

2020 JANUARY

# NEW FEATURES



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YOU ASKED,  
AND WE  
LISTENED.

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Delta Media Group continually searches for ways to help real estate firms and sales associates push their businesses ahead of the competition.

We give you limitless opportunities and focus on technology, support, and training to accelerate your success.

*For a full list of updates visit:  
[www.deltamediagroup.com/feature-updates.html](http://www.deltamediagroup.com/feature-updates.html)*



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**Jan 2** Delta Media Group has updated the quick search.

A result's ranking will drive its order in the list. Specific listing results will get a ranking of 100 if the listing belongs to the company or 50 if it is IDX

Custom boundaries made by the company will use that boundaries geographic size as its ranking. This was chosen because it will be large and because the company made that boundary in the DeltaNet® it should have more importance when it matches a search

Type results (city, school district, county, etc) will have a default rank of "60 + the total count of listings matching that type" example (100 homes in "North Canton Schools" the rank of the "North Canton Schools" result becomes 160)

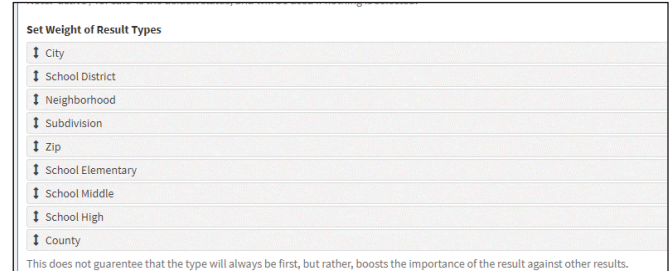
- Admins can influence the weight of types by the new quick search preference 'Set Weight of Result Type'.
- This overrides the default ranking of '60' for types so that when there are "100 homes in North Canton Schools" AND "100 homes in North Canton City". North Canton City would be ranked first based on its preference in the list below. If North Canton Allotment had 200 results, this would ultimately be the first result listed even though its ranking (neighborhood) is #3 in the list

A search term searches both the full term and each individual word. "North Canton Schools" generates queries for 4 values "North Canton Schools", "North", "Canton", "Schools". To have the type ranking value applied to the result the soundex of the token/word

must match the soundex of the original search query. If you're interested or have questions see me on this point.

As words are evaluated the type of queries to run against it are chosen based on a few rules.

- The exact entire phrase is searched in 'address', 'city', 'boundary', 'school district', 'school elementary', 'school



'middle', 'school high', 'neighborhood',  
'subdivision', 'county', 'street'

- The word is a number &  $\leq 5$  characters then search for it in 'address' and 'zipcode'
- The word is an abbreviation then search for it in 'address', 'city', 'school district', 'neighborhood', 'subdivision'
- The word is none of the above then search for it in 'boundary', 'school district', 'school elementary', 'school middle', 'school high', 'county', 'post office'

**Jan 2** Delta Media Group has added the ability for agents to import their reviews (ratings / recommendations) from their Facebook pages that they have connected via Facebook Connector. In the reviews settings in the DN on the agent side there is now a **"Pull facebook reviews from my connected facebook pages"** setting. The system will run every morning and pull in all the positive or 4+ star reviews for agents that have this setting enabled.

**Jan 2** The Open House Connector™ **'Open House Guest Summary'** email to agents has received an upgrade and is now simply called the **'Open House Summary'** email.

Previously, this email consisted of the words "Open House Guest Summary", the open house address, and a very simple list of all of the guests that logged into the Open House Connector™ app during a given open house.

Now, the email will consist of the following:

- The company logo (also a hypertext link to the company's site) and the words "Open House Summary" will appear in the header section of the email.
- The second section contains the open house address, the primary listing photo for the open house (also a hypertext link to the property detail page on the agent's website), and the date and time of the open house.
- The third section contains the total number of guests



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that logged into the app, the number of those guests that are available to import (and have not already been imported), a list of all of the guests and their emails, and finally a 'Manage Guests' button, which will take agents directly to the Open House Connector™ DeltaNet landing page.

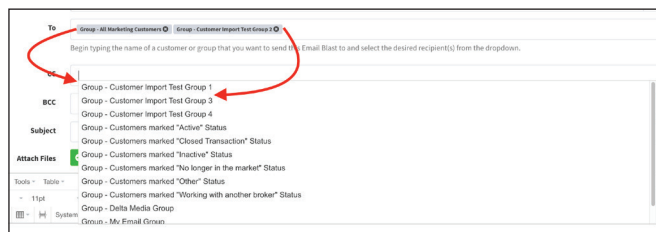
- The fourth section, titled '**Survey Results**' contains a breakdown summary of all of the answers from the open house survey. The layout is very similar to the 'Question Overview' tab in the DeltaNet.
- Finally, the footer contains the Open House Connector™ logo (also a hypertext link to the browser version of the app).
- The list of guests has been updated to show which guests have not been imported, if there are unimported guests.

The screenshot shows the 'Open House Summary' page for '512 Contour Lane'. It features the Delta Media Group logo at the top, followed by the property name and a photo of the building. Below the photo, it states the event date and time: 'Sunday, January 5th, 2020, 2:00 PM to 4:00 PM'. The next section, '4 Total Guests', shows '2 Unimported' guests in a list with their names and email addresses. A 'Manage Guests' button is located below the list. The 'Survey Results' section shows a bar chart for the question 'Are you currently being represented by a Real Estate Agent?' with a 'Yes' response of 50%. Below that, another bar chart for 'What is your spending budget?' is partially visible.

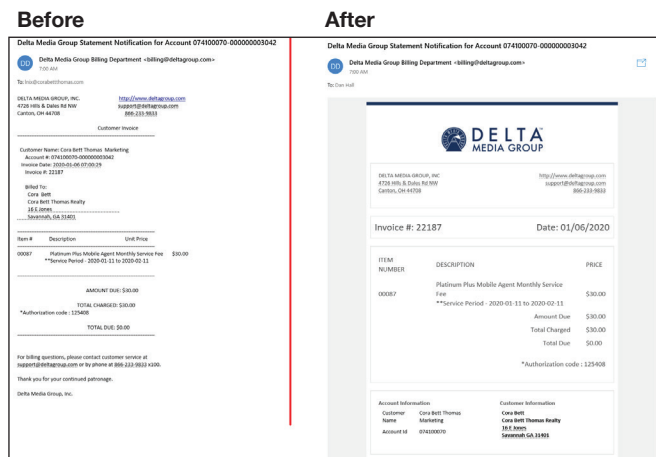
This close-up highlights the '4 Total Guests' section. It displays the total number of guests (4) and the number of unimported guests (2). A list of four guests is shown, with their names and email addresses. The two unimported guests, Patrick Star and Ben Swolo, have their email addresses followed by a red '[Unimported]' tag. A 'Manage Guests' button is positioned at the bottom of the list.

