DEC 2022 SPOTLIGHT

Facebook and Instagram Reels!

Videos do not always have to be business. Make them fun! Check out a couple Reels Brach made that went viral on Facebook!



NOV 2022 SPOTLIGHT

Celebrate You

is it okay to celebrate your own victory on social media? Yes! It confirms you are the expert, you are experienced, plus creates tons of response & awareness.



Edward Moloney is [5] feeling fantastic with Tom Piecenski and 2 others at Equity 1d · East Falmouth, MA · 🔇

Milestone Monday: Today I am celebrating 800 families served since being with **Equity Resources**



OCT 2022 SPOTLIGHT

Consistency...really

is KEY!



You must do this for social media to work for you.
The more you post, the more success you will have staying top-of-mind!
Posting a variety of content will keep your followers engaged and interested in you...not to mention they will continue to associate:
You=Mortgage

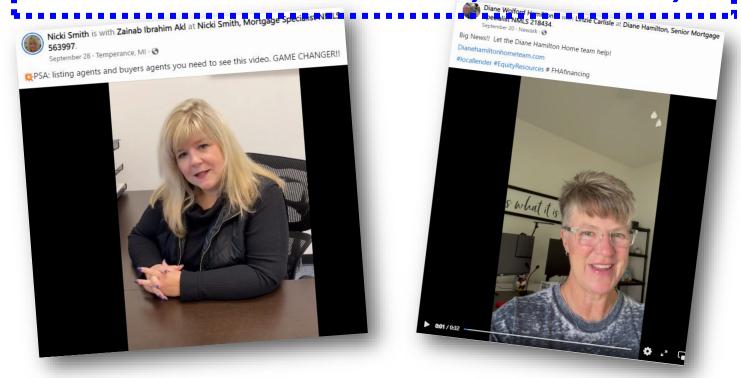
TODAY:

1 preapproval, 2 closings & 1 offer accepted.
BOOM!!! It's been a great week!
#mortgagegenie #marketisalive

SEPT 2022 SPOTLIGHT



Your followers should be looking to you for market updates, program highlights and all things mortgage related...be an educator within your community.



AUG 2022 SPOTLIGHT



Need content ideas...

Click Here

Plan time each week to work on your social media! Collect a variety of content during this time and add it to a folder on your desktop labeled "Social Media."

*Schedule out your posts using Meta Business Suite or a scheduling app.

JULY 2022 SPOTLIGHT

Challenge Yourself!

GOAL SETTING

Mary set a goal of posting daily.

>>> Staying Top of Mind! <<<





maryhodges_mortgage Mary Hodges





She planned, used a variety of posts and scheduled. TIP: Film several videos in one day. Then you will have content ready to schedule out for several different posts/days.

JUNE 2022 SPOTLIGHT

You are, your brand! Find your niche and what works for you!



The Ralston Team have been building their brand off of family. EX: Mother/Daughter team, cooking, family traditions. This makes coming up with posts ideas easy as they are highlighting every day life to make lasting connections. They are very approachable! This will make them an easy call for someone looking for a mortgage!

MAY 2022 SPOTLIGHT

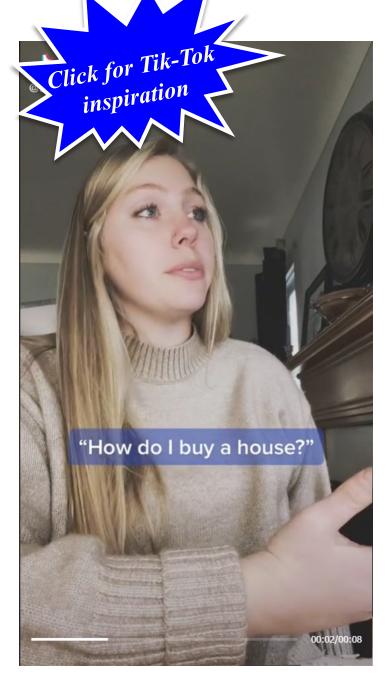
Keep it real and highlight how you are there to help! Let them get to know you.



When someone feels a connection with you, they will keep you top of mind.

APRIL 2022 SPOTLIGHT

Explore Social Media platforms to find one that works best for you!!





Where are you most comfortable? Where can you educate, be authentic and gain the most leads/referrals?

MARCH 2022 SPOTLIGHT



How Did She Make New Connections?

