0:0:5.949 --> 0:0:25.629  
Brian Dunn  
Hey, good afternoon everybody. This is Brian from TAMCO. We're just getting kicked off here. So appreciate everybody joining on for the session today. I'm just letting everybody into the meeting. So appreciate you guys join on this Wednesday afternoon. So today we're excited we're we're pairing up with Rachel from Company Cam to take us through some product highlights and talk to us about what Company Cam.

0:0:25.789 --> 0:0:44.189  
Brian Dunn  
Offers to contractors. So First off, we'll hit this legal notice to just to let everybody know. So we will record these sessions. There's a couple of benefits to that obviously. So we're going to make this content available through the Edge platform, which is great. We'll also be back in contact with you guys that are able to join the call today.

0:0:44.189 --> 0:1:3.949  
Brian Dunn  
Just to thank you for your time and and again to to make all of your questions and summary of what we're going to talk through available. So these this is you know a session is led by Company Cam. So they're one of our key affinity partners here at TAMCO for our certified contractor program. So we're excited for the message that they're going to share. We went through you know we'll go.

0:1:4.69 --> 0:1:23.509  
Brian Dunn  
Through brief introductions here in just a moment. We talked about recording participation. You'll notice that as you get into the session here today, we don't have like a live video or chat function, but we do have a Q&A function that's enabled. So across the top bar you're going to see Q&A is just like the second button in. So I'd encourage all of you guys as you're listening and hearing from Rachel.

0:1:23.989 --> 0:1:43.429  
Brian Dunn  
Today and the conversation that we got going on, please feel free to drop those questions over into into there and I'll raise them throughout the conversation. So if there's something that's relevant to what Rachel's talking about, points that John's bringing up, we'll bring that in and then we'll have a dedicated period at the end of the conversation to kind of circle up on everything that we talked about and to.

0:1:43.629 --> 0:2:3.269  
Brian Dunn  
Raise questions there. So please take advantage of that function. And with that, you're gonna see some familiar faces here. Obviously we've got John, our Director of Contractor Engagement, and then Rachel, who is representing Company Cam as a strategic partner lead. So really excited to have this conversation here today.

0:2:3.469 --> 0:2:17.109  
Brian Dunn  
Talk about one of our key affinity partners and just to talk about all the different, you know, assets that Company Camp provides and how you can help grow and streamline your business frankly. So with that, Rachel, I'll turn it over to you. I'll let you share your screen and we'll we'll jump into it.

0:2:17.469 --> 0:2:33.109  
Rachael Rudel  
Awesome. Thank you, Brian. I'm really happy to be here. I'm going to go ahead and share my screen right now. If there are comments, like Brian said, like I'm happy to answer any questions during the presentation. If I don't see the comments, Brian, please, please cut me off at any time.

0:2:33.629 --> 0:2:34.429  
Brian Dunn  
Got it.

0:2:33.989 --> 0:2:35.269  
Rachael Rudel  
All right.

0:2:39.629 --> 0:2:39.749  
Rachael Rudel  
OK.

0:2:46.909 --> 0:2:55.29  
Rachael Rudel  
All right. Can everyone see my screen? Can you guys see my screen? Wonderful. I'm so used to Zoom, not Google Meet. So well.

0:2:49.789 --> 0:2:50.869  
Brian Dunn  
Yep, we got it.

0:2:56.989 --> 0:3:16.349  
Rachael Rudel  
Again, my name's Rachel. I'm with Company Cam. I'm the Strategic Partnerships Manager for Company Cam and just really, really happy to be here. And we're very, very proud partners of TAMCO and we're just here to help build our partnership with TAMCO and that means helping on.

0:3:16.429 --> 0:3:20.749  
Rachael Rudel  
You as contractors build your business as well and supporting you in any way possible.

0:3:21.949 --> 0:3:39.709  
Rachael Rudel  
So what is Company Cam? So Company Cam first and foremost is a photo first job site communication app built for contractors like yourself. So it helps crews, office staff and homeowners stay on the same page and making it really easy just to capture and organize photos.

0:3:41.629 --> 0:3:56.549  
Rachael Rudel  
Document projects from start to finish and streamline workflows. Um, those are kind of the bread and butter of everything that Company Cam does. However, we have added a lot of new features and a lot of things that don't um, you don't like really we don't market too much about Company Cam is um.

0:3:56.829 --> 0:4:6.469  
Rachael Rudel  
Also just helping protect against warranty and insurance issues and using marketing tools that we haven't just launched to help actually help you get and win more businesses.

0:4:11.989 --> 0:4:31.789  
Rachael Rudel  
So some of the common industry challenges, which you all you all know, right? So no standardization and documentation. So every contractor knows the struggle. Photos and notes just scattered across phones, texts, emails without really a standard way to document jobs and detailing through the cracks and when your teams are spending more.

0:4:31.869 --> 0:4:48.709  
Rachael Rudel  
Time chasing information than actually doing their job and finishing the work. Then there's the lack of job visibility. So when you can't really see what's happening on the job site in real time, small mistakes turned into really big problems. So you get missteps, miscommunication.

0:4:41.29 --> 0:4:41.269  
Jon Abernathy  
Thank you.

0:4:49.149 --> 0:5:8.829  
Rachael Rudel  
And then extra chips out to the job site, which ultimately just cost you a lot of time and then cost you a lot of money. Then time-consuming practices. So contractors we've noticed often spend hours at the end of the day uploading photos, organizing folder folders, or even writing reports. I just talked to a contractor.

0:5:8.909 --> 0:5:24.989  
Rachael Rudel  
A week ago about at a really nice event that he was being honored at, but he had to jump out early because he had four hours of work that he had to do just on building reports for insurance and claim purposes. And we presented him with Company Cam and told him, hey, like.

0:5:25.69 --> 0:5:44.469  
Rachael Rudel  
You should be spending your time right now focusing on the ones that are highlighting you, your loved ones, and just enjoying life and the time right here and being present versus spending hours that Company Cam could have saved him on these reports. Literally, yeah, 4 hours Company Cam could have done it within 10 minutes.

0:5:44.669 --> 0:5:48.469  
Rachael Rudel  
Minutes. We did sign him on right then and there too.

0:5:47.189 --> 0:5:47.229  
Jon Abernathy  
I.

0:5:48.29 --> 0:5:48.509  
Brian Dunn  
Mhm.

0:5:50.749 --> 0:6:4.149  
Rachael Rudel  
All right. So does any of this sound familiar? So you're constantly texting back and forth on a job. So whether you're in the office trying to get a hold of your Superintendent or you're the Superintendent trying to get a hold of your crews.

0:6:5.349 --> 0:6:23.349  
Rachael Rudel  
And then downloading images from text, emails, WhatsApp, probably Dropbox or Google Drive. And now, even after downloading those photos, if you didn't forget them or lose them already, you're having them to manually upload them back into your CRM system.

0:6:23.469 --> 0:6:39.629  
Rachael Rudel  
Or let's say like the office folks, they're having to sort through all the random photos your crews are uploading, like when they accidentally uploaded a project from Texas from five years ago instead of into Bob's residential roofing product from Nebraska.

0:6:39.749 --> 0:6:55.829  
Rachael Rudel  
I used to be in roofing, so I worked on the office admin side and I can't tell you how many times I've had to look through data form and try to reorganize all the folders because the crews got confused on which job site they had uploaded it and then trying to find projects.

0:6:56.349 --> 0:7:6.469  
Rachael Rudel  
Photos buried somewhere in your camera roll, so you're pretty much mixing Billy's graduation pictures with a close up damage of some gutters and downspouts. Easy mistakes.

0:7:7.389 --> 0:7:23.549  
Rachael Rudel  
And then tracking down important documents, right? So you're spending hours to try to find a document in your CRM on your Google Drive. Or I mean, no judgment, I still do it like flipping through paper files in the office. So again, just wasting a lot of time.

