

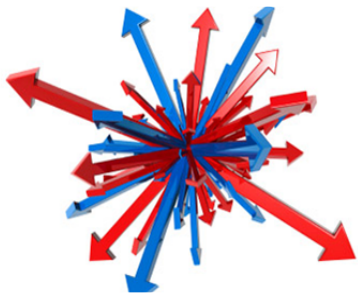
At the forefront of the new
real estate industry

Reinvent yourself

Our mission

“To deliver a portfolio of innovative consulting services and related products that leading real estate companies require to maintain and enhance their market position and profitability.”

Comprehensive solutions



Recruiting



Internet

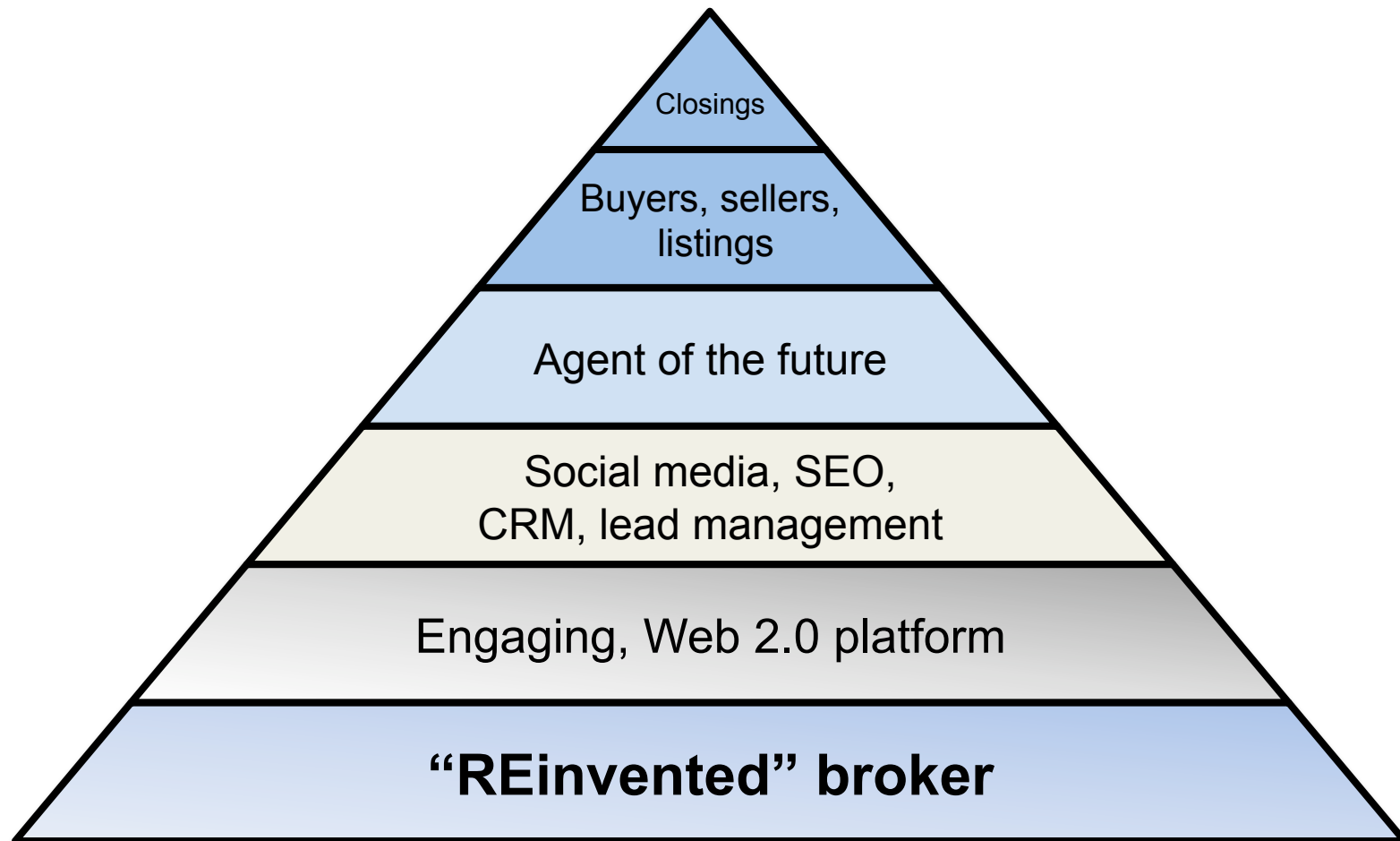


Management



Franchise

Brokerage of the future



Are you reinventing yourself, your company and your agents?