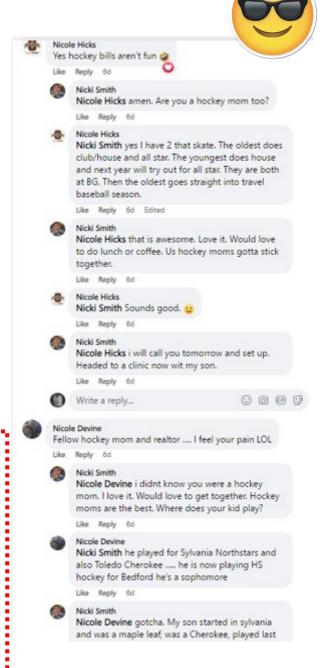
- -Friend requested Realtors she didn't currently do business with, but wanted to-as I've suggested
- -Used everyday life scenario to make connections through something both Realtors have in common w/ her-Hockey (the 'ole get the foot in the door)

 2
- -Used an eye-catching photo to peak interest from her daily life....she let it do the work for her with little time put into making this post
- -Was responsive/interacted with her post
- -Was authentic....kept it real with her status text and life

BONUS POINTS: Nicki remembered to add a call-to-action, tagged her Mortgage Associate and 'checked-in' to her business page!

Use daily life to make connections!

Nicki gained 2 Realtor meetings via this 1 post...best part, they asked her!



FEBRUARY 2022 SPOTLIGHT

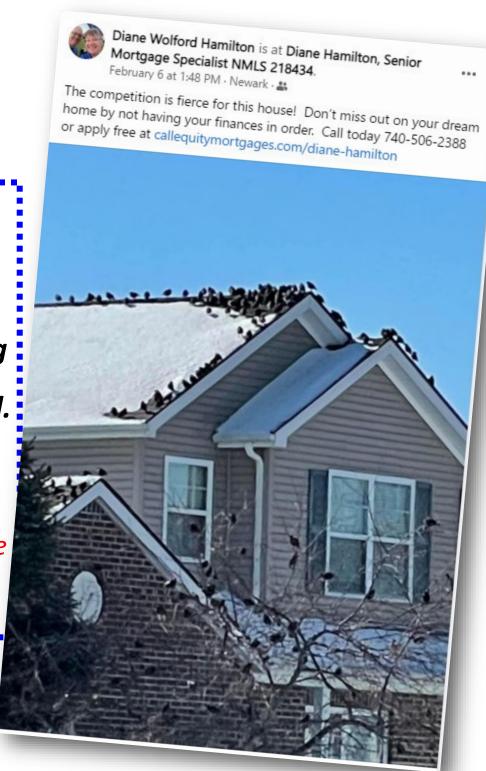
Get Creative with your Content!



Don't make it hard. Use what's around you! This quick, easy, and clever idea was done while taking a walk through the neighborhood.

The message is clear and short.

Adding the clickable Apply link makes it easy for all!



JANUARY 2022 SPOTLIGHT

Using your personal page for a business post? Don't forget to 'check in' to your

business page!



Diane Wolford Hamilton is at Diane Hamilton, Senior Mortgage Specialist NMLS 218434.

February 18 at 11:11 AM · Newark · 🔇



Andrea Niapas Twardy is Up feeling thankful at Andrea Twardy, Mortgage Specialist NMLS 535290.

February 15 at 5:58 PM · Wexford, PA · 😵



Jennifer Clark Farmer is at Jennifer Farmer NMLS# 137597 Mortgage Specialist.

January 29 at 3:20 PM · 45



Nicki Smith is at Nicki Smith, Mortgage Specialist NMLS 563997.

February 8 at 10:08 AM · Temperance, MI · 🚱



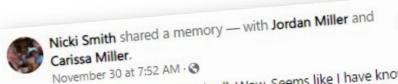
Christine Ralston Bell is with Joanne Ralston at The Ralston Team: Your Trusted Mortgage Professionals. February 18 at 3:16 PM · Wexford, PA · 🎎

Why?

- 1. We've heard many of you have been mistaken for a Realtor. This way your title, Mortgage Specialist is clear.
- 2. Your business page is now clickable. Those not familiar with you can click and it will take them to your page with your business info including contact details.
- 3. Your post will now also reach followers of your business page and location as well.
- 4. Credibility

DECEMBER 2021 SPOTLIGHT

Wish Them A Happy Anniversary!



Can you believe its been 5 years is all. Wow. Seems like I have known

you for ao much longer. Glad to call you my friend.



5 Years Ago See your memories >





Carissa Miller is with Nicki Smith and 3 others.

November 30, 2016 - 20

"Sometimes I thank God for unanswered prayers." 🦣 WE DID IT. Today Jordan and I closed on and moved into our new mini farm. We are so, so excited for this next adventure in our lives together. AND we could not have done any of this at all without the help of our incredibly experienced realtor Phil; our ever-diligent loan officer Nicki; my insanely patient mother Julie; and my sister Cassandra, who is in far better shape than I am. I am so grateful for all of you as well as what God has given me in this property.