0:7:13.789 --> 0:7:13.909  
Brian Dunn  
OK.

0:7:25.789 --> 0:7:44.689  
Rachael Rudel  
I won't spend too much on time on this slide, but it's pretty much like the downstream effects, which you already know. It's inconsistent documentation or none at all that can affect you when it comes to not having documentation for legal purposes for insurance and claims, right?

0:7:44.989 --> 0:8:1.629  
Rachael Rudel  
And then crews in the field are spending 10 to 20% of their day on documentation. And they're trying to be someone who can make photos look pretty. They're trying to be an Instagram influencer when they really just need to be doing their job. And that's a lot of time wasted on their half and a lot of money you're wasting on them.

0:8:1.949 --> 0:8:13.829  
Rachael Rudel  
And then bottlenecks slowing down the projects and timeline. So bad communication or no communication at all. Again, leading to small little mistakes that lead into really, really big mistakes.

0:8:18.149 --> 0:8:20.309  
Rachael Rudel  
So the fun part, the solution.

0:8:22.829 --> 0:8:37.309  
Rachael Rudel  
So this is Company Cam on one geolocation. Right when you get to a site, you find the app, you open it and your project is at the top of the list. And then once you start taking those photos, you know exactly who took them.

0:8:37.869 --> 0:8:57.429  
Rachael Rudel  
And what time of day they took them at. So it's date and time stamped. And then right when you take a photo, it's automatically saved in our cloud technologies. So I actually like had a call with one of my clients the other day and I was asking how much they were paying for storage and they were a big, big roofing.

0:8:57.629 --> 0:9:14.989  
Rachael Rudel  
Commercial roofing company and they were using Salesforce and apparently Salesforce was charging them over 10K a year just for storage. Well, really great thing with Company Cam is we don't store you a single thing. You can use Company Cam to store as many photos and documents as you want and.

0:9:14.989 --> 0:9:33.309  
Rachael Rudel  
That's unlimited. But then on top of all that, as soon as you take a photo, it is actually uploaded in real time on the desktop. So if you're a Superintendent on the site taking a photo of a close up of a shingle that needs to be replaced or a square of shingles that need to be replaced.

0:9:33.389 --> 0:9:44.949  
Rachael Rudel  
As soon as you take that photo, it's automatically uploaded into the office where your PM sees it and everyone gets those live updates so they can make those immediate orders and reach out to the your distributors.

0:9:46.349 --> 0:9:48.69  
Rachael Rudel  
Or manufacturers like Tamco.

0:9:52.989 --> 0:10:9.669  
Rachael Rudel  
Real time progress. So every time again a photo is taken on site, it's instantly synced to the office computer and this visual gives you a little bit of an idea. So giving contractors, auditors and state monitors real time visibility.

0:10:9.709 --> 0:10:21.469  
Rachael Rudel  
To make decisions on the fly. So it's like the next best thing to Facebook on a roof, but only 100 times safer and without the need for a real FaceTime conversation.

0:10:25.149 --> 0:10:45.69  
Rachael Rudel  
Everyone loves this one. This is probably one of my favorites as well. Draw and taking annotations. How many times like obviously you don't need to raise your hand or answer, but how many times like have you sent a photo as a Superintendent, as a crew, you sent a photo of something on the roof that needs to be fixed and you send it to your office admin and they're like.

0:10:45.149 --> 0:11:3.749  
Rachael Rudel  
Like what in God's name did you just send me? Or vice versa, right? This way you can actually show point out what needs to be fixed, where the issue is actually at. And again, this is all in real time, so everyone in the office is getting the exact same updates.

0:11:4.29 --> 0:11:12.189  
Rachael Rudel  
Then you can also add again text to the photos. It's also a fun way to communicate to your crews and have a little fun with the app.

0:11:12.829 --> 0:11:13.189  
Rachael Rudel  
Yeah.

0:11:14.949 --> 0:11:33.789  
Rachael Rudel  
And then comments and communication. One of the biggest thing is communication on projects. So with our comments and communication features, you're actually allowed to tag people in specific photos and have these conversations internally on company Cam. So there's no more.

0:11:34.229 --> 0:11:53.629  
Rachael Rudel  
Texting on your phone or using WhatsApp or your e-mail or I know many companies that use all three and they get so disorganized with their line of communication because there's not just one source that again, they start making those small mistakes that lead into those bigger mistakes. So again, Company Cam is here to keep.

0:11:53.669 --> 0:12:2.709  
Rachael Rudel  
The the conversation in one app, one place. That way you can use your text, your emails, your WhatsApp for all your personal use.

0:12:10.109 --> 0:12:26.69  
Rachael Rudel  
And then easy manage, easy to manage SOP. So whether you're new to a job or a seasoned expert, or even just someone who's never really touched a shingle in their life, a checklist is essential. So well.

0:12:26.509 --> 0:12:41.869  
Rachael Rudel  
Pretty much because everyone makes mistakes. Company Cam really helps you organize your standard operational procedures by organizing everything, making it visual and easy to follow so your whole team truly stays on track.

0:12:42.469 --> 0:12:58.789  
Rachael Rudel  
Why is this obviously important? Because fewer costly mistakes and SO PS help with catching issues early like forgetting under alignment or misnailing, which then in the future could actually lead to costly repairs or claims down the line.

0:12:59.749 --> 0:13:19.69  
Rachael Rudel  
So I actually had a crew when I was working for my when I was in a roofing company as a PM, a crew actually forgot to install a starter strip of shingles because it wasn't really, it wasn't listed on their checklist and they actually never used the checklist because they were experts.

0:13:19.69 --> 0:13:33.709  
Rachael Rudel  
It's 20 years in the business, but months later the homeowner files a warranty claim for a shingle blow off. And obviously the manufacturer denies it because it was our problem. It was improper install that voided the warranty.

0:13:42.349 --> 0:13:58.389  
Rachael Rudel  
So easy to search. So I can't tell you how many times my Superintendent would call me asking me to text him a shingle color installation PDFs or any other documents he really couldn't find in our in a CRM that we used.

0:13:59.149 --> 0:14:12.149  
Rachael Rudel  
Because it was really, really difficult to navigate. But with Company Cam, all that info is right there in the project, quick to find, easy to access and really was no longer an issue.

0:14:13.909 --> 0:14:15.149  
Rachael Rudel  
Oh, didn't play the video.

0:14:23.29 --> 0:14:38.629  
Rachael Rudel  
And again, we actually love using labels to organize projects. So let's say you wanted to filter out a specific project that had Tamko's specific shingle. You're able to create your own label and then filter out all your projects that use that specific shingle.

0:14:39.149 --> 0:14:47.709  
Rachael Rudel  
Really helpful when you wanna market some of those photos onto your website using Company Cam, which we can get into later.

0:14:52.69 --> 0:15:11.149  
Rachael Rudel  
And one of the most fun ones is videos and video walkthroughs. So being able to capture a video with a face present, it's a way to interact with your customers and show that a live person is working on the project. It builds that.

0:15:11.469 --> 0:15:29.429  
Rachael Rudel  
That trust with your customers and again is another great way to market your business. And this also allows you to explain in person, face to face or just by sending these videos of why you're doing the work and having that face explanation of that why.

0:15:33.69 --> 0:15:41.29  
Rachael Rudel  
On just some just some numbers won't really touch much on these, but um, true real impact that you can count on so.

0:15:42.269 --> 0:16:1.349  
Rachael Rudel  
Rely on roughing, save 50K a year in employee cost because when they use Company Cam, for example, their Superintendent crews no longer had to focus on going back to the job site to take photos that they missed for the office admins and for the PMS. So that saved them a lot of time.