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**Jan 3** Delta Media Group has made updates to the auto-completer for email blasts in the TO, CC, and BCC inputs. The auto-completer will now show on focus, but will only show groups until there is more than three characters. Once there is more than three characters it will begin to search customers. Also the auto-completer will not show groups or public users once they are selected from any of the three inputs.



**Jan 6** Delta Media Group has made the invoice email sent to agents paying for standard/upgrade to HTML.



**Jan 7** The builder & community section has been updated to support interactive plat maps. Plat images have always existed as a link in the community, but now admins can use the interactive tool to automatically convert it to an interactive map.

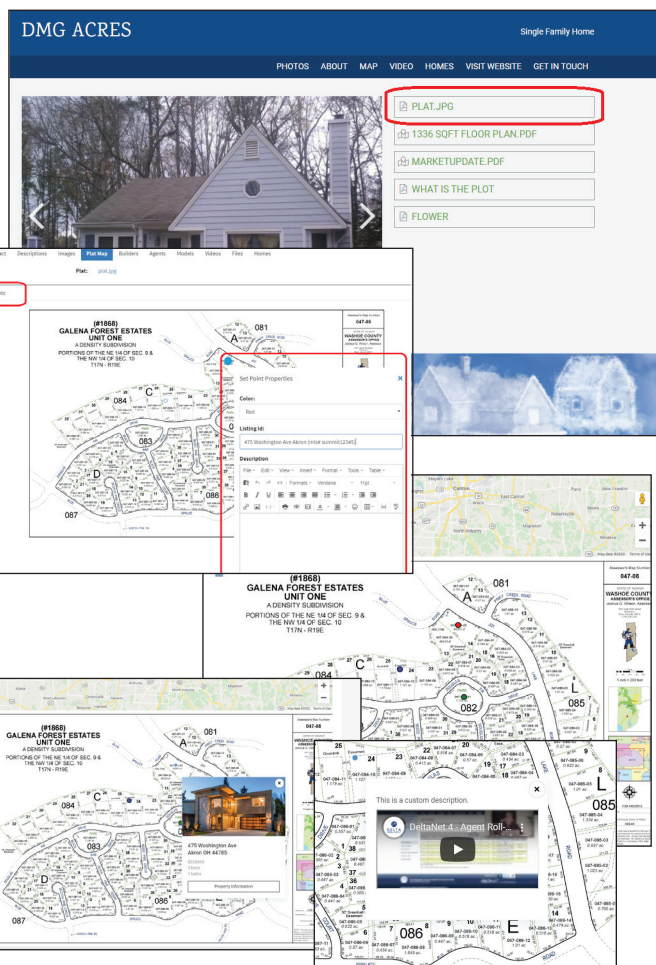
Admins can navigate to **Listings->Builder/Communities** to find the community. Next they click the "Plat Map" tab to load the plat image.

When they select the 'Add New Points' mode and click on the image a popup will appear to set point properties. They can choose the point color shown to the user, autocomplete search for a listing, or free type a description.

On the community detail page for the website visitor the plat will go into 'interactive mode' on the detail page. This section acts similar to Google Maps in that the user can zoom in/out and drag the map image around.

A point associated to a listing will pull in that listing information dynamically.

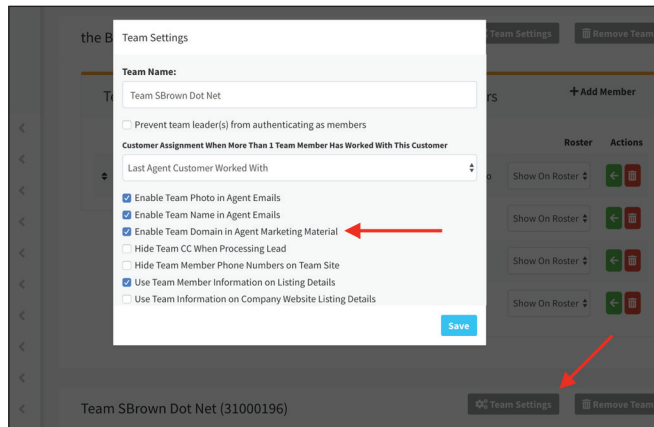
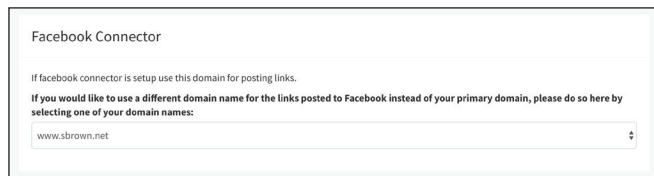
Or the free type description will show whatever they typed.



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**Jan 7** Delta Media Group has updated the domain display class to add a Facebook Posting domain option. This option will set all links posted to facebook to use this domain.

We also added a team setting on the admin side of the Deltanet® that will use the team domain in all emails.



**Jan 7** Changes have been made to the 'Survey Auto Responder to Guest' settings for Open House Connector™ in the DeltaNet. Firstly, the 'Survey Auto Responder to Guest' section is now available in the Admin Open House Connector™ interface.

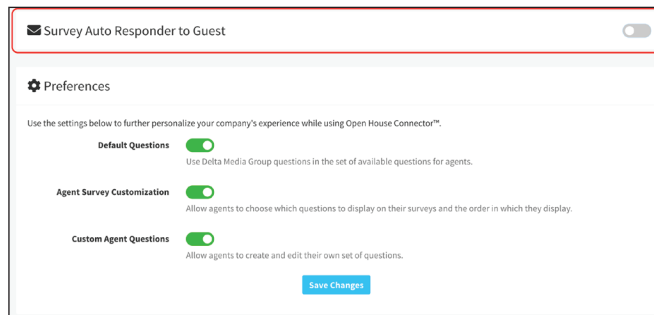
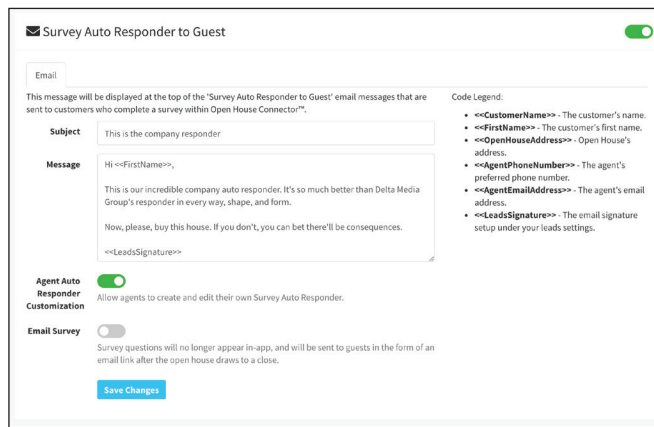
Admins can use this section to set the company default template for the Survey Auto Responder. Other settings available here include the following:

1) The ability to restrict agent Survey Auto Responders so that they will all use the company template and so that agents will be unable to customize the template.