Another opportunity to share the closing photos or even a testimonial image you posted.

Shows you still care! #LenderForLife

Know what would make the perfect gift?

A FREE mortgage review!

NOVEMBER 2021 SPOTLIGHT

Sometimes you have to introduce yourself—again...it's OK!

Been away? Not been as active on Social Media? Want to build your business up?

A great way to remind them know what you do, you're available, and you're ready to help! Start a conversation about...well...you!



the news!

OCTOBER 2021 SPOTLIGHT

Start a conversation!

Be a resource. Help Educate. Engage in your community.

*Another great way to stay top of mind!



SEPTEMBER 2021 SPOTLIGHT

Embrace the change...of seasons!



Kirk Sieg The Mortgage Guy NMLS 862184 - Equity Resources, Inc 1579

21h · 3

Office is ready for fall! Vecheck it out or better yet, stop in for a pumpkin spice mortgage! Durchase a new home, get preapproved or refinance. Call, text or apply online with me now at http://apply.callequity.net/kirksieg.



OK, looks like Kirk spent some time on this one but you can simplify.
Work From Home? You can still do! Add some décor to your desk or share a photo of your seasonal front door/etc.

The idea is to create a conversation and show up in news feeds. It makes you approachable.





AUGUST 2021 SPOTLIGHT

TAKE FULL ADVANTAGE of opportunities!



13 comments...WOW!

JULY 2021 SPOTLIGHT

Sometimes you need to just have a little fun!

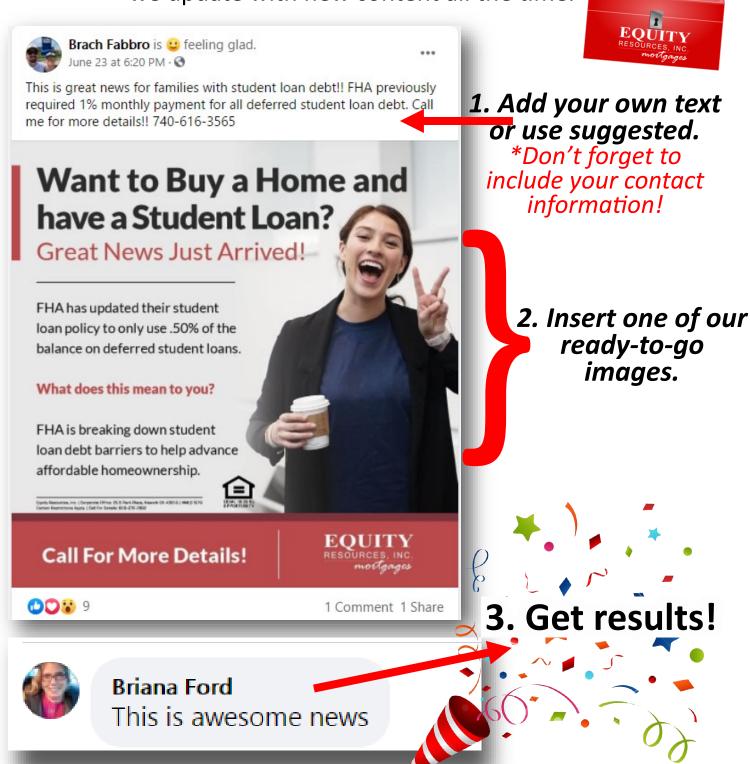
Adding a little humor makes you more approachable and it's always nice to add a SMILE to someone's day!



JUNE 2021 SPOTLIGHT

Go Ahead...use the tools provided for you!

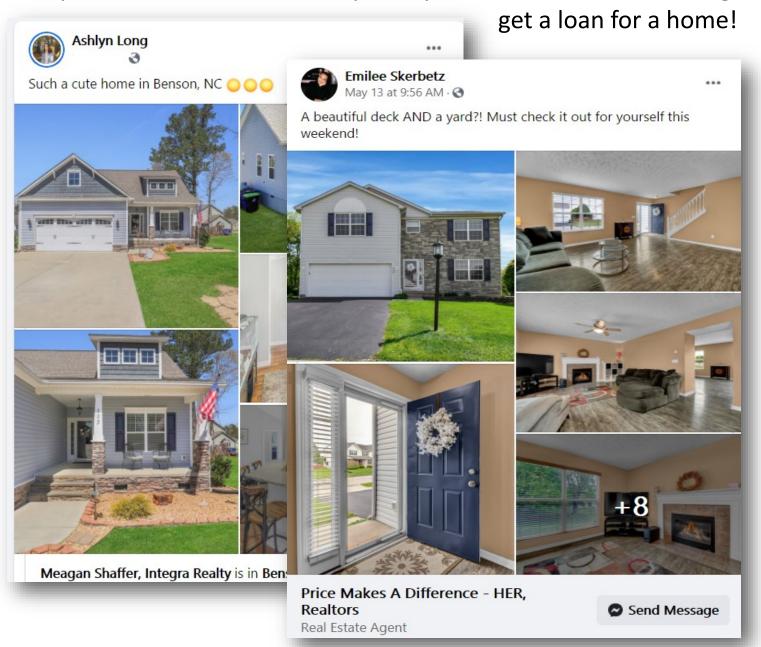
I mean, why not! The Social Media Lookbook is there for quick posts. Snatch and adapt to suit <u>you</u>...it's that **EASY**! OH, and not to mention we update with new content all the time.