0:16:1.869 --> 0:16:18.389  
Rachael Rudel  
36 hours BK restoration saved a month because they actually use Company Cam and it helped them save time on so many things that allowed them to actually do their job and move on to other projects and make more money in the end.

0:16:20.149 --> 0:16:26.389  
Rachael Rudel  
So my favorite one is AHC, just as company Cam is 10 times worth the cost. We're pretty affordable.

0:16:29.149 --> 0:16:43.829  
Jon Abernathy  
Yeah, I love the I was gonna chime in and say I really love the the checklist or playbooks or whatever cause you know when you bring on new sales reps and anybody on the call that has you know worked in the the roofing owner realm at a at a high level with a lot of sales reps.

0:16:44.189 --> 0:17:0.869  
Jon Abernathy  
They tend to miss a lot. So like when they're out doing their initial inspections, they miss a lot. So I've been with Company Cam, I think as a roofing contractor since the beginning and just to watch it evolve over the years and add the things that that really are valuable to contractors has been very impressive to see, but also.

0:17:0.989 --> 0:17:20.509  
Jon Abernathy  
How much drive time and and and go backs it it it saves the crew or the sales Rep or whoever's initially documenting a job site just by being able to follow that checklist of whatever you decide that is as a as a owner or operator. And then you know something I was thinking along the lines of how much money company can actually.

0:17:20.909 --> 0:17:35.589  
Jon Abernathy  
Truly saved me as a business owner. Whenever a homeowner would come in and say, hey, you know, because homeowners never really look at their roofs until they get a new one. And I don't know how many times over the years I'd have homeowners sitting in my office and they would be like, hey, I hate to tell you, but you guys tore up my gutters.

0:17:35.949 --> 0:17:50.949  
Jon Abernathy  
So we would go back because we had the checklist, look at the the the gutters before the job was done and be like, hey, look, that was already there. So you know, if that saved me twice a year of having to replace gutters, being transparent with a homeowner, it paid for itself 10 times over.

0:17:52.189 --> 0:18:8.229  
Jon Abernathy  
And it did. It was more than twice a year and and or you know also just being very transparent and understanding that if we did do some damage, then we could go back to the crew that done the job and it protected the company, our company to say, hey look, this is a photo that was timestamp. I love that.

0:18:8.589 --> 0:18:28.509  
Jon Abernathy  
Before you done the roof and this is right after on our final inspection that the roof was complete and you and you absolutely did damage Mrs. Jones's gutters. So we were able to be transparent with the homeowner and there's not one time. Now if I wouldn't have had access to those photos, I would have been replaced in there, you know a bunch of gutters that year, right or over the years. But having that the transparency and access of the photos you would.

0:18:28.509 --> 0:18:48.349  
Jon Abernathy  
You just see the homeowners go, oh, this company's got their their stuff in a row and and you would they would just fold and be like, OK man, we are, we were right. We just didn't look up. So I mean how about what is that worth? It's worth a lot. Just something I want to chime in on and say that that I would say if I had to make a statement here, I would say company Cam for the cost of of.

0:18:41.69 --> 0:18:42.29  
Brian Dunn  
Yeah, absolutely.

0:18:41.549 --> 0:18:41.749  
Rachael Rudel  
Yeah.

0:18:48.349 --> 0:19:1.629  
Jon Abernathy  
Company Cam is valuable just because if you're doing the right things and using the tool the right way, it will save you 10s of thousands of dollars and homeowners coming back and saying you tore this up when you didn't and getting the right photos. So valuable stuff.

0:19:2.629 --> 0:19:19.69  
Rachael Rudel  
Agreed. I I wish we utilized company Cam at my last company, but there was even instances where we got screwed on a project because we didn't have photos after a project of the grass on where we did the re rough.

0:19:19.629 --> 0:19:39.349  
Rachael Rudel  
Just to check if there were any nails left over. And I know my guys, they clean that up like no other, but we didn't have proof. And the girl, the woman that we did the rewrote for ended up calling us a week later and saying that her dog was in Uh because he stepped on a nail. So we not only had to pay for the entire.

0:19:39.549 --> 0:19:55.389  
Rachael Rudel  
Like dog's Uh visit, which was hefty. We also had to give her pretty much every penny back from the roof. And so whether it was a simple mistake or not, we didn't have any proof to back it up, so.

0:19:55.709 --> 0:20:1.29  
Rachael Rudel  
It's something again, yeah, it would have saved us a lot of time and a lot of money if I had company Cam.

0:20:0.909 --> 0:20:19.909  
Jon Abernathy  
Yeah, and photos are worth 1000 words. So like, that's what I've always told everybody. Like if you're not documenting everything from the initial call, the sales Rep goes out all the way through the production of the roof, which you know, like you said, I love the videos. You know, it's it's it's an awesome sales tool to go up on a roof and really find the pain points and be able to document.

0:20:10.669 --> 0:20:11.29  
Rachael Rudel  
Yeah.

0:20:20.69 --> 0:20:38.109  
Jon Abernathy  
Be able to document it and then take it down, put it in front of homeowners. This is something I used to do. I would go make the video, take my tablet or whatever, set it in front of the homeowner and let them watch the video. And then I would look at their face. I didn't even watch the video. I'll watch their face. And as soon as I'd see them go, oh, I would know that it was a pain point that they had. And that's what I would focus on.

0:20:38.109 --> 0:20:55.949  
Jon Abernathy  
Going into closing the job. So there's so many things you do with the videos and it's also very transparent. So like doing that video in my opinion before and then doing it after the job just to show what you've done and throughout the process of just taking those photos and getting that filed to the homeowner just shows transparency. So a lot of people you do the roof and they're at work.

0:20:56.509 --> 0:21:16.189  
Jon Abernathy  
And and you can literally mitigate any homeowners calling you curious if you actually don't what you said, if you do the proper documentation and just slide that. That's one thing all about company. Can you go in and click a couple buttons and you can text it right to the homeowner, the whole file of everything that happened that day. And that's a very transparent way of doing business. They don't have to get on the roof and wander because every angle of.

0:21:10.549 --> 0:21:10.709  
Rachael Rudel  
M.

0:21:16.189 --> 0:21:19.389  
Jon Abernathy  
Everything you've done all day is documented and sent to them in a file.

0:21:20.629 --> 0:21:40.269  
Rachael Rudel  
Yeah, the communication is huge, not only within your team, but also to your customers. And we do have this collaboration link where you have many options of sharing just a timeline of photos to a homeowner to show them what's happening, who's working on what project, who took what photo again, date and time stamped.

0:21:22.629 --> 0:21:23.389  
Jon Abernathy  
Nothing.

0:21:40.549 --> 0:22:0.29  
Rachael Rudel  
And by the person who took it, but without like really any access to the project. But then you also have, let's say if you're sub, subbing a crew, you're able to give them access to that company Cam project and allow them to take photos in it too. And they don't need to be, they don't need to pay for company Cam, they just have to like sign up.

0:21:51.869 --> 0:21:52.429  
Jon Abernathy  
Mhm.

0:22:0.749 --> 0:22:9.189  
Rachael Rudel  
And utilize the app and help with that project as the project is going on. But again, you have full control. That's the best part.

0:22:9.869 --> 0:22:29.669  
Jon Abernathy  
Yeah. And you can also send out, I don't, you know, we've done that before too. We've done that before too, where you could go in and just send them the link and they can literally watch in real time as the roof went on, as people took photos. I thought that was pretty cool. So there's nothing better than being transparent with your customers and homeowners. There's not a better way than to give them that company Cam link and just let them kind of follow that project along.

0:22:20.829 --> 0:22:21.429  
Rachael Rudel  
Yeah.

0:22:29.869 --> 0:22:44.509  
Jon Abernathy  
And it's like, hey, everything I told you we were gonna do in your roof, we done. Here's the documentation. Here's the photos, here's the videos. And man, you want to talk about winning their hearts and minds over it. Then they're telling their neighbors, man, this company's doing something that nobody else is. And it's very, very transparent. We trust them 100%.

