

# Career Guide



HIGHGARDEN  
— REAL ESTATE —



# About Highgarden

Agent-focused

Local & Non Affiliated

Established in 2000

16 offices from coast to coast

Industry-leading technology

500+ agents

\$10,000,000+ invested in leads for  
our agents

No inefficiencies or corporate  
bureaucracy

Quick to adapt

3 Partners

13 Division Leaders

25 Support Staff

500+ Agents

Ready to help you grow your business.

# Why Highgarden

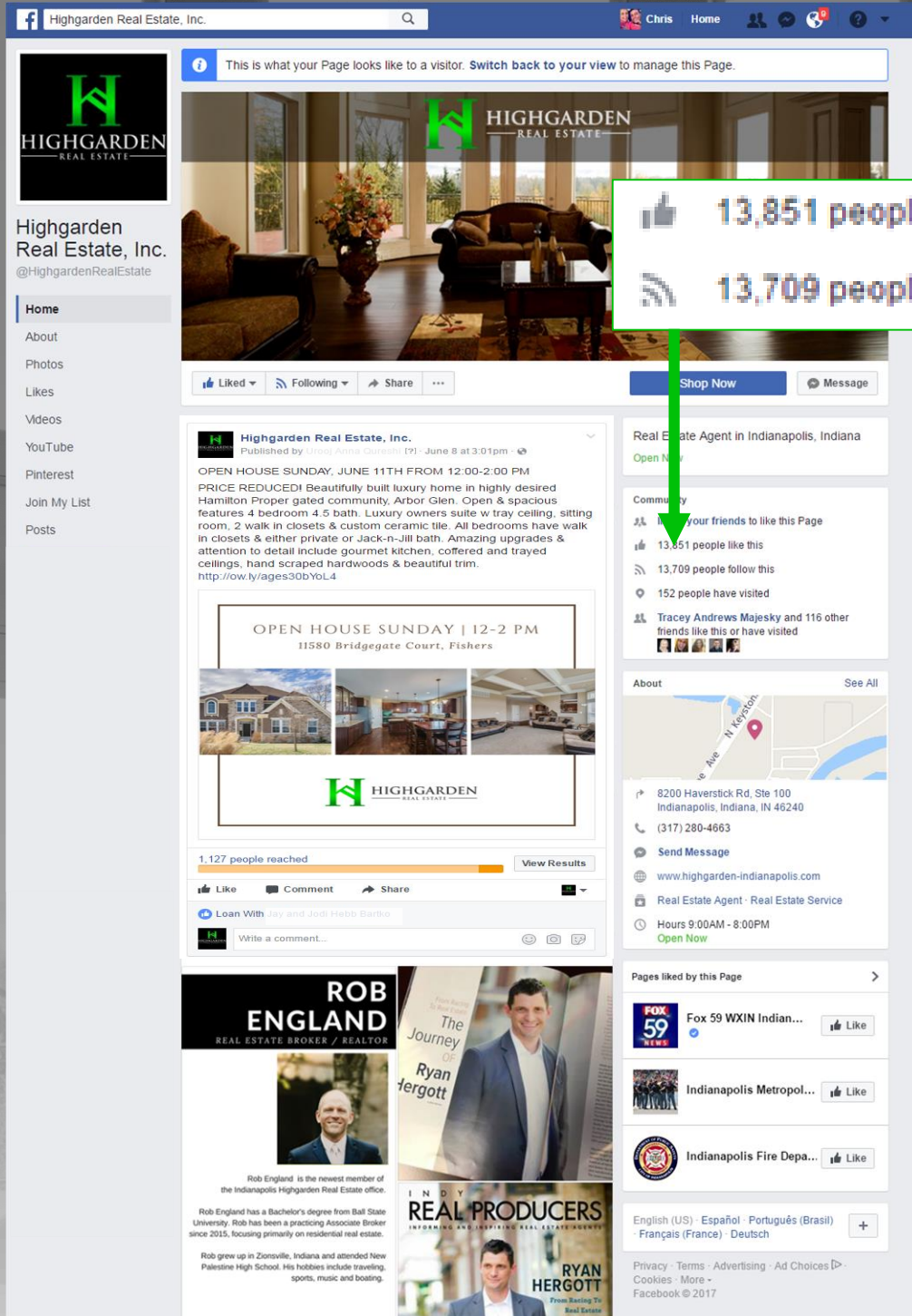
Our proven model gets you to a sustainable/predictable business sooner than any other.