2) The ability to force all agents to use post-open-house surveys, rather than the in-app survey.

3) The ability to disable the Auto Responder for the entire company.

The Auto Responder settings will be collapsed when the the responder is disabled.

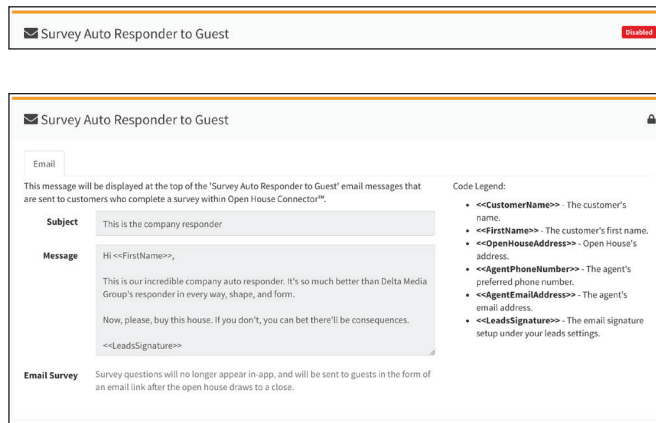


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As a result of these changes, the agent interface has been adjusted to match and respond to the company settings. If the company has disabled the Auto Responder, agents will see the following:

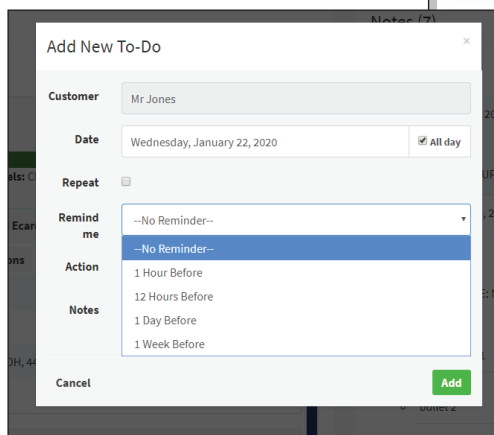
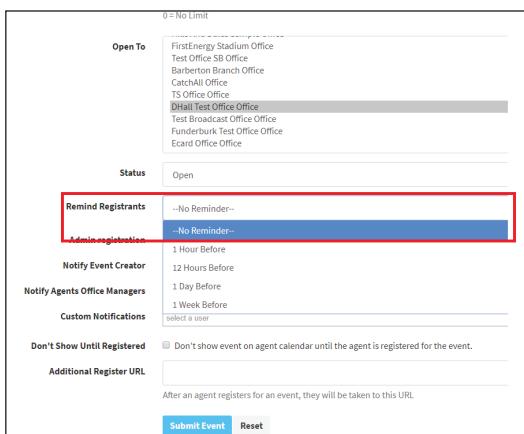
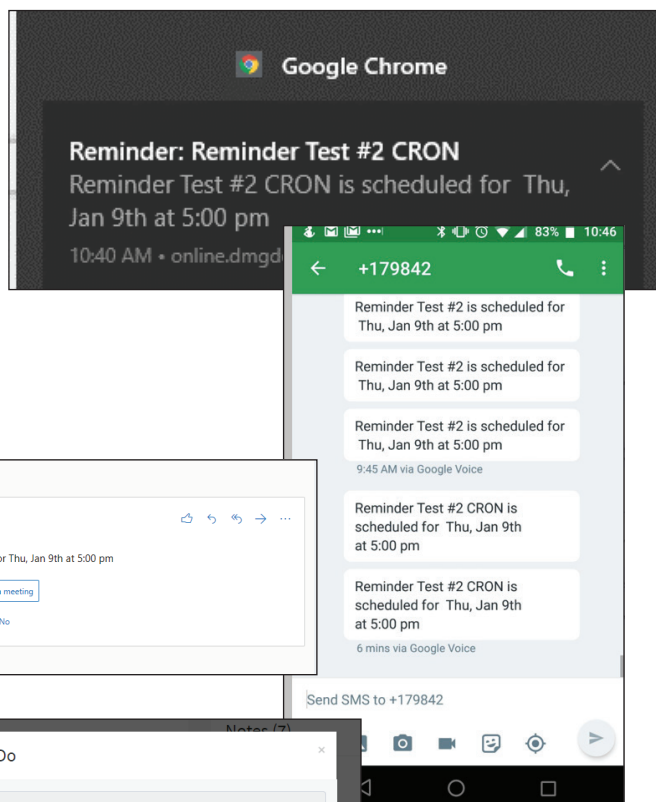
If the admin is restricting agents to use the company template and the post-open-house survey, the section will appear as follows:

Note: The auto responder cannot be disabled when the survey link is enabled (as this would omit the survey altogether).



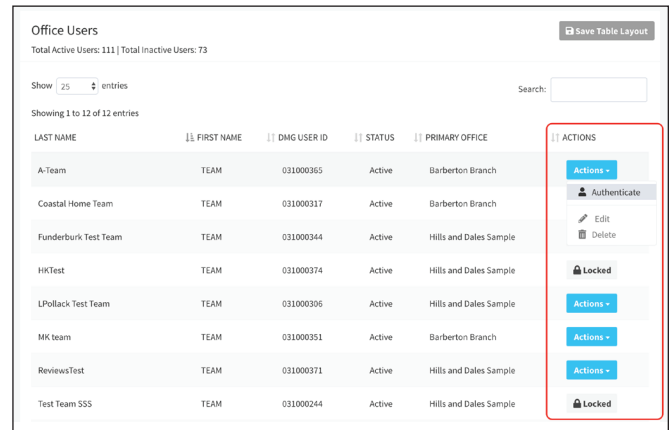
**Jan 8** A new sub-system has been built in DeltaNet for notifying agents of any important information. Early work has gone into introducing web push notifications in the DeltaNet to be default delivery mechanism then followed by SMS and finally email.

This now allows admins to setup a reminder in the events interface that is sent out to registrants. It also is being used to allow agents to setup a reminder on customer to-do items.



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**Jan 9** The Admin Users page under **Admin > Users > Users** has been updated to allow admins to authenticate directly as a team account. Previously, authenticating as a team account from an admin account would cause the account to be treated as a standard agent. The correct way to authenticate as a team has always been to first authenticate as a team leader and then switch to the team account using the link under **Website > Switch to Team Account**.



The screenshot shows the 'Office Users' interface. At the top, it displays 'Total Active Users: 111 | Total Inactive Users: 73'. Below this is a search bar and a 'Show 25 entries' dropdown. The main content is a table with columns: LAST NAME, FIRST NAME, DMG USER ID, STATUS, and PRIMARY OFFICE. The table lists several teams, including A-Team, Coastal Home Team, Funderburk Test Team, HKTest, LPollack Test Team, MK team, ReviewsTest, and Test Team 555. To the right of the table is an 'ACTIONS' menu with options: Authenticate, Edit, Delete, Locked, and several 'Actions -' buttons.