0:22:44.829 --> 0:22:50.909  
Rachael Rudel  
And the trust thing's huge in the roofing industry. People don't trust roofers. It just is what it is.

0:22:47.749 --> 0:22:48.149  
Jon Abernathy  
Yes.

0:22:49.869 --> 0:22:50.309  
Jon Abernathy  
Good.

0:22:51.749 --> 0:22:51.909  
Jon Abernathy  
No.

0:22:51.869 --> 0:23:11.709  
Rachael Rudel  
Keep it going. All right, so why it works? Honestly, the main thing I want you all to get out of this is if you have two thumbs and know how to work your camera app on your phone, you know how to work Company Cam. It's as simple as that. It's easy.

0:23:11.709 --> 0:23:31.69  
Rachael Rudel  
To use reliable and secure automatic organization, streamlines communication very easy like we talked about to share and even find photos and then pardon me, completely and unlimited documentation with our cloud.

0:23:31.349 --> 0:23:31.749  
Rachael Rudel  
Storage.

0:23:34.389 --> 0:23:48.869  
Rachael Rudel  
And another thing I do want to point out, a lot of you are like, well, I already have a CRM system. I have so many other integrations that I'm already utilizing. We like if you if you named them, we probably integrate with them. We as of now.

0:23:49.469 --> 0:23:59.189  
Rachael Rudel  
Gosh, I think the last time I did the presentation we had about 60 and then a week later we had about 70. I'm guessing we're well over.

0:24:1.509 --> 0:24:20.469  
Rachael Rudel  
Maybe over 90 now, different integrations. So and the list just continues to grow. So some of the main ones that are coming is Dataforma is a huge one that's coming, but the ones that are really big for you are going to be Roofer, Job Nimbus, Jobber, HubSpot and Salesforce.

0:24:21.69 --> 0:24:30.149  
Rachael Rudel  
So if you do have questions about that, I'm gonna be honest, like if you ask me an integration and I didn't know, we probably are still integrated with it.

0:24:30.189 --> 0:24:35.389  
Brian Dunn  
Rachel, do you know there was a question in the chat? Do you happen to know if there's an integration to Acculinks?

0:24:35.229 --> 0:24:40.949  
Rachael Rudel  
Yes, we do have an. They're one of my favorite partners. So yes, yes.

0:24:41.589 --> 0:24:56.629  
Brian Dunn  
OK, great. So for the for the person that asked the question about that, if there's any following questions that you had any specifics about it, feel free to to follow on with with that piece of it. But yeah, I I was confident that you did based on you know your your comment there about 90 integrations, but yeah, that's great.

0:24:42.349 --> 0:24:42.549  
Rachael Rudel  
Yeah.

0:24:57.869 --> 0:25:14.149  
Rachael Rudel  
And if you do do have like any more questions that maybe you don't want to pop up on this webinar on the series, I will also and it'll be in this next slide as well. My e-mail is on here. Nope, it's not on here. How do I put in my e-mail?

0:25:14.669 --> 0:25:16.829  
Rachael Rudel  
'Cause I wanna make sure that.

0:25:15.109 --> 0:25:18.189  
Brian Dunn  
Uh, yeah, I I'll send it out to the group.

0:25:18.269 --> 0:25:36.309  
Rachael Rudel  
Perfect. OK, I want you. Yes, you can e-mail the partnerships@companycam.com, but again, we value TAMCO as one of our top partners and I want to make sure that you guys have my contact information so I can personally help you and guide you in the right direction. So.

0:25:19.469 --> 0:25:19.829  
Brian Dunn  
Yep.

0:25:36.509 --> 0:25:55.829  
Rachael Rudel  
Your emails don't get lost. Not saying they will, but I trust myself more than anyone, so I can definitely help you with any further questions with that. But more importantly, I want everyone on this webinar to, even if they have company Cam, scan this QR code. This is really important just because if you.

0:25:56.429 --> 0:26:16.229  
Rachael Rudel  
You don't have Company Cam and you want to try it out. You are going to get a 14 day free trial and 10% off for life and by just being TAMCO contractors. So if you scan this code it will bring you to. I don't get the back end of websites. I'm not a tech person.

0:26:16.429 --> 0:26:31.269  
Rachael Rudel  
But it brings you to a specific landing page where you will sign up. It's really important you sign up there or we don't know if you're gonna be. We don't know if you're a TAMCO customer or not.

0:26:31.869 --> 0:26:47.29  
Rachael Rudel  
So just emphasizing really important to you that landing page or emailing me directly and I will be able to set you up with like a specific ISR and sales science Rep, sales Rep of ours and our team we don't sell.

0:26:47.629 --> 0:26:53.669  
Rachael Rudel  
How our team works is we just show you a demo. Um, we ask a lot of questions about.

0:26:54.509 --> 0:27:9.789  
Rachael Rudel  
Who you are, what does your company do? How do you fit into Company Cam? And from there we kind of guide you with the pricing tiers. I will be honest, we're so transparent about our pricing. You can find it online if you just do companycam.com/pricing, but.

0:27:10.829 --> 0:27:30.549  
Rachael Rudel  
There may be instances you want the top tier when really like you don't need the top tier and the pro is everything you need for your business until you start scaling and or you just want more high end features. So again just leaving that up for everyone to scan. Again you have my emails and John and Brian I do wanna ask how much more time do I have?

0:27:31.69 --> 0:27:36.349  
Brian Dunn  
We have another 30 minutes, so yeah, feel free to keep going. Yeah, yeah, you got plenty of time.

0:27:31.629 --> 0:27:32.749  
Jon Abernathy  
Yeah, we still got 30 minutes.

0:27:33.69 --> 0:27:43.509  
Rachael Rudel  
Oh, perfect. That's what I thought. OK, OK, wonderful. Because this is the best part. I questions if were there any questions I missed?

0:27:42.749 --> 0:27:54.29  
Brian Dunn  
There's so there's one question over the chat. Is there a way to set up a checklist for PMS to follow during photo inspections that auto populates every project? So are there templates that they can follow for those inspections?

0:27:54.949 --> 0:28:11.109  
Rachael Rudel  
Yes, we do have a checklist that you can create templates for and we actually have a new feature where you can use AI to create these checklists. So if you're at a site, want to voice it, talk it through AI will create a complete checklist for you.

0:28:11.629 --> 0:28:24.949  
Rachael Rudel  
Within those checklists, you can also have it mandatory that they create photos or they add photos into that checklist item. So let's say, hey, we need a close up photo of the left.

0:28:27.509 --> 0:28:45.909  
Rachael Rudel  
Left side of the gutters something. My brain is not working with example today, but you can say photo required and they aren't allowed to check it off until they add the photo. So and we also have like templates where you can have guided photos like this is what the photo needs to look like and they can look at that photo and be like oh OK mimic that photo.

0:28:46.349 --> 0:28:46.789  
Rachael Rudel  
So yes.

0:28:46.749 --> 0:28:49.189  
Brian Dunn  
Yeah, that's awesome. Um.

0:28:48.229 --> 0:29:4.309  
Jon Abernathy  
Yeah, that's the best thing a company will ever do is to build them those that out. It puts their their teams and their people in a in a place where they they understand what's needed. And like I said, I mean people don't realize how many hours are wasted off of people having to go back to job sites and take different photos and.

0:29:4.549 --> 0:29:23.949  
Jon Abernathy  
You did it wrong. And you know, I mean, I used to like before Company Camp, we had a major problem with that. We never had the right documentation. We couldn't make decisions when we're looking at jobs remotely. And you know, just getting those checklists bill will save hundreds of hours a year, year, a year. And also if you're paying for vehicles and fuel like I was for.

