

### Don't Fumble the Handoff

Creating a Smooth Move In Process

#### Move In is Stressful





# How long after move in until new residents decide to renew?





## 5 seconds







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#### Objective

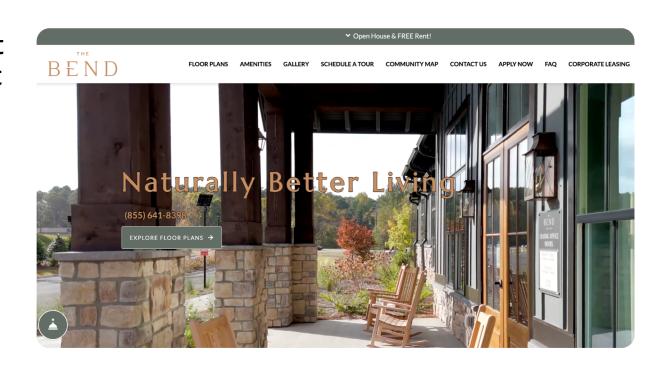
Learn how to ensure Marketing and Ops work together to create a seamless renter journey from lead-to-lease while maintaining the integrity of your brand throughout





What would you expect the experience to be at this community?

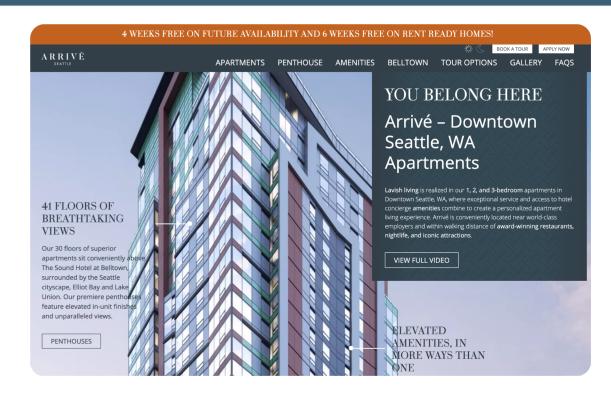






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#### Turn Your Brand Values into a Brand Experience

- Work with Sales to make your values real
- Get buy-in from Ops to maintain the experience





#### Communication is Key

- Consistency through all touchpoints, channels, and people
- Internal communication is just as important as communication with prospects/new residents
- Educate new residents on technology and emergency info via multiple touchpoints and channels





#### **Keeping Automation Authentic**

- Find the balance between human vs automated/Al
- Reassure site teams of their importance and reasons for implementing automation
- Human touch will ALWAYS be central to the experience





#### Now it's your turn!

Do your property websites match their lived experience?