LAST NAME	FIRST NAME	DMG USER ID	STATUS	PRIMARY OFFICE	ACTIONS
A-Team	TEAM	031000365	Active	Barberton Branch	Authenticate, Edit, Delete, Locked, Actions -
Coastal Home Team	TEAM	031000317	Active	Barberton Branch	Authenticate, Edit, Delete, Locked, Actions -
Funderburk Test Team	TEAM	031000344	Active	Hills and Dales Sample	Authenticate, Edit, Delete, Locked, Actions -
HKTest	TEAM	031000374	Active	Hills and Dales Sample	Authenticate, Edit, Delete, Locked, Actions -
LPollack Test Team	TEAM	031000306	Active	Hills and Dales Sample	Authenticate, Edit, Delete, Locked, Actions -
MK team	TEAM	031000351	Active	Barberton Branch	Authenticate, Edit, Delete, Locked, Actions -
ReviewsTest	TEAM	031000371	Active	Hills and Dales Sample	Authenticate, Edit, Delete, Locked, Actions -
Test Team 555	TEAM	031000244	Active	Hills and Dales Sample	Authenticate, Edit, Delete, Locked, Actions -

Now, admins can simply authenticate as the team account directly. A team must be in one of the offices that the admin manages, AND one of the team's leaders must also be in one of the admin's offices. If these conditions are met, the admin will have permission to access the team. Root admins will be able to authenticate as any team in the company, unless the team has no leaders.

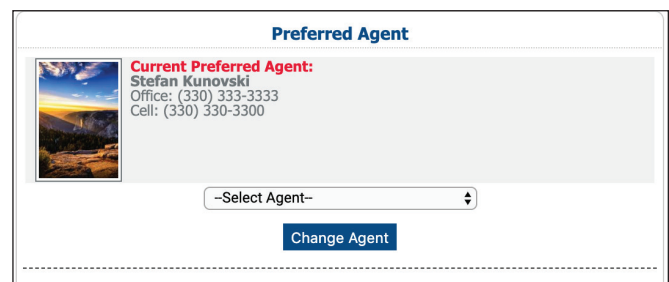
The page has also been updated to better display when admins do not have permission to access an account.

**Jan 9** Two new global variables are available for companies that use the multi portfolio system that will allow them to 'improve' customer accounts on the company site.

Multi portfolio is:

- The system allows a customer to work with multiple agents from one company by creating separate accounts associated to each agent for that customer. Right now, we consider these as separate (non-connected) accounts, even if they are tied to the same email address.

- A customer can login to the company site only if their initial request was made on the company site. If they get assigned to an agent, they can also login to that agent's site. That agent is considered as the 'Preferred Agent' for that customer.



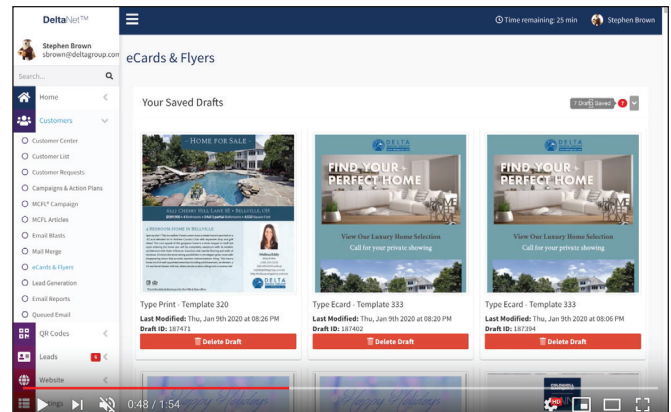


- If a customer's initial request was on an agent site, then they can only sign into the their assigned agent's site.

The first variable is a 'Unify Accounts' variable. There are a few requirements for this to actually do anything for a customer. If this variable is set, and the customer is on the company's site, and they have one or more accounts on agent sites with the same email, then all their saved searches, saved listings and viewed listings will web visible and editable on the company site.

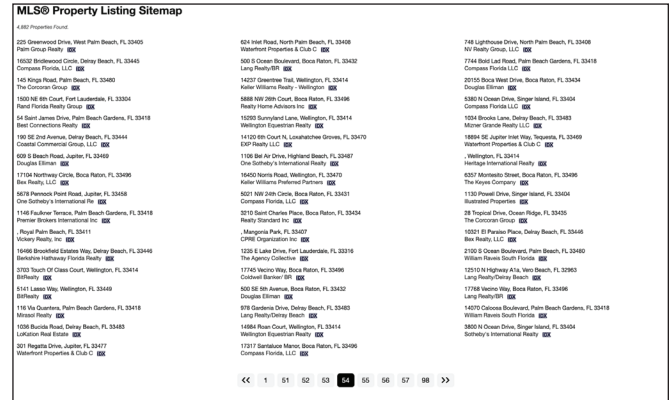
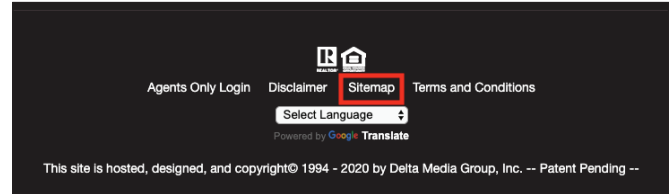
The second variable enables a new 'Preferred Agent' widget only on the company site that allows the customer to change their preferred agent. Being the 'Preferred Agent' for a customer means that all requests made on the company site associated to that customer's email will go to that agent. The 'Unify Accounts' option has to be enable for this widget to work properly (this widget was the reason why that option was created).

**Jan 9** Delta Media Group has created the ability to save drafts for ecards for later use. Check out the video at:  
<https://youtu.be/tXaHc2cXPx4>

