support for Executive Members. How to add listings, searching FSBO Area, what to do if you are not making money every three months, more.
2. Register Webinar How To Work Exclusive Information. If you do not know how to work exclusive information you are missing one of the most exciting features in the information world for real estate.
3. Register Webinar How To Promote Your Website. Once per month. If you can not attend you will receive a copy by email. Learn The Race Is On and the ICIWorld Marketing Plan for All Executive Members.
4. ICIWorld Educational You Tube Channel. Review anytime. All videos are still applicable to this day.

5. Order the ICIWorld Widgets. Learn why they are absolutely inevitable to trigger leads for you. Without them you are missing opportunities to trigger leads to do referrals and direct business.
 6. Order an ICIWorld Mobile Website. Learn the ICIWorld Marketing Plan For Mobile Websites as soon as possible. See The Race Is On. Learn
 7. Go to www.iciworld.com Click on Member Login, you will arrive at the Login Member Management Page. If you miss one thing on this page you can be missing doing deals and not realize it.
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Other Things To Note

1. **Sponsorship Program** Sponsor another Realtor and your renewal is reduced to \$240 from \$319. Make sure they mention your name and they too can join for \$240 for one year, only if they mention your name. More.
2. **Seminars** All designed specifically for real estate brokers and salespeople worldwide. [See comments.](#)
3. **Retired Brokers** Would you mind doing the odd five-minute referral that makes you \$3,000 to \$10,000 and more? The only program of its kind for retired brokers that I know of.
4. **Referral Brokers Program** Would you mind doing the odd five-minute referral that makes you \$3,000 to \$10,000 and more? Full-time salespeople can do this. Part-Time Salespeople can do this. If you have a license to trade in real estate you can do referrals.
5. **Time Required.** Once you know things only two things you will be doing. Searching from time to time. Add/modifying, deleting listings and marking them sold from time to time.
6. **Testimonials** Proof positive that every single member can make money.
7. **Circulation, Distribution, Readership**
8. **Statistics** – Pretty steady through 2017 with about 1.5 Million hits per month
9. **Social Media** Connect with us on all social media platforms. The ICIWorld International Newspaper, for instance, comes out every Saturday morning by EMail. Click on Business and at the minimum, there should always be an article or more of very good interest for you in real estate.
10. **Security**
11. **SSL Certificates.** Now with everyone on the Internet starting to clamp down on fraud, more sites are using a Secure Sockets Layer Certificate. For instance, <http://www.iciworld.com> versus <https://www.iciworld.com> We are a secure site. But many of our former links and pages have not been changed because we have thousands of them still working triggering leads and always will for members. The problem is that sometimes you click a link and it will not open. Yet if you choose to open the link in a new page, it will open. When adding a listing to ICIWorld and then

checking your listing and the Internet links in your listings, you may have to open the link in a new window to check it.

12. **ICIWorld EMail Going into Spam** Note for All Members: To receive EMail from ICIWorld please follow these instructions from Google. Details. Legitimate mail from many sources can get trapped in spam blockers of your email program. Check your spam folder, mark it not spam. Add the email address to your contacts. Add the EMail address to a safe senders list. We also suggest you make a folder or label it so that all EMail from ICIWorld goes into that one folder.
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Conclusion

There are 3.7 billion people using the Internet with 60% of these people using mobile devices.

ICIWorld is well positioned and working very smoothly in today's market providing Internet access to people from 138 countries of the world daily.

You are the best, well-positioned people in the marketplace to identify and place real estate information to network industry-wide, worldwide.

You will have a chance to do more business than you ever imagined.

Key Take Aways

1. Get the ICIWorld Widgets working on your website and promote your website. Be ready to do referrals in addition to doing business.
 2. Get at least fifteen Listings, Haves and Wants to work 24/7 on the Internet through ICIWorld.
 3. Make sure you know how to work exclusive information.
 4. Search from time to time. A matter of seconds.
 5. Place your information from time to time and with one click reach the world.
 6. Measure your results every 90 days. [Know Our Pledge.](#)
 7. [Material Defects Checklist](#)
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Beta Test and Questionnaire Under Construction

[Success Questionnaire](#) and Checklist For Members | [Test – Answers](#)



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