



*“WebEx WebOffice is a service that will grow with your company. I highly recommend it for small companies like ours that want their own intranet, but don't have the budget to buy a server or hire an IT professional.”*

— Anthony Cooch, Principal, Stonebridge Title, LLC

## WebEx WebOffice Increases Efficiency 50% for Real Estate Settlement Company



### INDUSTRY

Real Estate

### SUMMARY

Stonebridge Title, LLC, a real estate settlement company, uses WebEx WebOffice to schedule meetings and track the status of orders for titles. It also relies on WebOffice to manage contact information for mortgage brokers, lenders and realtors.

### ABOUT STONEBRIDGE TITLE, LLC

#### Line of Business

Real Estate Settlement

#### Headquarters

Fairfax, VA

#### Number of Employees

7

WebEx WebOffice User Since 2004

### Customer Business Profile

Stonebridge Title, LLC, in Fairfax, VA is a real estate settlement company. Its full service title and escrow capabilities include: Title insurance; resolution of title issues; electronic document processing; acquisition of surveys; title search and examination, and notary public service.

### The Situation

Stonebridge Title, LLC, had been using the Yahoo Calendar to manage its agents' schedules. “Yahoo didn't work very well for us, but we still needed a hosted service, because we don't have the budget to buy a server or hire an IT professional. So, I searched the Internet for another online calendar and found WebEx WebOffice,” says Anthony Cooch, Principal of Stonebridge Title, LLC.

### The Solution

Stonebridge Title, LLC, chose WebEx WebOffice to manage its agents' schedules, and also discovered that WebOffice could be used to track the status of orders for titles, and to manage contact information for mortgage brokers, lenders and realtors.

### The Benefits

“We strive to make the complex settlement experience a seamless, error-free

transaction for every party involved: Clients, mortgage brokers, lenders, and realtors. The WebOffice Calendar and Database Manager help us do that very efficiently, and have helped us grow our company,” Cooch says.

One important aspect of the firm's service offering is flexibility in closing times and locations — something the WebOffice Calendar helps maximize.

Stonebridge Title uses the WebOffice Calendar to schedule all meetings and track where everyone is. “Because of the growing volume of both residential and commercial real estate settlements that we handle, readily tracking and scheduling all 7 members of the firm with WebOffice allows us to be 50% more efficient than we were before,” Cooch says.

Stonebridge Title is using the WebOffice Database Manager to track the status of all orders for titles. “It's great for that. There are lots of different steps in this process, and the WebOffice database allows us to track them all and share that information among our group. And, WebOffice is very easy to use.”

Stonebridge Title also uses WebOffice to track contacts. “Cultivating ongoing relationships with mortgage brokers, lenders and realtors is very important

to our business. Having an efficient way to manage all that contact information is extremely helpful," Cooch said.

"We were a firm of only 2 people when we started using WebOffice, two years ago, and as we've grown, WebOffice has grown with us."

“*Cultivating ongoing relationships with mortgage brokers, lenders and realtors is very important to our business. Having an efficient way to manage all that contact information is extremely helpful.*”

— Anthony Cooch, Principal, Stonebridge Title, LLC

## HIGHLIGHTS

- The WebEx WebOffice Calendar allows Stonebridge Title, LLC, to be more efficient in scheduling all meetings. As a result, Stonebridge can easily handle an increasing number of residential and commercial real estate settlements.
- Stonebridge Title, LLC, uses the WebEx WebOffice Calendar to maximize its flexibility in offering choices in closing times and locations to clients.
- Stonebridge Title uses the WebOffice Database Manager to track the status of all orders for titles and share that information with all agents instantly.
- Stonebridge Title is using WebEx WebOffice Contacts to manage the contact information of mortgage brokers, lenders and realtors.