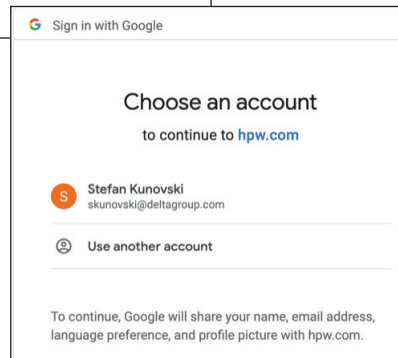
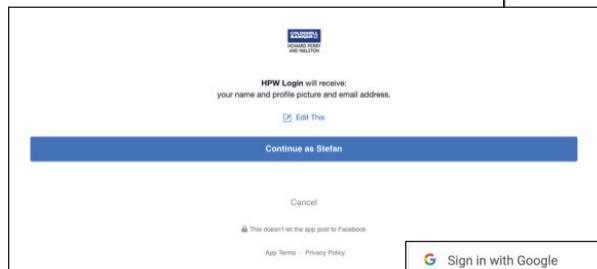
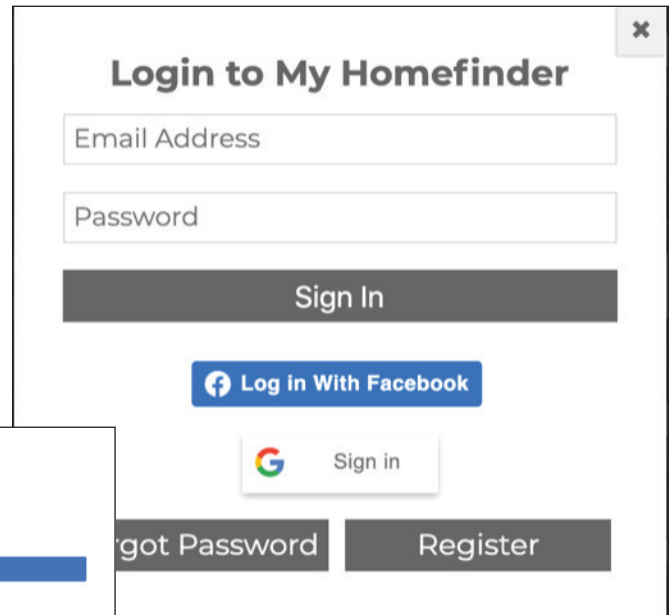


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**Jan 10** A new IDX Sitemap has gone live for our SEO customers. A new 'Sitemap' link is available in the company site footer that will lead to a random page of the sitemap.



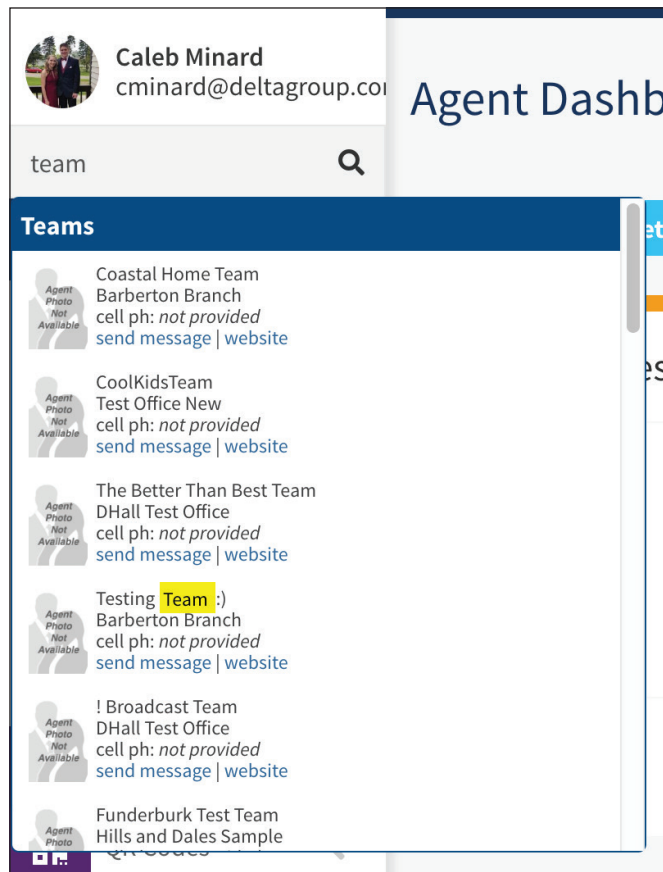
**Jan 10** We can now add Facebook and Google Sign-Ins for customers on company sites. The Facebook Sign In was previously available, but has now been updated to the latest version.



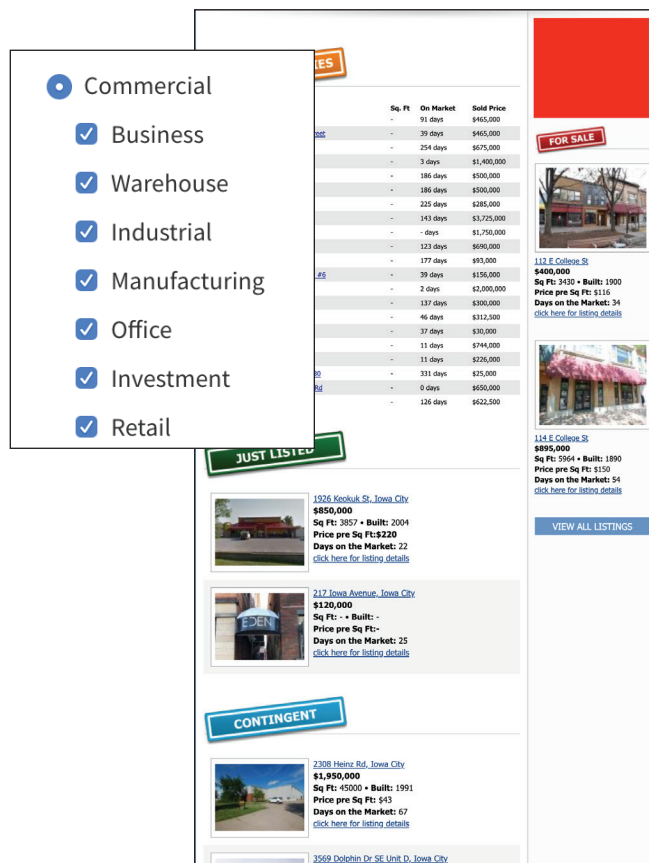
**Jan 13** The DeltaNet quick search has been updated and now will show all teams under a separate **'Teams'** category of results, which will appear above the **'Agents'** category.

The option to authenticate as the team will only be available if the team is in the office AND there is a team leader also in the office.

In addition, authenticating as a team will now correctly bring an admin to the actual team account, rather than that team account being treated as an agent.



**Jan 13** A Commercial option is now available for Market Watches. It is only available for 'Area' Market Watches for now. The only template that can be used for this is template 2. The difference being beds/baths have been replaced with 'price per sq ft'.



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**Jan 15** Customer list has been updated to let the user select how many customers to return. Part of the performance issue of this area is related to the additional information needed per customer based on the selected view the user chooses.

With this option if the user creates a vague filter (all customers with a showing request for example) they can shrink the result set and get to results faster.

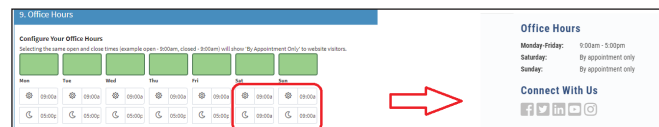
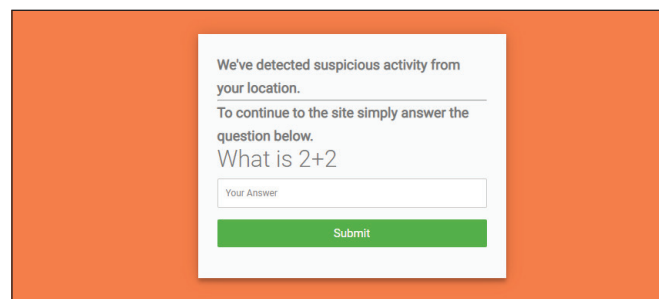
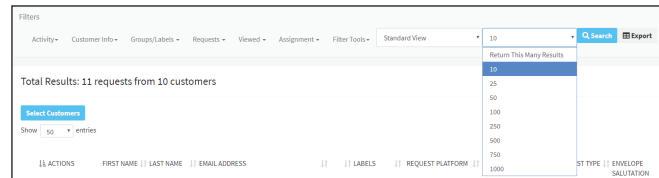
**Jan 15** The session handler has been enhanced to give potential false positives a way to remove themselves from the blacklist.