How much time do you have?

How experienced is your team?

How much information do you have access to?

Founded 2007 • Senior leaders and consultants • Innovative products

HISTORY

Laying the foundation...

2007

- Incorporated in July
- Signed long term agreement to represent Intero Real Estate Services in their national expansion
- Provided interim management for a franchise company owned by The Pilot Group (NY based venture capital firm)

2008

- Recruited senior level consultants to provide solutions in key areas:
 - Internet
 - Recruiting
 - Management
 - Franchise
- Recruited business development team to bring solutions to clients on a national level

2009... a breakout year!

- Signed strategic marketing agreements with innovative and respected technology vendors to enhance internet and recruiting solutions
- Re-launched www.pcmsconsulting.com as a Web 2.0 site and began our SEO and social media strategy
- Significantly increased client roster to include many highly respected real estate brokerage and real estate franchise organizations
- Successfully launched Camp REinvent to help brokerages address the many changes in the industry

The numbers

- Virtual company
 - 5 field based consultants
 - 5 field based business development personnel
- Impressive experience
 - Over 300 years of combined experience
 - Over 3,000 agents recruited
 - Over 3,000 companies affiliated
 - Over 1,000 real estate brokerage acquisitions
 - Over 13,000 contracts administered
 - Over 500 managers coached



Your needs • Your budget • Your goals

CONSULTING PROCESS

It's all about you!

Pre engagement (no charge)

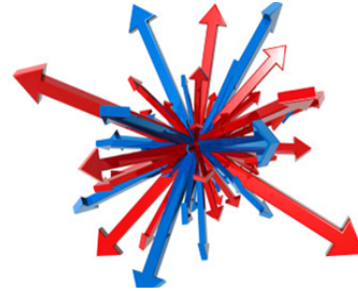
- First meeting
 - Learn about your company
 - Learn about your challenges
- Second meeting
 - Drill down in a specific area
 - Determine goals
 - Determine budget
- Third meeting
 - Consulting and or product conversations/demonstrations

Post engagement

- Constant communication
- Liaison between consultant and/or product vendor and your company
- Ensure your needs and goals are being met
- Determine where else PCMS can help you

It's not about any one deal!

Our goal is a long term relationship where we can help you in several areas.



Coaching • Scripts • Accountability • Lead Gen • CRM • Drip Marketing

RECRUITING SOLUTIONS

Recruiting services

- Coaching
 - One on one or groups
 - Managers, broker/owners
- Marketing
 - Letters and scripts
 - Drip marketing
- Metrics and Accountability
 - Business plans
- Seminars and Training

Our recruiting technology partner



- **AccuRecruiter (Lead gen)**
 - A Web 2.0 based recruiting system that engages the agent of the future
- **iNTELAGENT (CRM)**
 - Creates and manages drip campaigns and sends auto e-mail responses to your prospects
- **Real Estate Simulator**
 - Simulation technology recreates real-life challenges agents encounter daily

Some questions

- Are you meeting your recruiting goals?
- Do you believe you are positioned to recruit the agent of the future?
- Do you have a recruiting business plan?
- What is the average age of your current agents?
- Do you have a goal to recruit a certain number of agents in the coming months, years?
- Do you have the right team in place to achieve your recruiting goals?



Marketing • Social Media • SEO • Web 2.0 platform • MLS Integration

INTERNET SOLUTIONS

Internet marketing services

- Coaching
 - One on one or groups
 - Managers, broker/owners
- SEO consulting
 - Keyword analytics
 - Google rankings
- Social media
 - Plug and play
- Seminars and Training

Driving web traffic



Web [Images](#) [Maps](#) [News](#) [Shopping](#) [Gmail](#) [more](#) ▾

[Sign in](#)

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Web Results 1 - 10 of about 30,800 for pcms consulting. (0.21 seconds)



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When you merge a creative, entrepreneurial spirit, with corporate expertise, and an unmatched work ethic, the result is PCM S Consulting. ...

