A PRIVATE GOLF CLUB IN BAJA CALIFORNIA

Vetting members in weeks, not months.

Each prospect used to take months of searching and interviews.

> “It’s finding the hidden connections that aren’t obvious online. Vetting that used to take a couple of months now takes two to four weeks, maximum.”
>
> HEAD OF MEMBERSHIP, PRIVATE GOLF CLUB IN BAJA

TIME TO VET

75% less

two to four weeks, down from two to three months

FIRST MONTH

5×

five months of work, done in one

RESULTS

A hidden connection

An inbound prospect turned out to be a member’s former business partner. It led to a visit to the property.

An early warning

A past dispute between a prospect and a member surfaced before the first conversation.

From vetting to prospecting

Knowing which members buy property now tells the sales team which regions to focus on.

WORKS THROUGH YOUR AI ASSISTANT

Tools the team already uses, for example

- CRM
- Email and calendar
- Documents and notes
- Messaging

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AI assistant

where the team asks questions and files notes

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Network Intelligence

research, record, network

IN PRACTICE

Who’s on property

The founder, general manager and director of golf ask who they’re meeting that day, and walk in already knowing the guest.

Enhanced planning

The head of membership asks which prospects and leads are in a city or region. Travel for one interview now covers five.

See what it finds on your prospects

Book a call: meet.arbiterdefense.group

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