A few months ago spam filtering was introduced, but since then a few innocent requests have been caught as false positives.

When this now happens the request will still be denied. A random easy question is presented and if the answer is correct the IP will be removed from the blacklist and the user can continue to use the site.

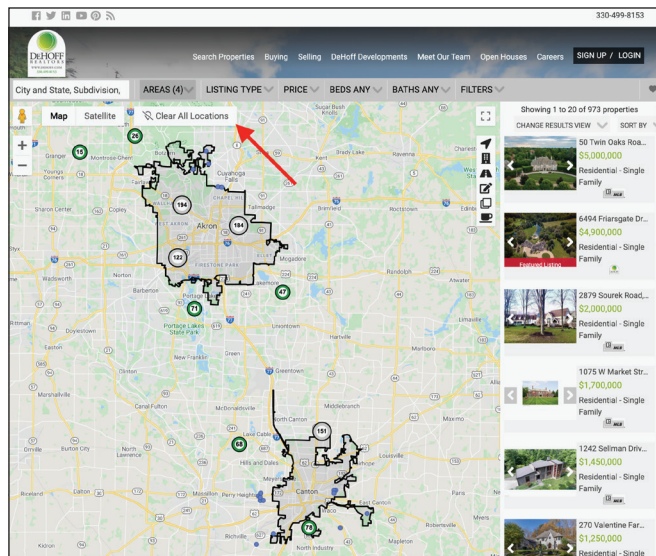
There are safeguards in place that will not serve this screen if tests fail. It currently only shows if the IP address has been caught as spam. If that IP gets caught more than 3 times for spam they will not see this and continue to be blacklisted like normal.

**Jan 20** The office hours display on public sites has been updated so that if a given day's open and close hours are the same the front end will display as **'By appointment only'**



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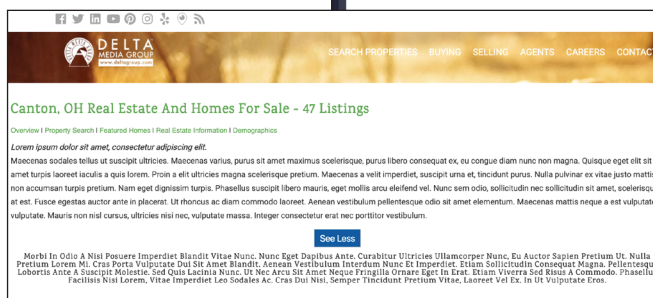
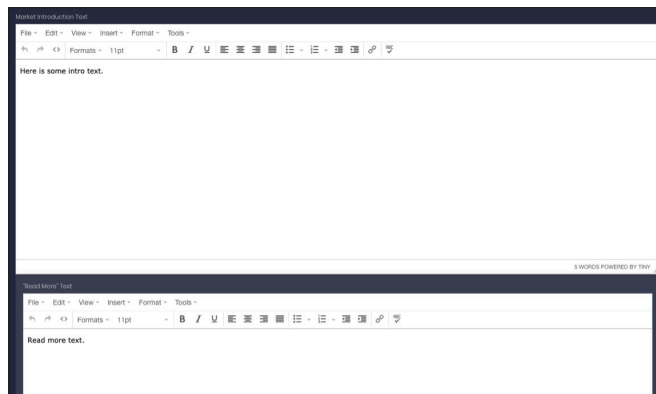
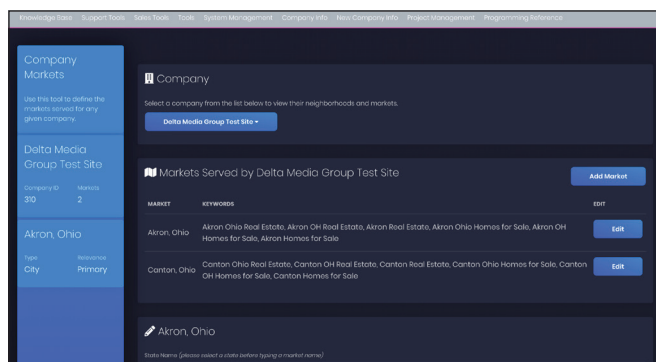
**Jan 20** Delta Media Group added a **“Clear All Locations”** button to the map. The button is only visible when there are locations in the areas section of the search bar. Once you click the button all the locations, polygons, circles, etc... will get removed from the areas section of the search form and the map.



**Jan 20** A new Company Markets interface has gone live for use by the marketing team.

- New improved interface
- New field added to the market form: **‘Read More’ Text**

When this field is filled in, a **‘See More’** button will appear below the market introduction text. When clicked, the contents of the **‘Read More’** field will be displayed.



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**Jan 24** A new **'Change Log'** tab is available on the Admin side of the DeltaNet under **Admin Home > Change Log**.

By default, changes from the most recent week will be shown. Admins can select any week that we have a recorded change log for from the **'Week Of'** box, or they can simply enter a valid ticket mask into the **'Find a Ticket'** box to look for specific changes.

Change Log

Listed below are all of the most recent updates and improvements made to the DeltaNet.

Find a Ticket

Change Log

Week of January 20th, 2020

January 24th, 2020

- UUS-88239-866
  - Sync for Caleb: A new 'Change Log' tab is available on the Admin side of the DeltaNet under Admin Home > Change Log. By default, changes from the most recent week will be shown. Admins can select any week that we have a recorded change log for from the 'Week Of' box, or they can simply enter a valid ticket mask into the 'Find a Ticket' box to look for specific changes.

January 23rd, 2020

- YGM-27868-292
  - Sync for Caleb: Added a new column to the Agent Listings page: 'Internal Name'. This column is searchable and functions exactly the same as the matching column on the Admin Listings page.
- JJK-69434-963
  - Removed link
- WBY-61594-232
  - Changing online domain to 07780.dmgdev.com
- GBD-29464-166
  - Auto submit form when clicking on dashboard icon
- ZQU-91995-981
  - Setting site live
  - Setting subites live
- UCZ-21149-961
  - Setup config variable to opt out customers of inactive agents
- DRK-15346-228
  - Add class btn-danger to publication delete icon
- IPU-14697-324
  - Fixing property access from zip to zipcode
- VMH-78273-616
  - Adding a check for actual status value=5
- BBS-58581-438
  - If no date is no date modified for note, show nothing instead of broken date.
  - If no date has been passed in, set to now by default.

