

# Lawrence Board of REALTORS®

## Technology Committee

Wednesday, March 22, 2023 – 11:00 am

1. Black Knight/Paragon renewal
  - a. Update for the Technology Committee
  - b. Paragon Changes Update for the Committee.
    - i. Detail Mapping in Paragon
2. MLS Grid – Update for Committee
  - a. What is MLS Grid
  - b. Timeline for cutover from RETS to Web API – April 1<sup>st</sup> Target. RETS off on 5/1.
  - c. How does MLS Grid Benefit Membership of the LMLS
    - i. Compliance with NAR and Best Practices to move data from RETS to Web API.
    - ii. Member Data Vendors – solves pain point of working with 100's of MLSs.
    - iii. Speed and Service for Members.
    - iv. Easy indexing for publication – compliance.
3. Discuss Showing Solutions:
  - a. ShowingTime – Current Vendor at \$1 per member per month pricing.
    - i. Pain point: Owned and operated by Zillow, a current LMLS Broker.
    - ii. Robust – full featured showing service.
  - b. Broker Bay – A showing solution owned by the Carrier Corporation.
    - i. KCRAR move to Broker Bay at end of 2022.
    - ii. Pain point: Integration/tools work with SUPRA, also a Carrier Corporation.
    - iii. LBOR/LMLS Brokers can be invited to share SentiLock Data with Broker Bay
  - c. SentiLock Showings –
    - i. MLS Option previously offered at \$1 per member per month
    - ii. Pain point: Still early in the lifeline/development process.
  - d. HomeSnap Showings – Free to current HomeSnap Subscribers
    - i. Pain point: Still early in the lifeline/development process.
4. Forms Vendors –
  - a. Dotloop – a Zillow Company
  - b. zipForm Plus – now a Wolf Net Company (No longer a free NAR Member Benefit)
    - i. Extremely low adoption rate at LBOR
    - ii. Expensive solution for LBOR
  - c. DocuSign – Recent updating of all LBOR Forms
  - d. Broker Mint – Not currently working with the LBOR
  - e. Form Simplicity – Not currently working with the LBOR
  - f. SkySlope – Not currently working with the LBOR
5. Data – Data – Data
  - a. MLS Data Sharing – The LMLS is currently sharing data with Heartland and SAR via RPR.
  - b. Data is all about speed and accuracy.

### 2023 Technology Committee

Nicholas Lerner, Chairperson

Vanessa Schmidt, Vice-Chairperson

Bailey Stuart

Dana Baker

Drew Deck

Eddie Davalos

Michael Elliott

Shelly Milburn

Tanya Kulaga

Brian Johnson, President

Rob Hulse, Staff Liaison

McGrew

KW Integrity

McGrew

Heck Land

RNPreferred

McGrew

Veritas App

KWRP, Inc

RE, Hedges

McGrew

LBOR

## 6. Emerging Trends

- a. OpenAI / ChatGPT
- b. AI for Agents – how can AI provide for agent solutions.
  - i. Create Training/Education for Members?
  - ii. Collaborate with Education Committee.
- c. AI for the LBOR - tell the story at LBOR – Create a Consumer Facing Campaign
- d. Canva AI
- e. AI and Concerns about Copyright (plug-in for Chrome to cite sources)

## 7. Innovation –

- a. What is broken? What can the LBOR help to solve for Members?
  - i. Comfort and Growth do not co-exist.

## 8. Committee Member Input & Perspectives

- a. Road Map and/or Plan for the 2023 Technology Committee.

## 9. Old Business

## 10. New Business

## 11. Adjourn

### **Committee FYI for LBOR/LMLS Contracts:**

SentriLock – March 2027

Paragon - Renews June 18, 2026

Dotloop – Renews Annually in March

ListHub – Renews Annually in May

ZipForms™ – Discontinued updates based on cost related to member adoption (have asked for new terms)

ShowingTime – Renews Annually in August

## Lawrence Board of REALTORS® and Lone Wolf Partnership

Our continued partnership comes with a ton of value to your members—from free enhancements as they are added to customized training. Our mission is to simplify real estate, which is not exclusive to the solutions we provide but also through the partnership we build together.

### *What you and your agents get with a Lone Wolf-powered member benefit*



#### **Long-standing trusted partnership**

In today's competitive market, agents need technology they can trust. What better option than the solution they've been using for years. Lone Wolf is committed to agent success and supporting your membership collectively.



#### **Retention**

By continuing the Lone Wolf partnership, agents can retain all of their historical transactions, documents, and contacts and will not have to manually move any of this data to a new platform.



#### **No additional costs from changing solutions**

Your members save time and money from not retraining on a new transaction or management solution.



#### **Product enhancements**

New features are included in your solution at no additional charge. As we continue to evolve our products, future enhancements will be included, as well as a revolutionary transformation of our forms engine to include artificial intelligence and machine learning.



#### **Forms with a guaranteed turnaround time**

We are proud of our forms design and excited to offer our high-quality smart forms for agent use and access.



#### **We offer a 99% software uptime**

Lone Wolf is confident in our software and offers a 99% uptime.



#### **Customized training programs**

Lone Wolf will work with you to provide customized training programs for your membership, if needed.

## Information prepared for Lawrence Board of REALTORS®

*Pricing is based on a standard Agreement as a Member Benefit for 340 members*

### *Option 1: Partnership Type: Member Benefit*

<b>\$22.00/Member/Year*</b>	<b>Annual Price Increase Cap: 6%</b>	<b>Description</b>
<b>3 Year Term</b>		
Transactions (zipForm Agent Edition)	<b>Included</b>	Transaction Management Software + Unlimited Document Storage
zipForm® Mobile	<b>Included</b>	Transactions available via Mobile Application
Lawrence Board of REALTORS® Library	<b>Included</b>	Library of Forms
Kansas REALTORS® Library	<b>Included**</b>	Library of Forms

### *Option 2: Partnership Type: Member Benefit*

<b>\$26.00/Member/Year*</b>	<b>Annual Price Increase Cap: 6%</b>	<b>Description</b>
<b>3 Year Term</b>		
Transactions (zipForm Agent Edition)	<b>Included</b>	Transaction Management Software + Unlimited Document Storage
zipForm® Mobile	<b>Included</b>	Transactions available via Mobile Application
Authentisign	<b>Included</b>	Unlimited E Signatures
Lawrence Board of REALTORS® Library	<b>Included</b>	Library of Forms
Kansas REALTORS® Library	<b>Included**</b>	Library of Forms

*\*Billing is quarterly based on NRDS Membership Database Count*

*\*\*Subject to Lone Wolf's current active License Agreement with specified Association of REALTORS®*

**Proposal and Price valid until March 31, 2023**