MAY 2021 SPOTLIGHT

Spread The Love For Your Realtors and SHARE!

It's always great to interact and also keeps you top-of-mind when they refer clients. What an easy click you are for someone looking to



Make your share work for you! How?
By adding this text to your status...
"Apply FREE with me to get Pre-Approved to Buy A Home at <insert your application link here>!"

APRIL 2021 SPOTLIGHT

SOCIAL PROOF!

Create a monthly collage of closing images from the prior month. This one happened to be within the same week-WOW!

1 week—17 settlements Whew!!! That's a LOT of I SAVED in one week!! And, very happy U New Home a owners! (some settlements not pictured) So blessed to help others every day of the week!! Our team is absolutely AMAZING!

See these smiling faces? If you want to be smiling too, call me. We helping you buy your new home or refinance your existing home!

EQUITY SURCES, INC.

39 Comments 1 Share

Look at the buzz this single post generated!

MARCH 2021 SPOTLIGHT

ERMA IS YOUR FRIEND!



Individual

lividual Co-brand





Guess who's back, back again!?!? OHFA's BACK!! Tell a FRIEND!!

- #NoMoneyDown #guesswhosbackbackagain #IveCreatedaMonster
- #thislookslikeajobforme #letsgetit
- #ImprovingtheLivesofFamilies



DETAILS

- Cannot own or have ownership interest in a principal residence in the last 3 years
- ncome and purchase price limits apply
- Grants available for both Government and Conventional loan programs
- Other qualifications apply, call for details

OPPORTUNITIES

- 30 Year Fixed Rate Mortgage
- 2.5%* or 5%** Down Payment Assistance Grant*
- Buy with NO money down!"
- HERO Program for full-time teachers, police officers, medical and military personnel
- Recent college graduate grant programs

Epithologia for Building Policies (Principle Otto PARA ERI Deer Papered Assertions 110 IIII Publish Res 20 for Law to \$10.00 for a 8.2% to recent to a 8.0% to 3.0% of the 2.0% to 3.0% of the papered assertion at 8.0% to 3.0% of the papered assertion at the assertion of the 2.0% of the 3.0% of the papered for assertion of the 3.0% of the 3.0

'9 km applicat qualifies. "Principal & bisned + Mirapije Inscience poly, shec not include lemounts for bases and mounters, actual payment will be greate Program forms and conditions are subject to change at any time.



Brach Fabbeo NMLS# 1816349 Mortgage Specialist C: (740) 616-3565 bfabbro@callequity.net www.callequity.com/brach-fabbeo 25 S Park Place Newark, OH 43055 EQUITY RESOURCES, INC. mortgages

NMLS: 1579. Certain restrictions apply, cell for detail

Cathy Maltby Zeno, Edward Moloney and 21 others

5 Shares

DID YOU KNOW:

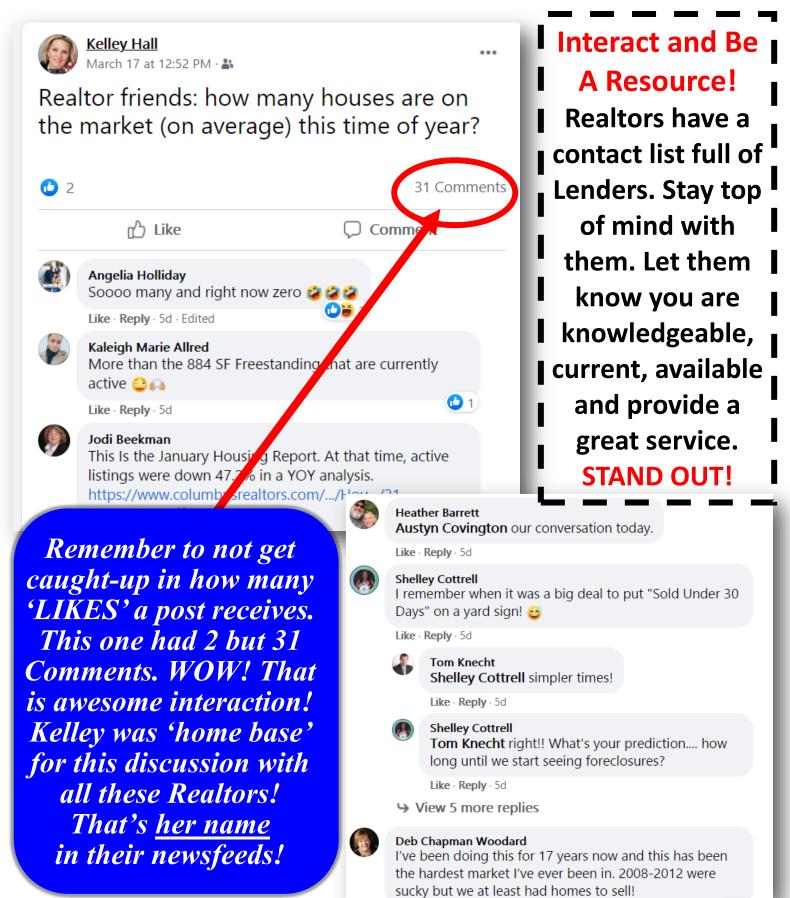
You can also
Co-branded a flyer
w/ a Realtor
in ERMA!



ERMA Questions: Contact Marketing at Marketing@CallEquity.net

FEBRUARY 2021 SPOTLIGHT

DON'T FORGET ABOUT REALTORS!



JANUARY 2021 SPOTLIGHT

Quick, easy status...no fuss. Makes you want to watch to find out her idea!





Another Must Watch!

Greta took advantage of what the day had dealt her and used it to her full advantage by making a quick cell phone video!

Key Elements:

She kept it simple and compliant. She pulled her viewers in with a happy/ positive attitude, using the snowy weather as her backdrop and hit them with the quick facts of how she helped refinance a client to save big! Oh and of course she didn't forget to finish it all up with a 'Call To Action!'

The video is less than 1 minute! So far it's received 86 Likes, 17 Comments and 3 Shares... WOW! Look at the impact this could have on your business and how little time it would take to put together!

DECEMBER 2020 SPOTLIGHT

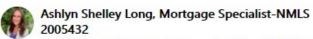
JUST PUT IT OUT THERE-PLAIN & SIMPLE!

They know what he does, what his goal is and how he wants to help.

BONUS POINTS: He just asks for referrals!



NOVEMBER 2020 SPOTLIGHT



Published by Ashlyn Long **②** · November 24 at 5:45 PM · **③**

LITTLE LIFE UPDATE 😔 😔 Today I became a homeowner 🍖 👤 🌸 📜 🟠

This video is a series of the events that have taken place over the last several weeks in order for me to own a home ** I wanted to document this experience to show people the ins and outs of what it takes to complete the home ownership process!!

I am super excited for this new journey!! Stay tuned for home improvements

Shout out to Lauren Dias Realtor for being such a gem in this process! For the lending, Equity Resources is a rockstar!!

#thankful



#thankful

A GREAT WAY TO RELATE!

A must watch as Ashlyn shared her own experience of the homebuying process.

IDEA: Make a quick video explaining one part of the loan process you think would be of value from your experience. Keep it simple and compliant!



BONUS HERE:

Shout out to her Realtor and us! Also great way to finish up with a 'Call to Action'!

Shout out to Lauren Dias Realtor for being such a gem in this process! For the lending, Equity Resources is a rockstar!!

Let's connect if this is something that you want to do too \$\mathbb{P} \mathbb{P} \oint \o

OCTOBER 2020 SPOTLIGHT



EASY & SIMPLE!

Remind everyone of what you do...Just tell them! Also use a 'Call-to-action' along with a clear way of how to contact you! It probably only took Nicki a couple of minutes to make this post and...WOW look at the results/feedback it created! She received praise, mention of our quick service and look at that recommendation!

Nicki did such an awesome job with our mortgage. We were in our house within 24 days. She knows exactly what she is doing

Friends and Family: if your looking to re-finance or buy a new home, now is the time! Give Nicki Simons Smith a call. You all know I had 40+ successful years in banking, and I only endorse people I trust. Nicki will give you that personal and individualized treatment your deserved. Sheep are of the

and individualized treatment you deserve!! Shes one of the best mortgage lenders in the business!! Side note.**mtg

