

Question Report			
Adversity Creates Efficiencies - Live Q&A Webinar			
Question	Asker Name	Answer(s)	
Are you finding that the traffic to your auctions increase? Values?	Chris Dudley	live answered	
On auctions that you have had to change format, how have you handled the extra expense of advertising, etc? Seller, you as an auction company or combined? Thank you	Cynthia Walker	live answered	
Do you use a CRM and if so does it not do a-lot of the messaging options of SLACK or is is still valuable on top of a CRM?	Tony Wisely	live answered	
Do you think buyers will still tune in online when live is again an option? What are you hearing from sellers in this regard?	Ruth Lind	live answered	
How are you qualifying bidders when onlilme.	Mike Miller	live answered	
Thoughts on how buyers can utilize FHA buyers when you have escape clause.	Mike Miller	live answered	
How did you do the scheduled pickup? Did you use some sort of software for the buyers to schedule it themselves or were they required to contact you to make an appointment?	Courtney Mensik	live answered	Courtney ... we use SignUpGenius. It works great!
Are your multiplw properrty auctions more effective than single on-site auctions.	Mike Miller	live answered	
What about cleaning Real Estate, Aircraft, Automobile Service, Cabs, Trains need to be cleaned in regard to Covid. How are you handling the open house senario?	Floyd Reid	live answered	

How do you utilize Coop sales with other brokers.	Mike Miller	live answered	