We provide the leads, support and tools so you can focus on selling homes.

While our competitors focus on head count, office size and nickels and dimes, our first priority is helping our agents grow their business.

We are a company that understands growth. We will have options for you as your real estate acumen and business grows.

The most  Real Estate Company  
in Central Indiana



Highgarden Real Estate, Inc.

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**Highgarden Real Estate, Inc.**  
Published by Urooj Anna Qureshi [?] · June 8 at 3:01pm · 🌐

**OPEN HOUSE SUNDAY, JUNE 11TH FROM 12:00-2:00 PM**  
PRICE REDUCED! Beautifully built luxury home in highly desired Hamilton Proper gated community, Arbor Glen. Open & spacious features 4 bedroom 4.5 bath. Luxury owners suite w tray ceiling, sitting room, 2 walk in closets & custom ceramic tile. All bedrooms have walk in closets & either private or Jack-n-Jill bath. Amazing upgrades & attention to detail include gourmet kitchen, coffered and trayed ceilings, hand scraped hardwoods & beautiful trim.  
<http://ow.ly/rages30bY0L4>

**OPEN HOUSE SUNDAY | 12-2 PM**  
11580 Bridgeway Court, Fishers

1,127 people reached [View Results](#)

**ROB ENGLAND**  
REAL ESTATE BROKER / REALTOR

Rob England is the newest member of the Indianapolis Highgarden Real Estate office.

Rob England has a Bachelor's degree from Ball State University. Rob has been a practicing Associate Broker since 2015, focusing primarily on residential real estate.

Rob grew up in Zionsville, Indiana and attended New Palestine High School. His hobbies include traveling, sports, music and boating.

**RYAN HERGOTT**  
REAL PRODUCERS  
INDIANAPOLIS AND SURROUNDING REAL ESTATE AGENTS

From *Real Estate* TV

Real Estate Agent in Indianapolis, Indiana

8200 Haverstick Rd. Ste 100  
Indianapolis, Indiana, IN 46240  
(317) 280-4663

Send Message  
[www.highgarden-indianapolis.com](http://www.highgarden-indianapolis.com)  
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Hours 9:00AM - 8:00PM  
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# Free is not a cliché term here.

We provide free to our agents

30+ leads / month

An effective CRM software program

Zillow lead integration

Professional website

Marketing design

Tech support

Luxury business cards

Color copies

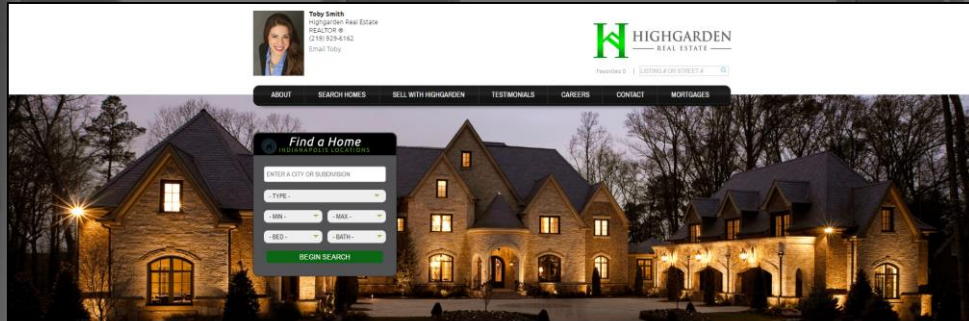
E&O insurance

Office workspace

Enhanced agent realtor.com

Paperless transaction management

You supply the professionalism...  
we'll help with the image.