Veronica Olszewski Hoffman

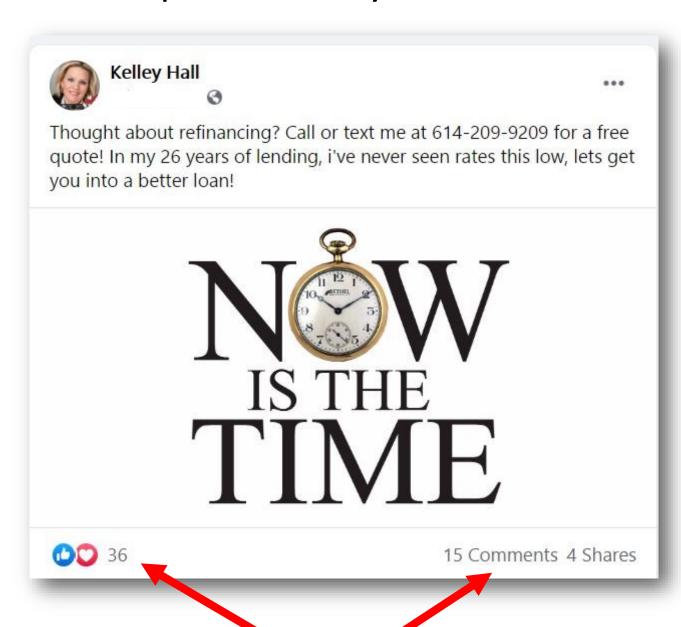
rates are at their lowest!

Imagine the impact only a couple of minutes (possibly while having your morning coffee) could mean for your business!

SEPTEMBER 2020 SPOTLIGHT

JUST TELL THEM!

Key point: Gave it to them quick-leaving no questions on if they should wait!



Looks like this one was worth the short time it took to post! Easy way to stay top of mind!

AUGUST 2020 SPOTLIGHT

Don't be afraid to get in front of the camera for a quick chat!

Keep it simple! This one gave a few important highlights on hot topics.

A quick, easy and informational watch at only 58 seconds long!



JULY 2020 SPOTLIGHT



WOW! 230 Likes and 61 comments just by posting a closing picture and tagging Title Company.

Also, Don't Forget to respond to your comments!

Be sure to acknowledge all comments. What another easy way to show you care about your clients... it can be as simple as this one.



Kianna Havs

Thank you so much for being such a tremendous help through this crazy process!

3

Like · Reply · 5d



Sarah Lohr Huffman **Kianna Hays** my pleasure!! 💙

JUNE 2020 SPOTLIGHT



Greta Slagill - Sr. Mortgage Specialist, Equity Resources,
NMLS #615704

0

When it comes to your best interests, please choose a lender you have 100% confidence in!

We are here to provide a stress-free, smooth mortgage process from start to finish-no exceptions!

Call 717-645-1033 or Apply FREE at apply.callequity.net/GretaSlagill

* * * * * * Absolutely Wonderful!

"Greta was not the first lender we spoke to, the first lender was a nightmare. They wouldn't respond to inquiries for days on end and they put the wrong information in our loan application. On the other hand Greta was extremely helpful, would reply back immediately even when she was off work and was overall a real joy to work with. She is a real professional and I'm glad to have been her customer!"



-Zillow Review

a Slagill - Sr. Mortgage Specialist, Equity Resources, ... S #615704

- 6

Email

marketing@callequity.net

to request your personalized testimonial!

Hey....have you heard our loan process is EASY?!

My team and I are here to ensure it goes smooth and that all questions have been answered.

We look forward to working with you! Apply FREE TODAY at apply.callequity.net/GretaSlagill

Find more of my reviews on Zillow at www.zillow.com/lenderprofile/GSlagill/

Dedicated To You!



RETA SLAGILL * PA EQUITY RESOURCES, INC. NMLS 1579 * SENIOR MORTGAGE SPECIALIST * (717) 645-1833 * 3601 GETTYSBURG RD, CAMP HILL, PA 17011 * NMIS 615704

MAY 2020 SPOTLIGHT



CONTEST TIME!

LET'S SHARE A SMILE! Show me a photo of how you have been making the best of self-quarantine! I want to see what makes you
! It's easy to enter! Here's how you can have a chance to win:

- Drop a positive photo of you doing something you have been enjoying in my comments below, starting today May 4, 2020.
- I will be selecting 2 random winners on May 21, 2020 from those who post their photo below.
- One winner will receive a \$50 Home Depot Gift Card and the 2nd will receive a \$50 Gift Card to a restaurant of their choice.

I can't wait to see... GOOD LUCK!

*This promotion is in no way sponsored, endorsed or administered by or associated with Facebook.



