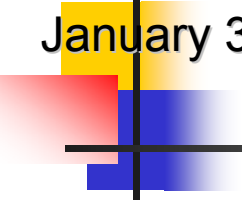


Real Estate Cyberspace Society

Annual On-Line Convention

January 30th – February 5th



Conducting Real Estate in the 21st Century

Jim Young

January 31, 2005

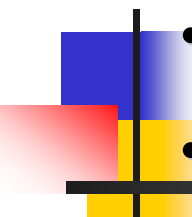
1:00PM



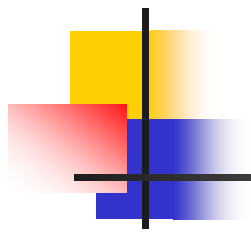
The future involves a digital world in which everyone is connected to the Internet all the time and seamless, ubiquitous computing becomes a way of life...

This means paper, file cabinets, manila folders, listing forms, escrow documents...all go away and become integrated electronic transactions...

This fundamentally changes everything about how we conduct Real Estate transactions in the future!

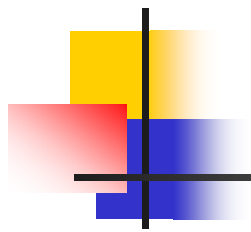
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- RE-Igniting Innovation
 - Digital Transactions
 - Hot Communication Tools
 - Mobile Agents – An Emerging and Growing Trend
 - Next Generation Residential Offices
 - The 21st Century Real Estate Operation
 - The 21st Century Real Estate Agent Professional

- Digital Transactions -



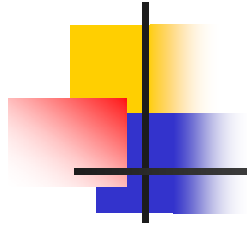
-
- Property Location
 - Title
 - Escrow
 - Lending
 - Recording

- Hot Communication Tools -



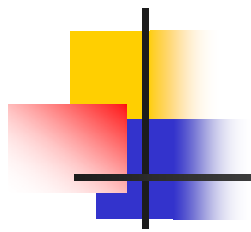
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- E-Mail
 - Websites
 - E-Mail Newsletters
 - Instant Messaging
 - Skype
 - Video Conferencing
 - Keyhole (Google)

- Mobile Agents – An Emerging and Growing Trend -



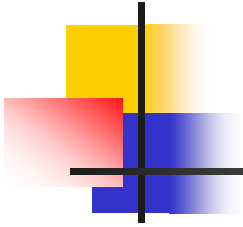
- Converged Mobile Devices
 - Advanced Software Applications
 - Touchdown Spaces (Starbucks)
 - Home Offices
 - Digital Transactions

- Next Generation Offices, Will Real Estate Follow -



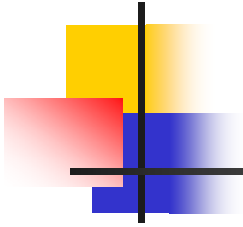
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- Starbucks
 - Work Club
 - Accenture
 - TechSpace
 - Cisco Building 14
 - Coldwell Banker, Century 21, REMAX

- The 21st Century Real Estate Operation -



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- Smaller Office Space
 - Mobile Support Staff
 - Paper-Less
 - New Services
 - Digital Support (Video, Broadcast, Etc)
 - Hyper-Training

- The 21st Century Real Estate Professional -



- Extremely Mobile
- Very Digital-Info (Not Tech) Savvy
- Paper-Less
- More Consultative
- Cannot Have Future Clients Be More Digital