**Toby Smith**  
HighGarden Real Estate  
REALTOR®  
(719) 929-6162  
Email: Toby

**HIGHGARDEN**  
REAL ESTATE  
FARMHOUSE | LISTING # OR STREET #

ABOUT SEARCH HOMES SELL WITH HIGHGARDEN TESTIMONIALS CAREERS CONTACT MORTGAGES

**Find a Home**

ENTER A CITY OR SUBDIVISION

TYPE

MIN - MAX

BED - BATH

BEGIN SEARCH

- COMMUNITIES**
- Carmel
  - Fishers
  - Zionsville
  - Westfield
  - Geist
  - Noblesville
  - Avon
  - Brownsburg
  - Plainfield
  - Fortville
  - McCordsville
  - Indianapolis
  - Greenwood
  - Greenfield
  - Broad Ripple
  - Cicero
  - Danville
  - Mooresville
- FEATURED LISTINGS**



**\$1,195,000**  
1623 sqft

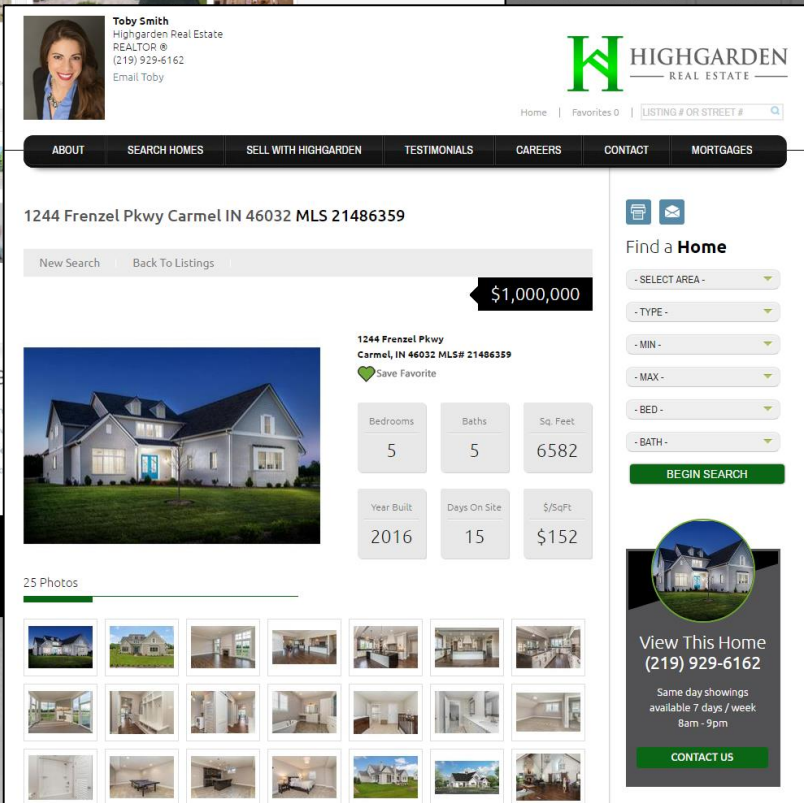
Where: Indianapolis, Indiana  
Bedrooms: 3  
Baths: 3  
Description:  
Gorgeous and modern home with panoramic views of the Great Water on the main body. 2-3 Story Entry & Great Room, Rich Walnut Hardwoods Updated Kitchen, Wood Paneled with built-ins. Master offers great lake view, spacious bath & 3 walk-in closets.



