

The Paperless Realtor

SugarSync helps a Las Vegas area Realtor delight his clients and his professional organization





REQUIREMENTS

- Ease-of-use
 - Simple user interface for accesses and sharing documents
- iPad Compatibility

Feature-rich and iPad compatible mobile application

Security

File encryption and administrator controls with the ability to set users permissions

Customer Service

Strong customer support to help users with varying degrees of tech savvy

RESULTS

- Cost Savings
 - Thousands of dollars saved by going paperless
- Productivity
 - Easy to access and share documents while mobile
- Customer Satisfaction

Scott's clients enjoy a richer, more efficient purchasing experiences

Scott Beaudry is a Broker/Owner at Universal Realty, Inc., a successful real estate firm in the Las Vegas area. Scott has fully embraced mobile technology and cloud services throughout the sales process. He uses SugarSync on his iPad for easy and secure access to important documents and for sharing property photos and videos with clients. Scott finds that using an iPad, SugarSync and other mobile applications not only increases the efficiency of real estate transactions, but also impresses clients and makes the process of buying and selling real estate more fun for everyone involved. And, according to Scott, "incorporating technology into our business is actually improving the makeup of our client base. Younger, affluent buyers expect mobile technology to be a part of the process."

"As a long time real estate professional, it's imperative that I have all my essential information and documents right at my fingertips. SugarSync makes it happen in more ways than I've ever thought possible."

- Scott Beaudry, Universal Reality, Inc.

Active in professional organizations, Scott also served, in 2012, as Treasurer and in 2010, as the MLS Director for the Greater Las Vegas Association of Realtors' Board of Directors. The organization was spending thousands of dollars each year on the staff, materials and postage needed to prepare and distribute 100+ pages of materials to each of its 18 board members for every meeting. Scott naturally saw that tablets and cloud services could help the organization go paperless, saving time and money while improving collaboration.

In addition to being cost effective, Scott chose SugarSync because of its simple user interface; its feature-rich, iPad-compatible mobile application; its built-in security features; and its strong customer support. Now, instead of lugging around heavy binders, the 18 member board and its staff use iPads with SugarSync to access and share meeting documents, bylaws and other relevant materials while attending meetings and while out in the field. Thanks to Scott's solution, the board works more efficiently and going paperless has saved the Greater Las Vegas Association of Realtors thousands of dollars in time, materials and postage.

Scott has also translated and applied his passion for technology into an "iPad for Realtors" class, which he teaches to real estate professionals throughout Nevada. Scott's class explains how tablet computers, mobile applications and cloud services like SugarSync can help a realtor's business thrive. He says, "SugarSync has impressed me so much, I now teach it in my mobile technologies class for real estate professionals on a continued basis. This is a tool that I cannot live without."