0:29:24.29 --> 0:29:40.549  
Jon Abernathy  
For sales Reps and project managers, I mean, think about the amount of money you're gonna save from having to go back to job sites two and three times, or have a project managers reviewing the file and he realizes what he needs when he goes to that job site. So he's not making two or three extra trips back to the supply yard to pick stuff up that was missed that wasn't documented.

0:29:25.269 --> 0:29:25.389  
Rachael Rudel  
Yeah.

0:29:40.669 --> 0:29:42.789  
Brian Dunn  
Yeah, totally. Totally.

0:29:40.829 --> 0:29:43.949  
Jon Abernathy  
So puts everybody to self-control. I love it.

0:29:41.269 --> 0:29:41.429  
Rachael Rudel  
Yeah.

0:29:43.629 --> 0:29:43.989  
Rachael Rudel  
Yeah.

0:29:44.229 --> 0:30:2.389  
Brian Dunn  
Yeah, couple more questions that are over here in the chat Rachel. So one is is which which plans required to have those templates. So you know so the question says and how do I set it to require any project that's created. So maybe a question to get under the hood with somebody specifically this is Mike Denson it's it's that got the question but.

0:30:2.589 --> 0:30:5.549  
Brian Dunn  
Yeah. Do you happen to know which plan is required for those templates?

0:30:6.469 --> 0:30:24.109  
Rachael Rudel  
Yeah, so checklists and templates I believe are all on the pro. I'll have to double check with that because I think it's just the AI powered site walk through and checklist that's going to be under premium, but templates you should be able to do under the basic pro account.

0:30:24.149 --> 0:30:33.469  
Brian Dunn  
OK, great. And then this is obviously a current user, so John Starr is asking, So what are the benefits of using the new portfolios versus the old showcase feature?

0:30:24.189 --> 0:30:24.389  
Rachael Rudel  
Out.

0:30:34.309 --> 0:30:36.869  
Rachael Rudel  
The new portfolios over the showcase feature.

0:30:36.989 --> 0:30:37.229  
Brian Dunn  
Right.

0:30:39.389 --> 0:30:50.589  
Rachael Rudel  
So oh, that is actually a really good one. So are you are you talking about showcasing your project on your website or I need a little bit more detail to that question.

0:30:51.29 --> 0:31:3.149  
Brian Dunn  
OK. John, if if you're, if you're hearing that, if you can just double down on on your comment there and we can circle back to it. Rachel, are you, are you shifting over to do maybe a different demo or what were you thinking for the balance of the call?

0:31:3.549 --> 0:31:21.429  
Rachael Rudel  
Yeah, I was going to do a demo and even before I start the demo, the one thing I want to add because I can't really show this in the demo. One new feature that we just currently added which something I personally have been pushing big time on the Spanish speaking side is that.

0:31:4.749 --> 0:31:6.909  
Brian Dunn  
OK, awesome. Yeah, that'd be great.

0:31:21.589 --> 0:31:40.949  
Rachael Rudel  
Now, like, let's say, hey, you took a photo in company Cam, you want to tag someone, someone in your cruise. Let's say they don't speak English or they prefer just to speak Spanish. Well, if you tag that person and let's say you're typing in English because you don't know how to speak Spanish and you tell them they need to fix a specific thing on the roof.

0:31:41.149 --> 0:31:51.869  
Rachael Rudel  
Specific time and you hit send. If their phone is set in Spanish, their phone will Ding and it will pop up in Spanish, so it automatically translates now.

0:31:52.189 --> 0:31:53.669  
Brian Dunn  
Oh, that's awesome. Yeah.

0:31:53.109 --> 0:32:3.389  
Rachael Rudel  
Yep, for reports and I think checklist is the only thing we're waiting for, but we're still, we're still adding a lot to the the Spanish initiative with translations.

0:32:3.349 --> 0:32:22.309  
Brian Dunn  
Very cool. Yeah. I mean the thing that struck me just while you're while you're stepping into the the demo side of it is like you know you guys talked a lot about the organization and all that and that's that's clear benefit and we talk a lot right within the program and within these calls and these series about just differentiating yourself as a contractor and the professionalism that that you know we're seeking to have.

0:32:23.109 --> 0:32:39.149  
Brian Dunn  
When you're having that homeowner experience and I feel like you know this, whether it's at the point of the initial inspection and the quote and stepping the homeowner through the process and then obviously you know as you're doing the work and then the closeout of it, I mean I just feel like there's so much opportunity there to you know.

0:32:39.349 --> 0:32:58.669  
Brian Dunn  
To to lift from just having photos in your phone, right. And so I feel like that experience is huge. The other piece that you guys didn't specifically call out, but I feel like you know everybody that's on this call is going to be familiar with, you know, high rates of turnover right within their teams. And I just, I think about you've got all these photos distributed across all these different devices and if somebody leaves, right, all of that.

0:32:47.549 --> 0:32:47.709  
Rachael Rudel  
OK.

0:32:50.349 --> 0:32:50.389  
Rachael Rudel  
I.

0:32:58.869 --> 0:33:18.389  
Brian Dunn  
All that is potentially lost, right, if it's not captured somewhere. And so I feel like this cloud based solution for bringing all your photos into one place is just incredibly valuable so that the company really retains that information, that knowledge, that documentation that is huge right for work that might have to go on down the road. So yeah, both of those.

0:33:18.389 --> 0:33:19.949  
Brian Dunn  
Points really just stood out to me.

0:33:20.149 --> 0:33:39.909  
Rachael Rudel  
I'm glad. And like everything that we do with Company Cam too, it's if we're not going to add a feature, we're not going to add anything to our product unless we know it's easy, scalable and easy. Again, to be honest, it's that dodgeball clip. We want to make it as easy as possible.

0:33:30.989 --> 0:33:31.229  
Brian Dunn  
Right.

0:33:35.589 --> 0:33:35.869  
Brian Dunn  
Yeah.

0:33:40.469 --> 0:34:0.229  
Brian Dunn  
Right. Yeah, absolutely. And I mean, I'm thinking back to, you know, conversation we had a few weeks ago with John Cenac. We talked a little bit about maintenance programs and I have to imagine this is another kind of key piece of that, right, where whether you have a formal maintenance program or or you're trying to start one, this gives you that solid documentation to be able to capture again for that property and to have that.

0:34:0.229 --> 0:34:18.69  
Brian Dunn  
Continuity of these are the photos that document what the status of the roof was, you know, throughout. And again, it's in one place, it's searchable, it's, you know, you can refer back to it and have that traceability, you know, if and when a claim were to occur, whether from, you know, the insurance side or whatever else. So yeah, really powerful.

0:34:18.829 --> 0:34:34.69  
Rachael Rudel  
Yeah, it's easy. A lot of estimators and adjusters usually do their thing on exact and then they add in like a report coming from company Cam and tie in those photos and usually it's always approved. So it's pretty cool.

0:34:31.349 --> 0:34:31.709  
Brian Dunn  
Yeah.

0:34:33.749 --> 0:34:35.189  
Brian Dunn  
Very cool.

0:34:35.29 --> 0:34:38.629  
Rachael Rudel  
Insurance loves or hates Company Cam. I'm not quite sure yet, but.

0:34:39.909 --> 0:34:43.869  
Rachael Rudel  
Alright, I'll start sharing my entire screen.

0:34:45.749 --> 0:34:45.949  
Rachael Rudel  
Yeah.

0:34:48.309 --> 0:34:55.29  
Rachael Rudel  
All right, so probably the most fun part for me at least. Can you all see my screen?

0:34:55.349 --> 0:34:56.269  
Brian Dunn  
Yep, we can see it.

0:34:56.909 --> 0:35:15.69  
Rachael Rudel  
Wonderful. OK, so you'll see on the left side, that's actually my phone on the right side. Think of that as the desktop at the office. So phone, I'm someone on the roof. Think of Superintendent right side. I'm an office admin, a PM, an owner.

