



Accsell Realty
Agent Size: 20-50.

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ACCSELL REALTY

How One Brokerage Went Paperless

The Challenge

A More Efficient Way to Process Transactions?

For Broker Blair Campbell, the motivation behind going paperless was threefold: be more efficient, reduce the risk of compliance issues and centralize transaction processing for the entire brokerage. Though the desire to go paperless was a few years in the making, Accsell fully committed to the move in January 2017.

The challenge was finding the right technology partner in the paperless space and then sticking with the commitment to become a paperless brokerage.

The Solution

As a long-time customer of Lone Wolf Technologies, Blair knew exactly where to turn to first. "Lone Wolf is the industry standard. We have been with them since we opened. Their technology is well-developed and real estate-centric, so loadingDOCS [their paperless transaction product] was a natural place to start."

Blair noticed immediate benefits from loadingDOCS. The biggest advantage Accsell experienced was how easy it was to confirm that the requirements for a transaction had been satisfied. The entire brokerage also noticed a significant boost in convenience. Whether it was Blair reviewing and approving transactions on his phone, or his admins uploading documents from multiple offices into one system, loadingDOCS was easy to use which made the solution the right choice.

The Results

Time Savings. Compliance Assurance.

In the first 6 months of using loadingDOCS, Blair has seen a noticeable, consistent value-add for the business.

With loadingDOCS, documents are immediately available with a quick search, saving time and allowing multiple people from different locations to access electronic documents simultaneously. For Accsell, a brokerage with multiple locations, being able to centralize transactions like this has been a game changer.

Said Blair, "loadingDOCS and Lone Wolf have truly helped to both minimize how often and how long it takes to chase down documents from agents, [and have also helped] reduce the risk of being non-compliant due to document version control processes."

With Lone Wolf as his technology partner, Blair has realized his vision of a paperless brokerage, streamlined processes from agent to admin to broker, and created efficiencies all the way around.