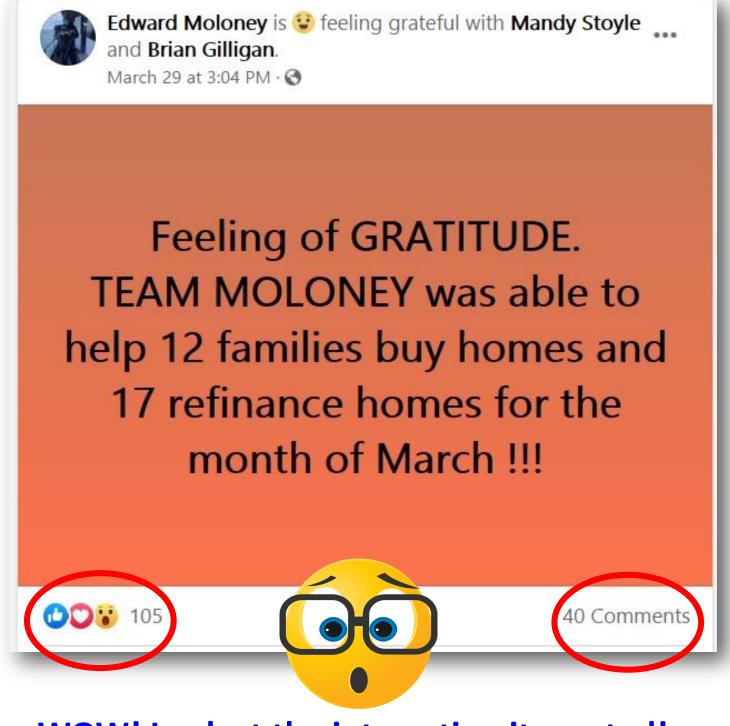
Gain Traffic On Your Page!

Have a simple contest. This received 26 comments and 4 shares. Total page 'Likes' increased by 107 from previous month! Possibly as a result of this new page traffic?!?!

APRIL 2020 SPOTLIGHT

Show them you get it done!

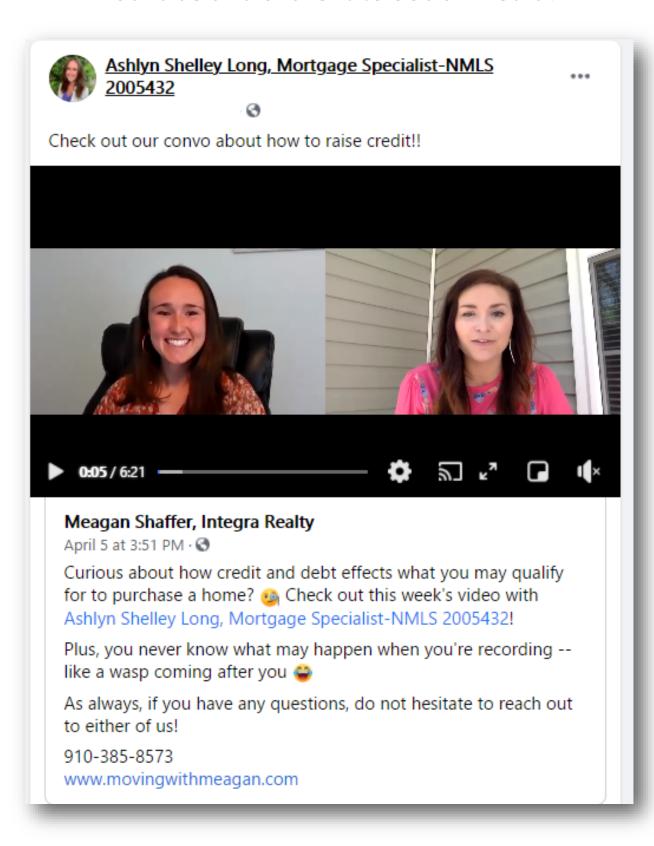
This proves you have experience and can handle business.



WOW! Look at the interaction it created!

MARCH 2020 SPOTLIGHT

Make a simple video with a Realtor and post it on YouTube and share it to Social Media!



FEBRUARY 2020 SPOTLIGHT

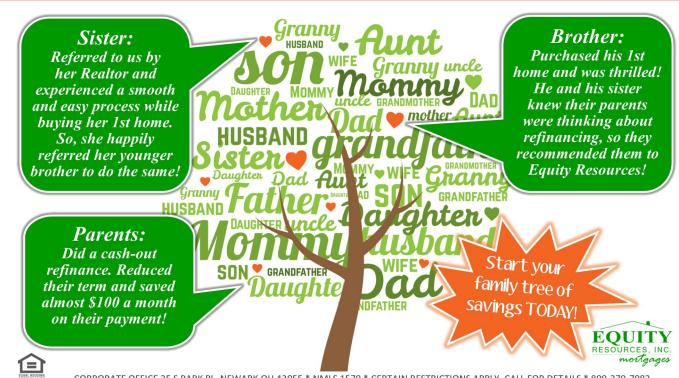
REFERRALS, REFERRALS!