**Jan 24** Firms have been given the ability to choose which ecard templates their sales associates can use. When accessing the ecards page on the AGENT SIDE of the DeltaNET, users with a privilege of 50 (root admin) or higher will be shown an additional button for each template that will allow them to control whether or not that template will show for their agents. There are two possibilities for what the button will be and do. They are based on a system setting, which can only be set by Delta Media Group at this time. The two setting options are **include** and **exclude**.

If set to exclude, all templates will show except for the selected templates. This is the default setting for all customers as it will allow all new templates to be available for their agents unless they themselves choose to remove them.

The include options on the other hand will show only templates that have been chosen by the admin, which means no new templates will be available until added as available.

HEADER (BEAUTIFUL HOME)

Print - Template 362

Category: New Listing

Number of Photos: 6

Keywords: multiple agents, listing, 2 sided flyer

Print - Template 361

Category: Holidays

Number of Photos: 0

Keywords: Holiday postcard, new year, replace image, postcard

DELTA MEDIA GROUP

6527 CHERRY HILL LANE SE / BELLEVILLE, OH \$589,900

Bed: 4 Bath: 3 Full 1 partial Square Feet: 4,332

Melissa Eddy REALTOR® (530) 323-2281 330-493-0350 (office) melissa@deltamediagroup.com (email) http://melissaeagy.com (WEB)

Ecard - Template 354

Category: Holidays

Number of Photos: 0

Keywords: Happy Veterans Day, Holiday, change image

Print - Template 349

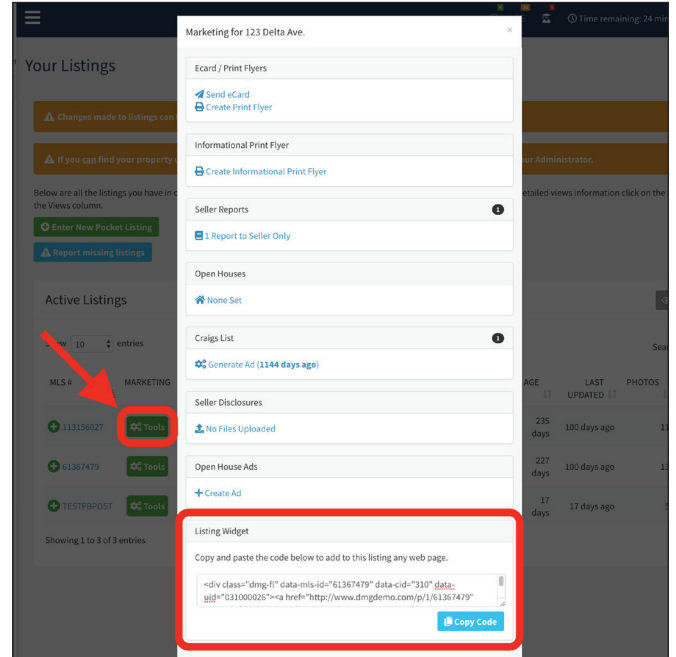
Category: New Listing

Number of Photos: 4

Keywords: door hanger, multiple photos, listing for sale

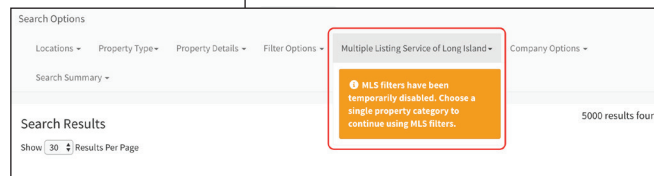
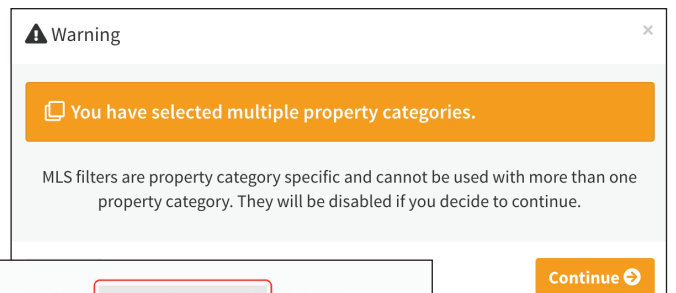
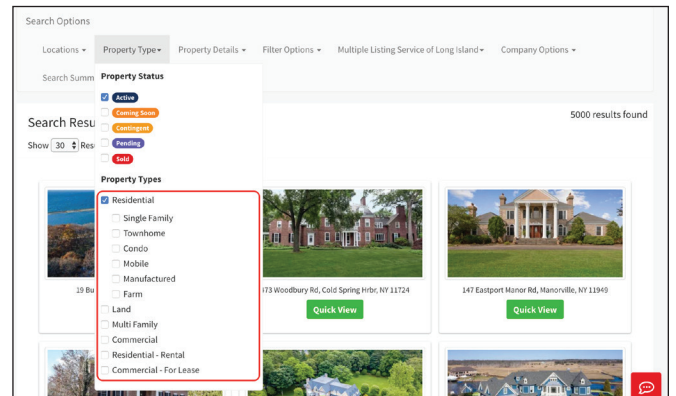
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**Jan 24** Delta Media Group has add a new feature for upgraded agents. This feature gives the sales associate the ability to paste some code on another website to display a listing. On the agents list of properties in the DeltaNET you can get the code from the tools button, and at the bottom of the modal there is a Listing Widget panel where they can copy the code.



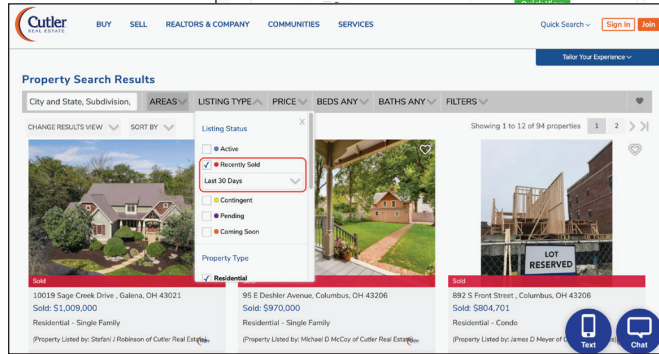
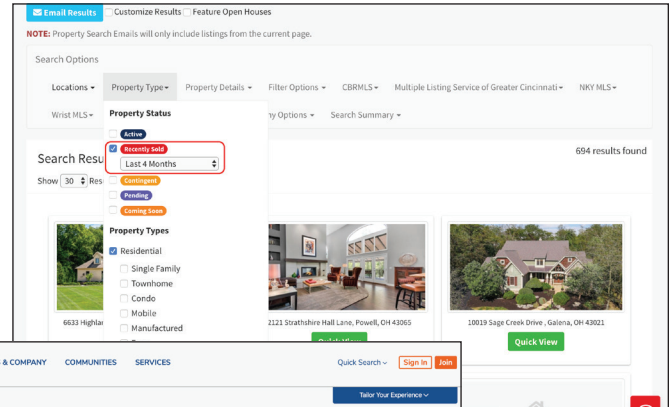
**Jan 27** The DeltaNET property search has been updated to match the property category functionality of the front end property search.