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Jose formed PCM S Consulting in July 2007 with the goal of providing a "one ... in addition to driving the growth of PCM S Consulting through his business. ...

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PCM S Corporate headquarters are located in Fontana, CA with an office in Atlanta, GA. Premier Consulting and Management Services 14584 Baseline Avenue ...

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Apr 2, 2008 ... RISMedia, April 3, 2008-PCM S Consulting, a full service consulting organization founded by ex-Realogy senior executive Jose Perez. ...

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Jan 3, 2008 ... 4, 2008-PCM S Consulting, a full service consulting, management, and sales company founded by real estate and franchise industry ...

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[PCM S Consulting Seizes Opportunities in Current Market](#)

Atlanta, GA. (PRWEB) October 20, 2008 - PCM S Consulting, a full service real estate and franchise industry consulting firm started by industry veteran Jose ...

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www.meetmedia.com/entry/pcms-consulting-seizes-opportunities-in-current-market/11950609/ - 45k - [Cached](#) - [Similar pages](#)

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Consumer driven to your site...

Now you must ENGAGE them!

Our internet marketing partner

terabitz THE PLATFORM FOR REAL ESTATE INNOVATION

Overview

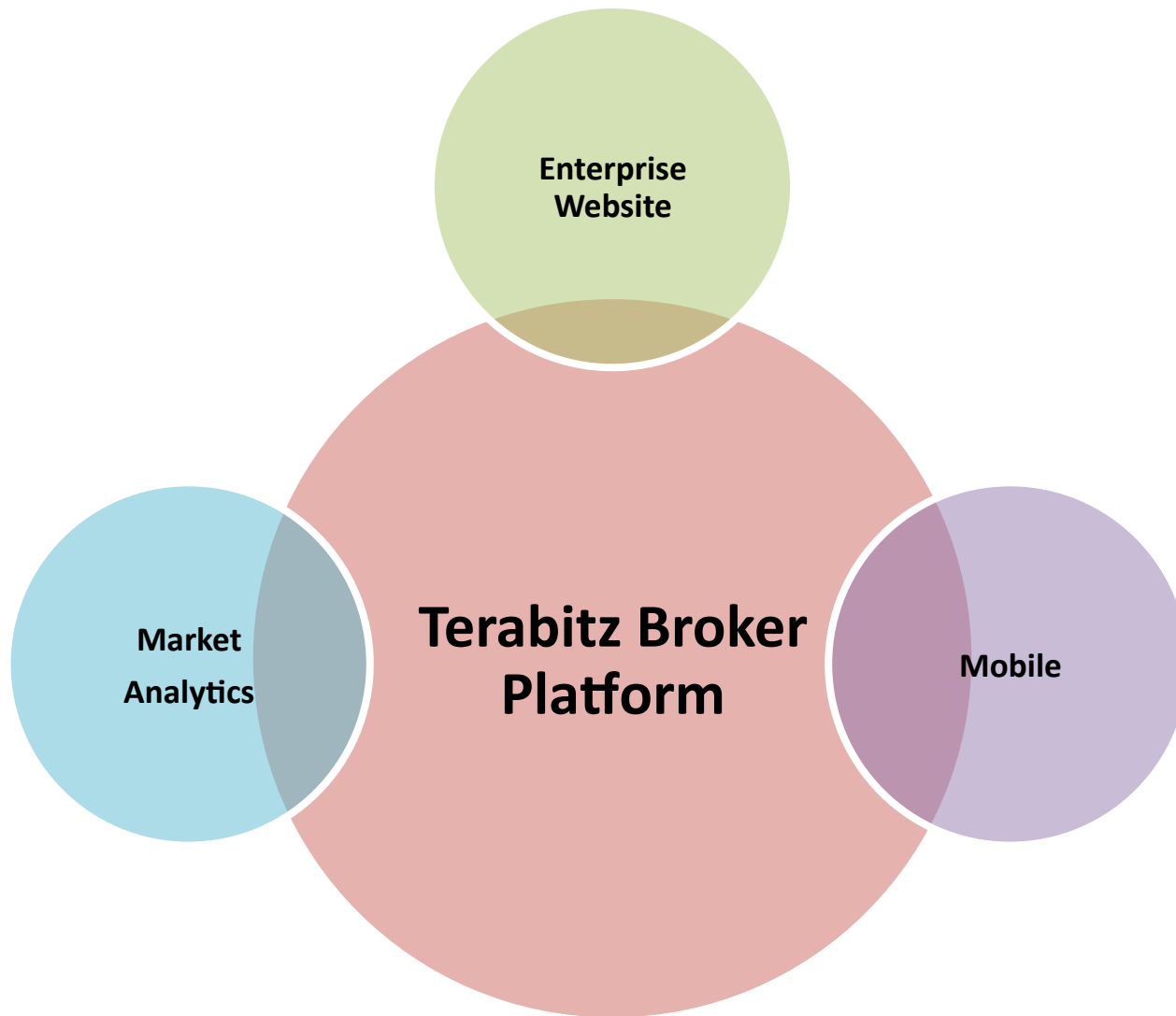
- Terabitz delivers a revenue-focused web platform to real estate brokerages nationwide.