**\$2,250,000**  
11773 sqft

Where: Fishers, Indiana  
Bedrooms: 3  
Baths: 3  
Description:  
Designed by J. Landfar Welby this Great Estate exudes a truly unique elegance. Masterfully constructed over two lots in a prestigious yet secluded neighborhood. Highlights include 4.1 acres, 100' water frontage, two ponds, two lakes, high ceilings,

- NEIGHBORHOODS**
- Carmel
  - Fishers
  - Zionsville
  - Noblesville
  - Avon
  - Brownsburg
  - McCordsville
  - Indianapolis
  - Greenwood
  - Cicero
  - Danville
  - Mooresville



**Toby Smith**  
HighGarden Real Estate  
REALTOR®  
(219) 929-6162  
Email: Toby

**HIGHGARDEN**  
REAL ESTATE  
Home | Favorites 0 | LISTING # OR STREET #

ABOUT SEARCH HOMES SELL WITH HIGHGARDEN TESTIMONIALS CAREERS CONTACT MORTGAGES

**1244 Frenzel Pkwy Carmel IN 46032 MLS 21486359**

New Search Back To Listings

**\$1,000,000**

**1244 Frenzel Pkwy**  
Carmel, IN 46032 MLS# 21486359  
Save Favorite

Bedrooms: 5 Baths: 5 Sq. Feet: 6582

Year Built: 2016 Days On Site: 15 \$/sqft: \$152

**25 Photos**

**Find a Home**

SELECT AREA

TYPE

MIN - MAX

BED - BATH

BEGIN SEARCH

**View This Home**  
(219) 929-6162  
Same day showings available 7 days / week  
8am - 9pm  
CONTACT US

# What you won't get here

A monthly bill from your broker

Monthly fees

Desk fees

Technology fees

National/Franchise Fees

Nickel and dimes for copies/supplies

A mandatory listing fee you have to charge



From property flyers to open house announcements, our marketing department *has you covered.*

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<http://ow.ly/ages30bYoL4>

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1,127 people reached View Results

👍 Like    💬 Comment    ➦ Share

👤 Loan With Jay and Jodi Hebb Bartko

 Write a comment...   

We have lead experience.

**\$10 Million**\*

Invested in leads for our agents.

**954,005**\*

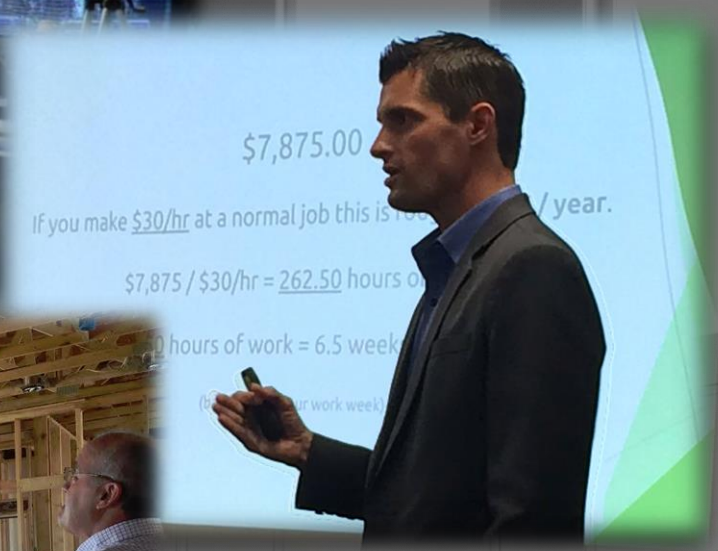
Leads shared with our agents.

**\$35 Million**\*

Paid to our agents as a result of  
the leads we provided.

\* and growing

Training and support doesn't stop a few weeks after you join Highgarden.



# We Share Our Leads

Exclusive to you

Leads in your geographic area

You pick and choose the leads you want

Buyer and seller leads

60% have a valid email and phone number

Top agent conversion rates of 3 -10%

You control the lead on/off switch

You decide which leads you accept.

