



Busy REALTOR Calls DocuSign Her “Get More Done” Tool

Summary

- Reduced signature acquisition from approximately four hours to 10 minutes
- Saved up to five hours per day
- Decreased costs of paper, gas, courier services and lost productivity
- Improved visibility into document signing processes

As a high-volume REALTOR for Keller Williams Realty Wilmington, Maya Paveza is always looking for ways to maximize her time. Her biggest time killer? Getting mountains of paperwork signed. By using DocuSign electronic signatures in her business, Maya eliminated the need to print, scan, fax or hand-deliver documents, saving precious time, money and resources.

Challenge

Like most real estate brokers, Maya is no stranger to paperwork. And because she handles up to 40 transactions per year in Delaware and Pennsylvania, Maya could easily burn several hours in a day printing and faxing or scanning and emailing paperwork.

“Before DocuSign, it was a pain – a lot less efficient,” reflected Maya. “I’d have to prepare paperwork, call people and meet them, or use a courier service. To drive to Philadelphia to meet one of my clients, I would have to drive an hour or longer one way – that alone could take four hours of my day.”

Solution

“I’ve been aware of DocuSign for a long time and was a huge fan,” commented Maya, who had come to know and trust DocuSign through various industry events. She had signed with and tested DocuSign and decided it was time to implement the DocuSign eSignature solution and transform time-consuming, paper-based transactions into streamlined, cloud-based transactions. “DocuSign is really more about efficient use of my time,” commented Maya. “In an hour with DocuSign, I can get several contracts signed vs.

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REALTOR, Keller Williams Realty Wilmington

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Results

Thanks to DocuSign, Maya was able to bid farewell to cumbersome and unreliable printing, faxing and hand-delivery and now uses DocuSign for all her real estate transactions. And Maya has no regrets. “On a busy day, DocuSign can save me 4-5 hours. I don’t have to go to my client.” In addition to greater productivity, DocuSign has saved Maya money. “I can do the majority of my work remotely and I don’t use paper or gas,” commented Maya. “Plus, I get to say, ‘I’m green’ – between DocuSign and PDFs, I don’t need anything else.”

Maya says that implementing DocuSign was easy. “DocuSign is simple to use right away. It’s intuitive, and customization is not necessary.” The ability to send and sign documents anywhere from her phone, iPad and laptop gives Maya greater freedom and flexibility.

DocuSign’s workflow capabilities, such as confirm delivery and acknowledge receipt, give Maya visibility and control as well as peace of mind. “DocuSign is the industry standard – it is the highest standard of document delivery.”



As for Maya's customers? DocuSign saves them time and hassle as well. Her customers find DocuSign easy to use – even from as far away as Singapore. "My clients love DocuSign. I have not had a single client who was unhappy," said Maya.

"DocuSign has made my life much more enjoyable," emphasized Maya. "DocuSign is my 'get more done' tool."



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About DocuSign

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