0:35:15.749 --> 0:35:35.509  
Rachael Rudel  
So like I said, if you have two thumbs and know how to work your camera, you can find Company Cam or work Company Cam. So instead of going to your usual camera, you're actually going to find Company Cam, which is in the blue Company Cam app right when you open it up. Like I mentioned before, it uses geolocation, so.

0:35:35.629 --> 0:35:54.829  
Rachael Rudel  
Wherever I am at on the earth, it's going to use the spot that I'm at to pull up the closest project. So right now we're actually at my house, so you guys will know my address. Great. You're gonna go ahead and click. Instead of starting a new project, I'm just gonna work with the project I already have just to.

0:35:48.469 --> 0:35:48.629  
Brian Dunn  
Mm.

0:35:55.189 --> 0:36:13.589  
Rachael Rudel  
Show you some cool things that's already in the app, which you probably will see on this site as well. So as soon as you open it up, you go to your project. Again, you can see the tags I already added on this first starred project of mine and you'll say it's in progress, five star review. So let's say I wanted to filter out all the projects I had.

0:36:14.789 --> 0:36:30.309  
Rachael Rudel  
And I didn't want to go to the project just like on the side I was at. All you have to hit is the tags and this one will pull up as well. So it's a great way to organize all your projects in your project folders. So as I click into the product as soon or in the project, pardon me.

0:36:30.389 --> 0:36:36.29  
Rachael Rudel  
The first thing that we want to do, and I'll go ahead and click into this one as well, because it's the same thing.

0:36:37.149 --> 0:36:53.269  
Rachael Rudel  
The first thing you want to do when you're on a job site is start taking photos and I actually cleaned my desk for you guys. So you're going to go ahead, take some photos, and as I'm taking these photos, I also want you to look on the left side. You'll see that the date.

0:36:53.269 --> 0:37:10.429  
Rachael Rudel  
Is currently pulled up as Wednesday, August the 27th and then the photos associated are already there. So again, that real-time feedback communication. So again, Superintendent on the left taking the photos, the office knows exactly what I'm doing.

0:37:11.389 --> 0:37:26.149  
Rachael Rudel  
And you'll even notice on the side that again, they know exactly who's taking it. They know it's Rachel Rudle took this at 2:37 PM and they have the area. So communication feedback right there now as you're taking these photos.

0:37:26.949 --> 0:37:44.269  
Rachael Rudel  
Sometimes you just want to write description and you don't want to type it. So I'll say, hey, I'm doing a webinar demo with Tamko. Make sure to reach out to everyone later. So hit done. It is saved as I go on to the right side, go into that photo.

0:37:45.629 --> 0:37:47.949  
Rachael Rudel  
Pardon me, not that one.

0:37:49.349 --> 0:37:58.269  
Rachael Rudel  
Oh, is it not loading? Oh, no, it's me. User error. You have to hit Done and then it will automatically upload.

0:37:56.429 --> 0:37:56.749  
Jon Abernathy  
What's up?

0:38:0.549 --> 0:38:4.669  
Rachael Rudel  
Here. Sorry, sometimes my Wi-Fi is a little finicky.

0:38:6.29 --> 0:38:21.229  
Rachael Rudel  
There we go. And sometimes AI is not always right, so you can always edit this, take out little things. I'll say there we go, there we go. And I'm also gonna tag Sean or I'm gonna tag Cody to this.

0:38:25.749 --> 0:38:33.69  
Rachael Rudel  
Sorry, we're gonna have to add that in the comments. So if you wanna tag someone, you can tag, let's say a crew member Cody.

0:38:34.629 --> 0:38:48.109  
Rachael Rudel  
Need help with this. I hope he does not call me and actually think I need help. The last time I did a webinar it crashed and I had to call him. I was like I'm doing a webinar with Tamko and it crashed and he was ready to get on.

0:38:49.429 --> 0:39:4.749  
Rachael Rudel  
And then post that he will automatically get dinged and he might call me in a second. So we don't know. We'll find out later. So that's some of the cool stuff along with the photos. Like I said, when you're taking photos, you not only can add a description.

0:39:5.269 --> 0:39:20.749  
Rachael Rudel  
But you can also add annotations, so the little squiggly line you'll click. If I want to point out something right here, I can replace replace pronto, save, add it on there.

0:39:22.29 --> 0:39:39.29  
Rachael Rudel  
And then as soon as I save that, we're going back to the desktop and everyone in the office already knows we need to replace this pronto right there. That's the bread and butter of Company Cam, but we have so much more to offer, so.

0:39:39.589 --> 0:39:45.69  
Rachael Rudel  
A lot of things that we do, like I mentioned the tagging which I already showed, but even when.

0:39:44.189 --> 0:39:44.229  
Jon Abernathy  
I.

0:39:47.509 --> 0:40:6.749  
Rachael Rudel  
And there's my boss. He's asking if everything's OK. It's kind of funny, immediately notified. He's not even supposed to be in the app right now. So when I'm done with that, some of the other tools that we do have is things that are bringing a lot of people into Company Cam and those that are current users.

0:40:7.269 --> 0:40:24.349  
Rachael Rudel  
Are bringing them back to have a new conversation about the new features that we are offering now. One of the biggest things, and I know this is one of Matt's favorite things, is the walkthrough notes. So on the left side on my phone, you'll see there's a little button for the walkthrough notes.

0:40:24.789 --> 0:40:43.549  
Rachael Rudel  
So what I'm going to click it, but what it's going to look like is a video and a lot of people get confused. It's not a video, it's pretty much it looks like a video, but you're going to take photos while speaking into the so-called video and it'll create a report. So hitting the walkthrough notes, it's prompting you get ready to talk.

0:40:44.109 --> 0:41:3.229  
Rachael Rudel  
And now all you have to do is take photos and think out loud. So I am doing a webinar with Tamco today. John and Brian are hosting this. I'm very grateful for that. We're going to go check outside right now. It's really, really rainy. I'm not sure if the crew is going to be able to fix the.

0:41:3.869 --> 0:41:10.509  
Rachael Rudel  
Out in Fort Collins, Co, but let's take a note to come back to this project tomorrow at 8:00 AM.

0:41:12.549 --> 0:41:27.29  
Rachael Rudel  
Before we come out tomorrow, a reminder to buy more nails for this project because they're going to be some Jingle ripoffs and John didn't put enough nails. All right, we're just going to go with that.

0:41:27.909 --> 0:41:38.709  
Rachael Rudel  
It's been a while since I've been on a roof, so we're going to hit done and you'll see that it's pending a walkthrough note.

0:41:40.629 --> 0:41:57.909  
Rachael Rudel  
At the same time it's going to be uploading here as well, but I'm going to show you on this side so it already already uploaded. So on the phone automatically organize all of my thoughts, put it into a report with the associated photos.

0:41:58.549 --> 0:42:3.69  
Rachael Rudel  
And again, we know AI is not always so brilliant. Um.

0:42:5.389 --> 0:42:7.789  
Rachael Rudel  
So you can always add more things here.

0:42:9.109 --> 0:42:23.749  
Rachael Rudel  
And make edits, bold things, change the title. But this is one of the most unique things I believe has been a game changer. So if you're thinking about punch list items, you're able to just go on a roof.

0:42:24.229 --> 0:42:41.949  
Rachael Rudel  
Talk while you speak. Instead of writing things down, forgetting something as you're walking, getting distracted by something else or a different issue, you can add that in the report. This has been a game changer. And then again, all of that is going to be updated, uploaded here as well.

0:42:44.669 --> 0:42:48.309  
Rachael Rudel  
So everyone in the office is getting the exact same report.