**Accept & Call This Lead**



**No Thanks, I'll Pass**

**Bad Lead**

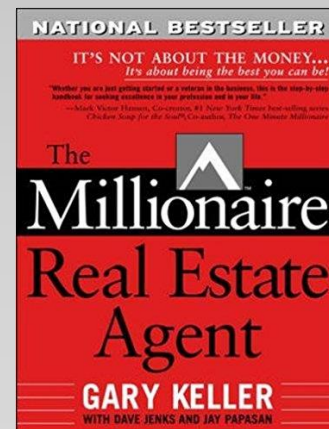
# Our competitor said it best

*“Nothing is more important to your sales career than prospective buyers and sellers. To have a viable business, you simply must have the client leads.”*

*“To have a business that pays you a lot of money, you will need a lot of leads.”*”

*“...let’s be perfectly clear about it...no leads means no sales.”*

*“...try staying in the real estate business very long without leads.”*



## Commissions earned (agent's \$) from company provided leads.

Dave M.	\$730,000+
Ryan H	\$640,000+
Stuart S.	\$500,000+
Donna B.	\$435,000+
Carrie H.	\$425,000+
Heather E.	\$400,000+
Eric L.	\$375,000+
Brian V.	\$350,000+
Rob F.	\$340,000+
Amy M.	\$335,000+

## It's possible

These numbers don't include commissions from repeat clients or referrals from past clients that originally came from a company-provided lead. Does not include agent-generated leads.

# Our CRM

Developed in-house exclusively for our agents

Elegantly simple – Enormously powerful

Lead Scoring

Text messaging

Automated reminders

New listing automated emails

Mass email functionality

Automated follow-up text/email plans

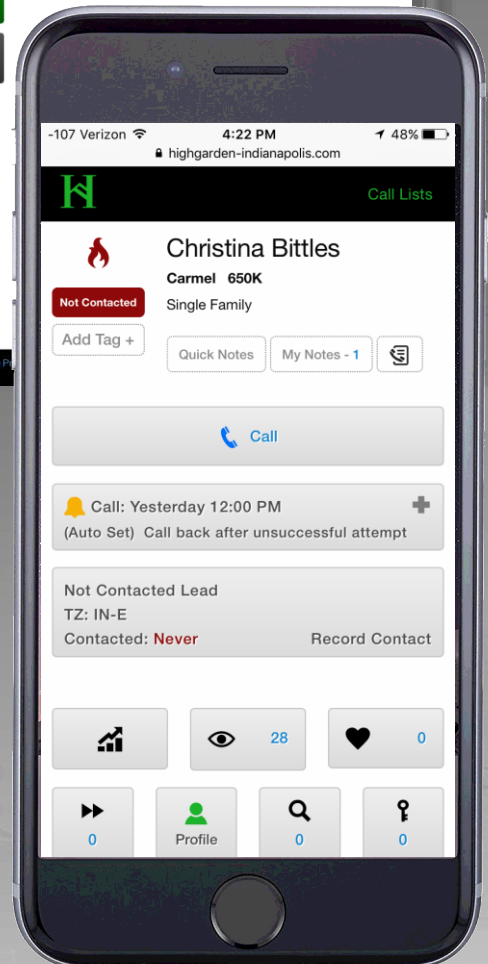
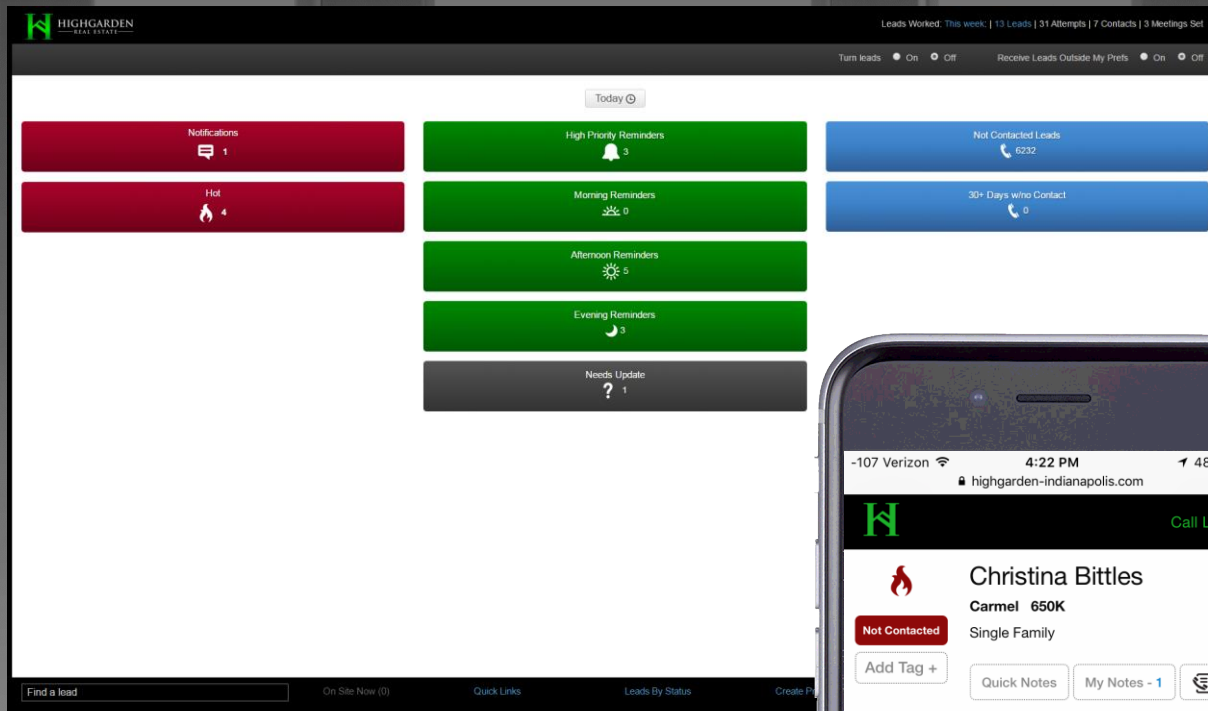
Lead website tracking