Ask for them. Thank them. Highlight them. Get more of them!

Let's get started! Apply Free...and don't forget to recommend us TODAY!

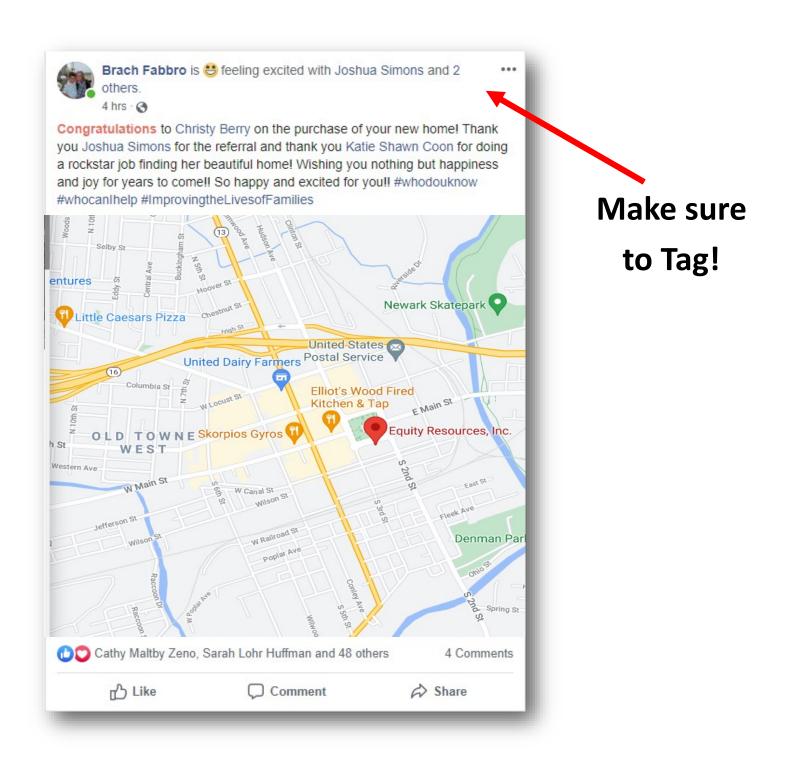
http://apply.callequity.net/EquityResources #Family #Save #BuyAHome #Refinance

Help Your Family \$ave By Referring Them To Us!



CORPORATE OFFICE 25 S PARK PL, NEWARK OH 43055 * NMLS 1579 * CERTAIN RESTRICTIONS APPLY. CALL FOR DETAILS * 800-270-7082 BY REFINANCING AN EXISTING LOAN, TOTAL FINANCE CHARGES MAY BE HIGHER OVER LIFE OF THE LOAN.

JANUARY 2020 SPOTLIGHT



No client pic from closing? No problem!

Tag the location and it will insert a map as the image. You can still tell your congrats story and tag any participants in the closing.

DECEMBER 2019 SPOTLIGHT

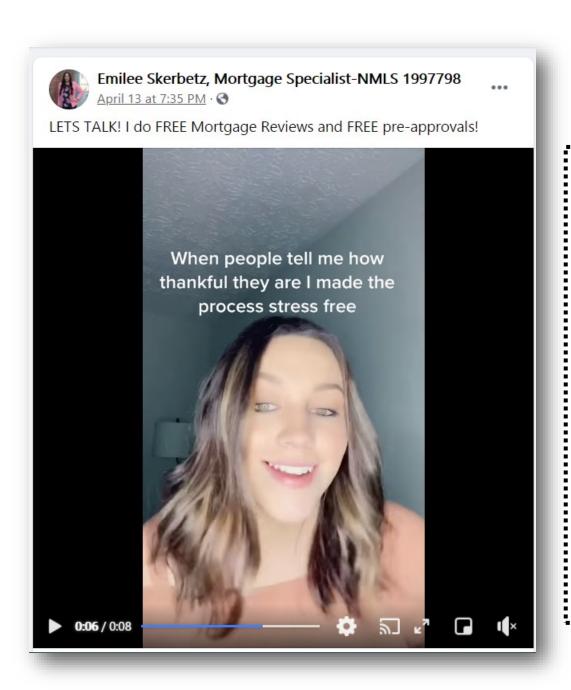
Be a lender for life and build trust! Share a quick post highlighting repeat clients



NOVEMBER 2019 SPOTLIGHT

Try something new...until you find what works for you!

The ideas are endless. The important thing is to be THAT PERSON that others associate with when it comes to mortgages!



Mix it up to keep the attention on how you are helping improve the lives of families.

OH...and you don't have to always be so serious!
Have fun!

OCTOBER 2019 SPOTLIGHT