0:42:50.469 --> 0:43:8.109  
Brian Dunn  
Yeah, that's awesome. I I feel like that that's another key piece here is like the teamwork that enables whether it's, you know, folks that are that are doing the purchasing, whether it's the planning, the scheduling, whether it's somebody that's running social media, right, where they've got it all in one place that they can go, you know, pull, pull that stuff right when it's happening.

0:42:52.349 --> 0:42:52.789  
Jon Abernathy  
That's.

0:43:5.629 --> 0:43:5.789  
Rachael Rudel  
Mm.

0:43:8.549 --> 0:43:13.469  
Brian Dunn  
Yeah, it's it's pretty, pretty incredible at the speed at which it's uploading and the notes that it's capturing.

0:43:14.149 --> 0:43:18.749  
Jon Abernathy  
Yeah, time savings from taking notes, sat down, trying to type this stuff up, yeah.

0:43:14.509 --> 0:43:14.589  
Rachael Rudel  
Oh.

0:43:16.229 --> 0:43:16.509  
Brian Dunn  
Right.

0:43:18.549 --> 0:43:19.749  
Brian Dunn  
Right, absolutely.

0:43:19.749 --> 0:43:39.389  
Rachael Rudel  
And it's safer. One of the things I was on my team, I'm like, we need to start getting company canned glasses like with the AI glasses where it takes videos. I wouldn't be surprised if our team figures out something soon. But it's safer, right? You don't want your guys texting on the roof like you never know who's going to slip. Like I slipped off of a roof.

0:43:28.29 --> 0:43:28.949  
Brian Dunn  
Yeah, yeah.

0:43:39.509 --> 0:43:55.749  
Rachael Rudel  
Before, but I'm the most clumsy human in the world. But it's cuz I was trying to text my boss that we need to order more shingles. So it is safer, it's a lot easier and it's quick. You really don't need to communicate with anyone because everyone's already communicating within the app like.

0:43:54.109 --> 0:43:54.349  
Brian Dunn  
Right.

0:43:56.109 --> 0:44:15.909  
Rachael Rudel  
At the site and in the office and Brian, one thing you didn't mention was something about marketing the photos for the marketing. Using these reports in marketing is huge. Another thing that we have added that is new and this is going to be more on the top tier pricing.

0:44:2.509 --> 0:44:2.829  
Jon Abernathy  
Right.

0:44:15.989 --> 0:44:35.909  
Rachael Rudel  
Options, but it is a game changer. So I don't know how many of you are have a sales teams and they go to pardon me, they're door knockers. Well, a lot of the contractors I work with, they usually incentify their sales team by.

0:44:35.909 --> 0:44:55.309  
Rachael Rudel  
If they get Google reviews after a project. And so we found that it's really, really hard to get Google reviews. Like you have to work me or incentivize me with money for me to write a Google review, even at a restaurant. Unless I have a horrible experience and I have no problem writing a review, but.

0:44:55.509 --> 0:45:12.869  
Rachael Rudel  
But we made it really easy for you to write the reviews. So all you have to do is you can do this on your app, but I'm going to show you on the web browser. So let's say, hey, they just finished the project. They're going to knock on the door, say, hey, homeowners, like finished everything. Do you mind writing a review for me?

0:45:13.669 --> 0:45:33.69  
Rachael Rudel  
Instead of asking and then reminding them and texting them and then trying to e-mail and then call them and it becomes weeks and weeks later and then you just forget about it, there's a request review button at the top of the web page that where you can choose the specific product that you want or they'll select the location that you want.

0:45:33.589 --> 0:45:50.789  
Rachael Rudel  
Of the company, but you can also draft your own message. So as you can tell, I put my name on here. So if I get incentivized, my team knows that that was my project. They send my name because I know a lot of companies have to have their name in the in the comments or in the Google review.

0:45:51.269 --> 0:46:8.589  
Rachael Rudel  
But more importantly, you can choose what photos you actually want them to use in that Google review. So you have full control of what they say, the photos that they use, and it's as easy as copying the review link.

0:46:9.29 --> 0:46:23.989  
Rachael Rudel  
And then I can't share it or it actually goes to our company's Google review and it makes no sense. Got in trouble a few times for that, but all they you have to do is copy that review, send it to them. There's also a QR code option they can just scan. All they have to do is submit it.

0:46:24.389 --> 0:46:42.909  
Rachael Rudel  
And it's on your Google reviews and the more photos that there are for your business under Google reviews, the higher ranking you actually get on Google. Again, I don't understand the tech stuff, but I know that's how it works kind of. So this has been a huge game changer on promoting. So not only can we help you start your business or your project per se.

0:46:43.429 --> 0:46:50.229  
Rachael Rudel  
Continue like your project, make it seamless, organize it. We also can help end your project as well.

0:46:53.189 --> 0:47:9.589  
Rachael Rudel  
So that's some of the cool stuff. The other thing, the last little thing I really did want to show you because we've talked about it were the checklists. So I'm going to go back to the projects on the phone. You do have checklist options, so.

0:47:10.69 --> 0:47:29.389  
Rachael Rudel  
You can either. You have a few options. So if you want to create a checklist, oh, it paused, didn't it? Sometimes my phone will do this, so it's not showing. So I'm gonna go back on here. So you can again do this on the phone as well. But if we want to go to checklist, you have options. You can create a new checklist or use an exact an existing.

0:47:29.589 --> 0:47:49.349  
Rachael Rudel  
Template, which is what I believe someone had a question on. You can create your own templates, but we have a lot of different checklists that we use and John Cenac. Actually, if you're in one of our top tiers, you get access to all of his customized checklists in Company Cam as well. I know he loves.

0:47:32.549 --> 0:47:33.69  
Brian Dunn  
Mhm.

0:47:49.349 --> 0:48:8.749  
Rachael Rudel  
To promote that one and I haven't gotten to play with that one. So let's see, we're just going to use this one. So what it does again, it's going to tell you you need a photo required or you don't. In order to check it again, you must add the photos to complete the task. I'm going to try to restart my phone.

0:48:9.109 --> 0:48:13.429  
Rachael Rudel  
To see if I can redo this real quick so I can show you what that actually looks like.

0:48:15.349 --> 0:48:15.469  
Rachael Rudel  
But.

0:48:17.269 --> 0:48:25.509  
Rachael Rudel  
You can add so many things to these checklists. You can make it a yes, no NA answer. You can add things like.

0:48:27.109 --> 0:48:43.189  
Rachael Rudel  
How bad is the damage? You can rate it. You can also add little areas where you can add a complete response. I always highly recommend that no matter what, I'm always adding something that someone can add in the comments. You can add this or that material. So let's say like.

0:48:44.69 --> 0:49:3.829  
Rachael Rudel  
Did you add shingle material? Well, which one, right? There's so many, so you can add those specific materials on there. So it really is endless what you can do on checklists. And again, yes, you can create these as templates and assign them to every project as well. So if you create a project, these templates can be automated into.

0:49:3.949 --> 0:49:4.709  
Rachael Rudel  
Those projects as well.

0:49:6.349 --> 0:49:14.189  
Rachael Rudel  
Let's see if I can get my phone back up so I can show you show you at least what it looks like when you take a photo in the checklist.

0:49:20.629 --> 0:49:24.69  
Rachael Rudel  
I do partnerships, not tech. I'm just gonna emphasize that.

0:49:23.189 --> 0:49:23.709  
Brian Dunn  
Mhm.

0:49:25.469 --> 0:49:30.189  
Rachael Rudel  
Alright, here we are.

0:49:31.869 --> 0:49:37.869  
Rachael Rudel  
All right, back in it. So if we go to that checklist that I just created over here.

0:49:39.909 --> 0:49:54.349  
Rachael Rudel  
Which is this one right here. Let's say hey, I want to check that off. Look, it's saying I can't. I need to add a photo. So go to my camera, take the photo that is associated to that checklist item. I can write a description if I want. Hit done.