Real time lead notifications

Mobile user friendly



Elegantly Simple – Enormously Powerful.



“This system (the Highgarden CRM) kicks <expletive>.”

This one button...  
Will change the way you view internet leads



“6 meetings set this week from leads  
on the Hot List”

“Truly awesome! I just sold a \$650K cash  
deal. The Hot List works!”

These could too.

Leads Are

On



Receive Leads Outside My Prefs



No

## Dynamic Text Messaging.

Hi Steve, it's Chris at Highgarden Real Estate. Would you like to go see the inside of this home? Let me know. Thanks!



**3256 Waterside Ct Greenwood IN  
46143 MLS 21488154**  
[highgarden-indianapolis.com](http://highgarden-indianapolis.com)

“I made five calls & sent five texts to the first five leads on my Hot List and have an appointment to show a home on Friday.”

# Our leads are just the beginning

Do you have a plan for:

Letting your sphere of influence know you're an expert resource when it comes to local real estate?

A rock-solid past client program?

Approaching FSBOs and Expireds?

Your digital footprint?

Hosting successful open houses?

Working with builders' sales reps?

We do and we're ready to help you  
with yours.

# What agents have said about our business model.



“There is an abundance of leads every single day.”

“My only regret is I didn’t join four years ago.”

“It’s a very sophisticated program...but easy to work.”

“The company invests in *us* as much as we invest in ourselves.”

“Well...there are no monthly fees.”

It's not all work and no play.



# The Next Step

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Let's talk about what you want to accomplish in your career and see if Highgarden might be a good fit.



**Steve Robbins**  
Founding Partner  
317-339-2257  
[steve@highgarden.com](mailto:steve@highgarden.com)

Starting and growing a real estate company has been challenging at times, yet always rewarding. Doing it with friends and people you care about has made it truly special. Empowering the growth of our people, be it the Managers, Realtors or Support staff, has been the strongest motivation and my most fulfilling reward.

My greatest joy is helping people to listen more openly and gain more understanding.

We're  
invested in  
your success.

Is your broker?



**Steve Robbins**

Founding Partner

317-339-2257

[steve@highgarden.com](mailto:steve@highgarden.com)