Company Information

- Founded in 2006 and headquartered in Santa Clara, California, Terabitz is a privately-held company backed by angel investors and venture capital funding from Tudor Ventures

Personnel

- 50 employees in Sales, Operations, Engineering, and Support





Some questions

- How are you driving traffic to your site?
- Do you have a comprehensive internet marketing strategy that includes SEO and social media?
- How are you measuring the success of your internet marketing efforts?
- How much traffic are you getting to your website?
- How are you engaging consumers on your website?
- How many leads are you getting from your website?
- How many closings are you getting from your website?



M&A • Succession Planning • Interim Management • Financial Analysis

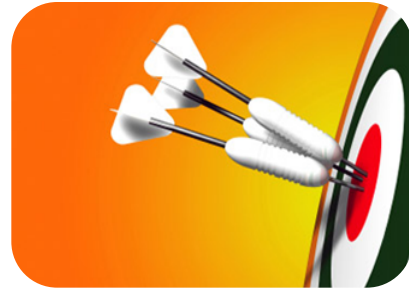
MANAGEMENT SOLUTIONS

Management consulting services

- Mergers and acquisitions
 - Valuation
 - Facilitation
- Succession planning and exit strategies
- Strategic planning
- Interim Management
- Operational Reviews
- Financial Analysis
- Seminars and Training

Some questions

- Have you considered consolidating market share through the acquisition of other companies?
- Do you know how to value a real estate company?
- Do you have a succession plan or exit strategy in place?
- How do you know when it is time to sell?
- How much do you think you would need to sell your company for at some point in the future?
- Do you have anyone to help you with your strategic planning?



Development • Sales • Administration • Value Proposition • Coaching

FRANCHISE SOLUTIONS

Franchise services

- Development
 - Concept to sales
- Sales
 - Coaching
 - Outsourced
- Administration
- Value Proposition
 - Why would someone affiliate?
- Contract negotiation

Franchise offerings

Intero Real Estate Services

- Founded in 2002, grown to 14 company owned and 35 franchised offices with 2,000 agents through 2008
- Based in Silicon Valley, Interio is very innovative and technologically oriented
- Coaching culture that drives productivity through accountability and metrics
- Single and master franchises



Franchise offerings

Pedal To Properties

- New niche player appealing to environmentally friendly and health conscious Realtors
- Value proposition includes marketing to this demographic as well as providing business planning, internet, and recruiting assistance



When does a franchise makes sense?

- What are your needs?
- How can they be fulfilled?
- How do you plan to grow?
- Does being part of a larger organization appeal to you?
- Have you ever considered developing a territory?
- Where do you feel you belong in today's environment?



15 group coaching calls • 3 company specific calls • REinvent yourself

CAMP REINVENT

Our purpose

- To leverage hundreds of years of real estate experience and make it available to our clients
- Help our clients begin a serious discussion amongst its management team that will put them on the road to reinvention
- Provide enough information, ideas, and networking with other “Campers” to more than pay for the investment in Camp Reinvent.

Embrace change

REinvent yourself!

www.pcmsconsulting.com

www.campreinvent.com