0:49:54.949 --> 0:50:13.589  
Rachael Rudel  
Photo is in the checklist. Can finally it's going to prompt me. Oh, this is actually new, something I always learn. Sometimes it will make you want to actually do a voice recording or an actual description of what the photo is, but for this case we're able to check it off.

0:50:13.669 --> 0:50:31.989  
Rachael Rudel  
At the same time, checklist on here, they got all the information. Not only that, you're able to create and export this as a PDF, and then once that PDF is ready, it's going to tell us on the phone. We can even go check that PDF on the phone.

0:50:33.29 --> 0:50:51.749  
Rachael Rudel  
Pardon me, we're going to go to our documents, exported PDF. So right here is your exported PDF on the phone version. You can put your company Cam logo, make it look pretty, make it look like a good report and all your checklist items associated photos are right on there.

0:50:51.789 --> 0:50:57.789  
Rachael Rudel  
On there. So on your phone you could directly send this to anyone. Again, you could also upload that all on the desktop.

0:51:0.269 --> 0:51:17.829  
Rachael Rudel  
So that's all like the fun features and gadgets that I did really want to show you all today, but I also wanted to leave a few more minutes to for more questions. I know there was another question or I didn't know if they elaborated on the collaborator or the I forgot what the question was actually.

0:51:18.429 --> 0:51:20.709  
Rachael Rudel  
I can look it up too if I don't.

0:51:20.269 --> 0:51:39.29  
Brian Dunn  
Yeah. So, so it says, so the original question was, so what are the benefits of using new portfolios versus the old showcase feature? And then he, he added, says it's a new feature that just launched. It's tied to your GBP. Wondering what the advantages of portfolios are and how they're tied into Google versus the legacy showcases feature?

0:51:23.349 --> 0:51:23.509  
Rachael Rudel  
2.

0:51:40.509 --> 0:51:56.149  
Rachael Rudel  
So the project showcase. So we're talking about the map it, correct? Oh, I guess I can correct. Well, I will be honest, I'm not a pro with project map it, but what essentially it does, it's.

0:51:45.629 --> 0:51:48.549  
Brian Dunn  
I think so.

0:51:57.109 --> 0:52:14.149  
Rachael Rudel  
It's purpose is really to organise and pre organise and present. So creating a new way to showcase a group of existing work for clients and journal teams are just partners and so the best way to use it I guess like.

0:52:14.509 --> 0:52:33.669  
Rachael Rudel  
If I'm using it on a marketing tool, and that's why we created it as well is so you're able to create a map of all your projects, being able to go to a house and show, hey look, this is what we've been doing in your area. Bob next door just did his house. Look at this, click on the project.

0:52:34.509 --> 0:52:38.29  
Rachael Rudel  
And it can actually show the images that you've done, um, and that you showcased on that.

0:52:40.69 --> 0:52:48.949  
Rachael Rudel  
And I'm sorry if that's not answering your question to full. I will have to find more information on the the map it and the new portfolios that we just added as well.

0:52:42.789 --> 0:52:42.909  
Jon Abernathy  
OK.

0:52:51.309 --> 0:52:59.749  
Brian Dunn  
Sounds good. I think that's the extent of the questions over in the chat. Well, I'll keep an eye out here as we're as we're wrapping up. But John, anything else you wanted to add on here?

0:52:57.709 --> 0:52:58.69  
Rachael Rudel  
Yes.

0:52:59.629 --> 0:53:19.389  
Jon Abernathy  
I think I pretty well put all the key points I had about Company Cam. But I mean, if you're not using Company Cam, you're probably costing yourself money. I mean, there's just so many areas as you said and think, you know, like, you know, Brian, few points you made about like losing data, you know, with reps. I mean, I that kind of hit me between the eyes, but that happened to me one time, you know, guys.

0:53:7.669 --> 0:53:7.829  
Brian Dunn  
Right.

0:53:16.229 --> 0:53:16.429  
Brian Dunn  
Right.

0:53:19.549 --> 0:53:35.589  
Jon Abernathy  
Come and go. They use their phone. They don't upload things. You get down the road three years from now and there's you have nothing. Well, the truth is under a lot of the states with laws and stuff, especially Missouri Commute Consumer Protection Acts. I mean, it's very important that you have data data to like.

0:53:25.109 --> 0:53:25.509  
Brian Dunn  
Right.

0:53:36.109 --> 0:53:51.149  
Jon Abernathy  
Prove your your point like if there's something that went wrong in a job site. Because at the end of the day, a lot of these days, the customer is always right unless you have something to prove they're not. So you know there's just so many functions a company can that can be utilized so many different ways that the value is is simply there.

0:53:52.749 --> 0:54:12.309  
Brian Dunn  
Yeah, absolutely. No, I I think it's a compelling case for sure. I mean, you know, there's so many benefits and I feel like it it spans, you know, everything from the sales and marketing to, you know, the project management and the the planning, the follow up. I mean, there's so many elements that we talked about today. So Rachel, I think you did a great job just stepping the team through, you know, the use cases and the benefits.

0:54:12.349 --> 0:54:24.869  
Brian Dunn  
Benefits I I tried to share out to a couple folks that your direct e-mail, but we'll make sure that that's part of our follow up as well. So just reach out to our marketing team as we as we do our follow up, you know post event, we'll make sure that gets pushed out.

0:54:19.629 --> 0:54:19.909  
Rachael Rudel  
Yeah.

0:54:25.629 --> 0:54:28.149  
Rachael Rudel  
Perfect. Perfect. Sounds wonderful.

0:54:27.149 --> 0:54:45.389  
Brian Dunn  
Awesome. Awesome. Well, again, really appreciate everybody making time for the call this afternoon. And Rachel, big thanks to you, you know, particularly for for pulling this together and stepping us through all the details. Yeah, we'd love to have you back for a future session and and we'll be in touch for it. But but thanks again if there's any closing thoughts that you've got on your mind.

0:54:45.869 --> 0:54:49.309  
Brian Dunn  
You know, we got a few minutes left here, so appreciate it.

0:54:49.509 --> 0:55:4.589  
Rachael Rudel  
Yeah, I mean the only thing I will add is I will emphasize like I want to give you guys a discount. I want to get you guys 10% off for life. So e-mail me, use that QR code and I can send out that landing page to the marketing team to get that out to you guys as well, but.

0:55:4.989 --> 0:55:24.389  
Rachael Rudel  
I will say like I would love to come back because there's a lot of new things that Company Cam is coming up with and it's 20 Twenty-six gonna be a really crazy year. Some of the things that we're using with A I is a little over my head still, so keep your eye out for it.

0:55:24.749 --> 0:55:43.229  
Rachael Rudel  
And yeah, it's again everything that we create is just trying to help the the contractor and that's our goal. So I will say if you guys have any feedback, product feedback as well for those who are already utilizing Company Cam, we listen. If you send that directly to me, I will make sure that gets to my product team and in development because.

0:55:44.789 --> 0:55:55.149  
Rachael Rudel  
Product has never been on a roof. You guys have been. So we take your feedback very, very seriously. So yeah, without you guys, we wouldn't have this product.

0:55:55.549 --> 0:56:4.109  
Brian Dunn  
That's awesome. Yeah. All right. Awesome. Well, again, appreciate it. Thanks for everybody listening in. Rachel, big, big thanks for for joining on the team today. Yeah, we'll talk again soon.

0:56:4.709 --> 0:56:7.309  
Rachael Rudel  
Sounds wonderful. Well, thanks for having me, guys.

0:56:6.469 --> 0:56:8.299  
Brian Dunn  
Alright, take care.

0:56:7.669 --> 0:56:8.109  
Jon Abernathy  
Thanks guys.

0:56:8.509 --> 0:56:9.69  
Rachael Rudel  
Yeah.