BoldSign
By Syncfusion

GRAY MATTER REALTY

Just the Right Fit with BoldSign



Introduction

Nate Phillips is the owner of Gray Matter Realty. The company deals in many sorts of real estate transactions, including long-term rentals, property auctions and flips, and Section 8 housing. Nate also mentors new real estate agents, teaching them how to navigate the industry and local markets.

Challenge

Nate's work involves a lot of paperwork that needs a lot of signatures. Being a modern company, Gray Matter Realty wanted a digital solution from the get-go, so they went with the brand they'd heard the most about—Docusign. It worked well enough for their basic needs, but they felt that the price was too steep for features that did not leave them awed.

They began searching Google for an alternative, trying out options like PandaDoc, but always finding the features lacking in some way. "So, I'm like, there's got to be a better platform out here," Nate said.

Solution

And there was. Nate came across BoldSign® and was immediately impressed that he could send 25 signature requests before having to pay a penny. It was a no-brainer to try it out.

"So, I made an account, and I haven't looked back since," he said.

Industry
Real Estate

Product used
BoldSign®

Region
United States

Use case
With BoldSign you could do up to 50 signatures without any fee or any anything. It also notifies me immediately if they viewed it and also signed it.

Results

Nate loves BoldSign and uses it on an almost daily basis. He's very impressed by the feature set and how user-friendly the interface is.

"All the features are on par. Lots of them are ones I didn't think that I would need in a platform, but now that I have had them, it would be really hard to go without them!" Nate said.

One of his favorite features is the autoreminder. It notifies him immediately if customers view or sign a document. If he knows that they viewed it, but didn't sign it, he can wait a day or two and then follow up with them to see whether they have questions. It lets him know when a customer might need help without them reaching out, aiding communication and allowing him to streamline his workflow.

Nate enjoys the fact that he never has to explain how to use BoldSign to his customers because it's so intuitive to use. He also loves the revoke feature, which lets him make adjustments to documents and resend them.

Conclusion

When Nate is teaching his students about real estate best practices, an introduction to BoldSign is now always in the curriculum. "It has elevated my business, as well as all my students' businesses, in nothing but a positive way," he said. "So, yeah, it's been awesome."

If your work involves collecting signatures, try out BoldSign to see how much easier the platform can make your document workflows.Start a **free trial** or sign up for the free **Essentials plan** to start with 25 signature requests a month.