Multiple categories can now be selected at a time. When two or more categories are selected, the user will be met with a warning regarding MLS filters. All MLS filters will be disabled when more than one category is selected.



# NEW FEATURES | JANUARY 2020

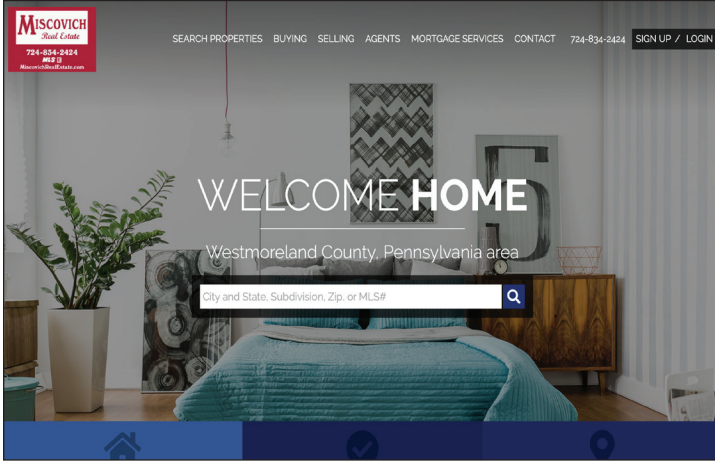
**Jan 31** A new time range filter has been added to the standard front-end search results pages, as well as the DeltaNET property search pages. This new filter will appear when 'recently sold' has been selected as a property status. It will allow users to limit how long ago listings were sold in the result set.





# SITES LAUNCHED

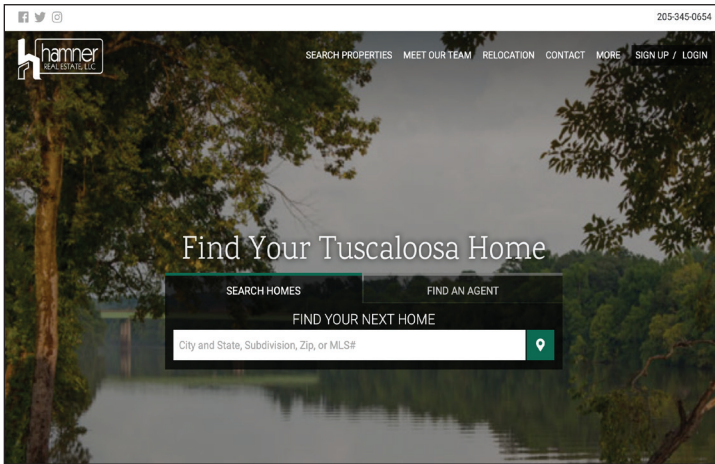
JANUARY 2020



January 7, 2020

Miscovich Real Estate

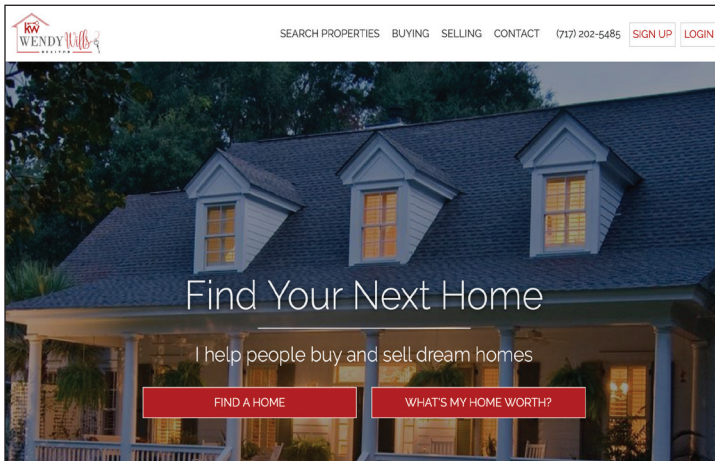
www.miscovichrealestate.com



January 7, 2020

Hamner Real Estate

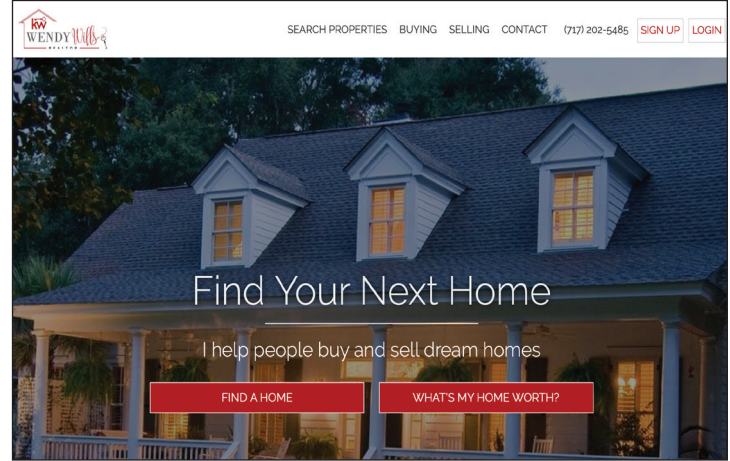
hamnerrealestate.com



January 13, 2020

Wendy Wills - Keller Williams Realty

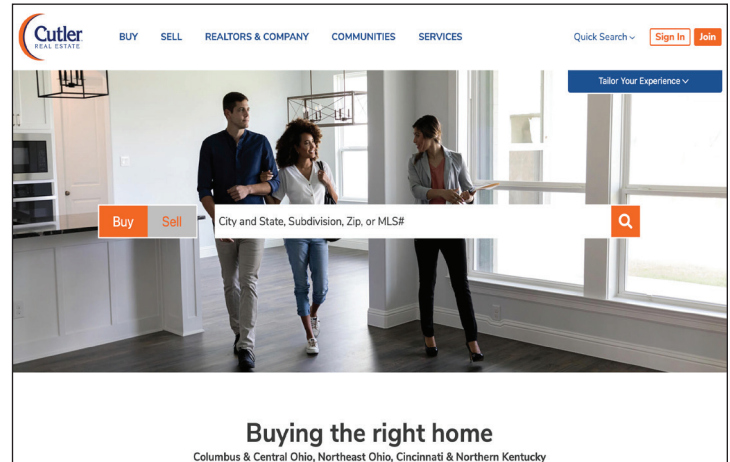
www.wendywills.com



January 13, 2020

David Pastore - Clocktower Realty Group

www.homedave.com



January 15, 2020

Cutler Real Estate

www.cutlerhomes.com