

Dick Betts is a National Speaker who brings four decades of business experience to his classes, seminars, consulting and other needs. For the past 19 years, he has traveled North America presenting to all types of businesses. His down-to-earth style of speaking and understanding the subject material he covers has led Dick to be one of the industry's top speakers. He practices what he teaches in his own business life which includes coordinating his busy schedule and client management. Dick's topics include Mobile Technology (he's known as the guru of Smartphones); Web Presence/Marketing, and Business Management which includes Time and Customer Relationship Management. He understands the Facebook Generation and how to market on the web to reach the intended audience.

Being involved in management most of his career, business building and presentations are very special to Dick. He's often called upon to deliver Keynote addresses and provide hours of specialized training. In the past Dick has presented "Outreach" type programs for colleges and universities geared to entrepreneurs and small businesses of all types. The Real Estate industry is particularly attracted to Dick's style of teaching so he is in steady demand by numerous National, State and Local Boards and Associations of REALTORS® throughout the United States and Canada.

Any company considering Dick for a sales, training or business building position should consider his philosophy, "networking and relationship building are keys to his success!" Dick prides himself on the number of contacts he has turned into friends over the years. When dealing with a vendor the customer needs to feel they want this person in their professional life because they like them, feel comfortable around them and the product offered adds value. Having those three key ingredients is a must for a professional, successful relationship.

Sales - Due to his relationship building over the years' sales is a nature fit for him. The customer knows and trust him, they want him around and the members many of them know him from his 19 years of working with staff, leadership and agents.

Training - This has opened many doors for Dick leading to being hired by MLSs and associations to speak, working directly with NAR and many state associations. Dick has designed from the ground up training programs for Supra, Palm Inc., e-Pro, Point2, Agent Inbox and BoxMLS.

Consulting - Dick is available to be an important part of a project, a fresh set of eyes, somebody to tackle a project the organization doesn't have the resources. Maybe a facilitator or help with strategy moving forward.

Experience

Director of Customer Success - BoxMLS

June 2018 to November 2018 Working with a startup company with two customers to improve adoption and usage. In 4 months managed to increase adoption and usage by more than 15%. Was in the process of building a very comprehensive Customer Success Program including templates to cover email, webinars, social media and onsite training.

Sales Director - Agent Inbox

February 2015 to April 2018 Working with a startup company with no customers to representing 37 MLSs and associations either live or in integration servicing 135,000 agents. Many of Agent Inbox accounts have some of the highest adoption and user rates of any 3rd party product offered today. A combination of customer involvement, training and supporting staff by Dick Betts has led to these results.

Contractor - Supra Lockbox Systems (GE Owned)

March 2002 to June 2012 Dick was a contractor handling just about everything from training, speaking and representing Supra at all types of functions and participating in the “Train the Trainer” program. The Supra president at the time introduced him as the “Company Swiss Army Knife” explaining we can send Dick anywhere to do anything and know he is representing Supra in a professional manner with the company’s best interest at the forefront!

Founder - Dick Betts Seminars and Technology Services

July 2001 to Present Dick soon realized the need for technology training delivered in a way the real estate industry could use in the daily business of being a REALTOR. His down to earth style quickly propelled him to being one of the leading technology speakers in the country. Local, state and the National Association of REALTORS became repeat customers with Dick speaking throughout the United States and Canada. This has helped him develop relationships in the real estate industry. Dick has done contract work for many companies, some once or twice some up to 50 times. Companies provide what important information need to be conveyed to attendees and Dick would build the presentation and travel the country taking the information to the prospects.