



Your next listing is already in your database.

The problem is, so is everyone else's next listing.

You earned your book one closing at a time. But between the next deal and the last one, nobody was watching it — and your past clients quietly became somebody else's new clients. This guide is about the employee who changes that: an AI that reads the records every night, remembers every client, and tells you exactly who to call and why.

373,000+

ARMLS re-sales measured
to find the pattern

64.5%

of past clients use a different
agent on their next sale

\$3.8B

in listing revenue agents earned
the right to — and lost (metro)

Not because you did a bad job — because you're human. You got busy. You moved on to the next deal. Five years went by and someone else got the listing. This packet is the fix.

WHAT'S IN YOUR PACKET

- 1 • This field guide** — the story — what changed in AI, and what it means for your book
- 2 • Your Book of Business Report** — your actual career, analyzed: who still owns, who you lost, what's live right now
- 3 • The Four Conversations** — the playbook — what to say to every client your report names
- 4 • Your activation page** — how the whole system goes live on your book in 7 days



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Scan for YOUR free report



MICHAEL A. BOYKIN JR., M.S.

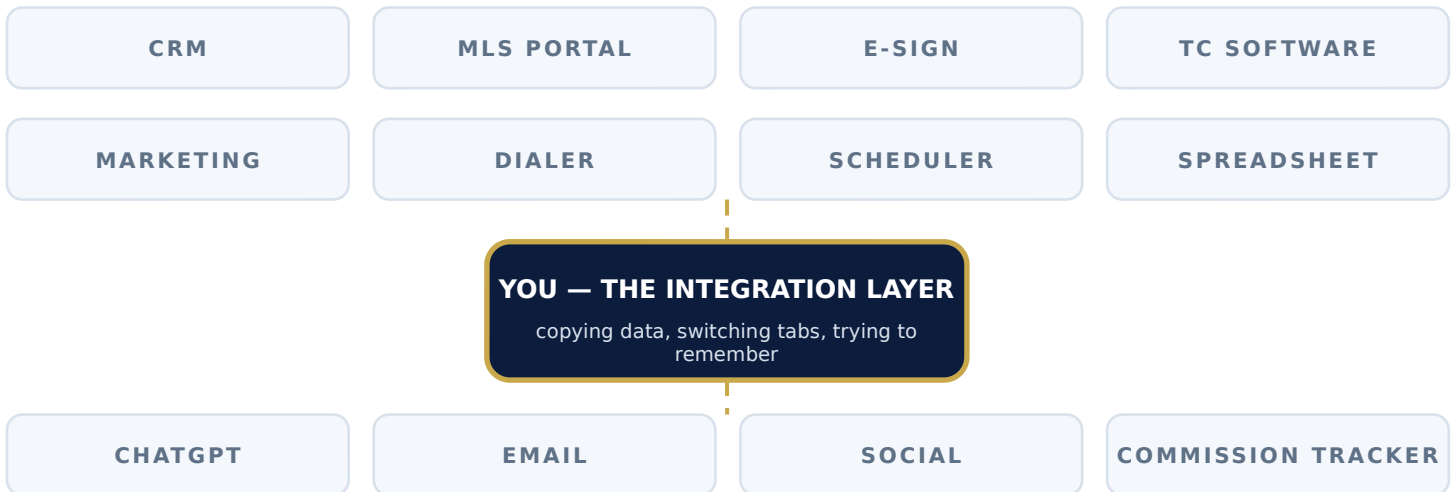
CEO, KairosIQ AI · Licensed AZ Designated Broker · M.S. Artificial Intelligence, ASU
AI Speaker · Author, "AI Without Fear" · Platform built on 1.6M+ ARMLS listings

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Nobody staffed your book.

Count your tools: CRM, MLS portal, transaction management, e-sign, marketing, scheduler, commission tracker — and now ChatGPT on top. The average agent runs 8 to 15 disconnected systems. None of them talk to each other. None of them remember a client from one transaction to the next. So who connects them all?



You didn't sign up to be a software administrator. You signed up to help people buy and sell homes.

THE QUESTION THAT EXPLAINS THE 64.5%

You closed a buyer in 2019. That buyer is ready to sell this year. Which of your fifteen tools told you? Which one sent the equity update on their anniversary? Which one kept the relationship warm for six years? None of them. That's the \$3.8 billion problem — every one of those tools was good when you bought it, but nobody designed them to watch a relationship for a decade.

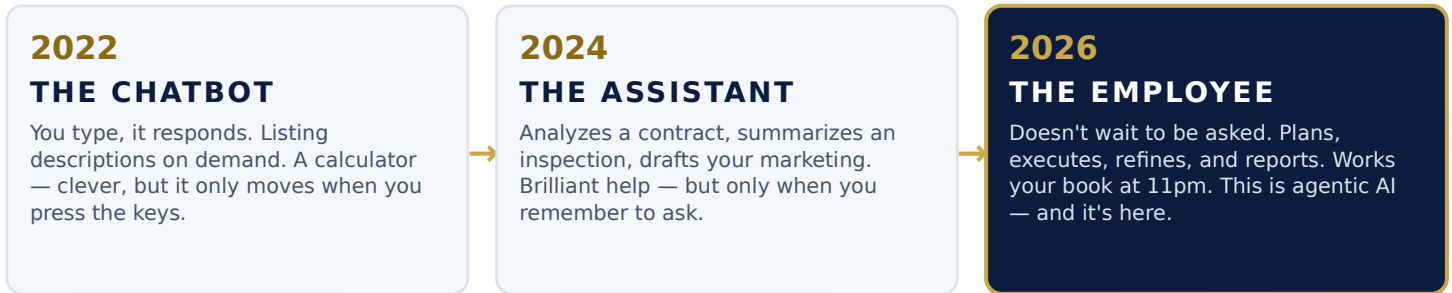
Not a people problem — an architecture problem.

Which means it isn't fixed by working harder, calling more, or buying tool number sixteen. It's fixed by infrastructure that never forgets. That infrastructure now exists — and it works for you.

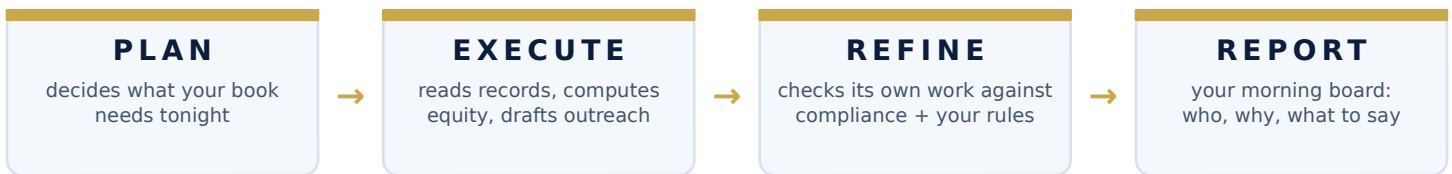
Turn the page to meet it.



From chatbot to employee — in four years.

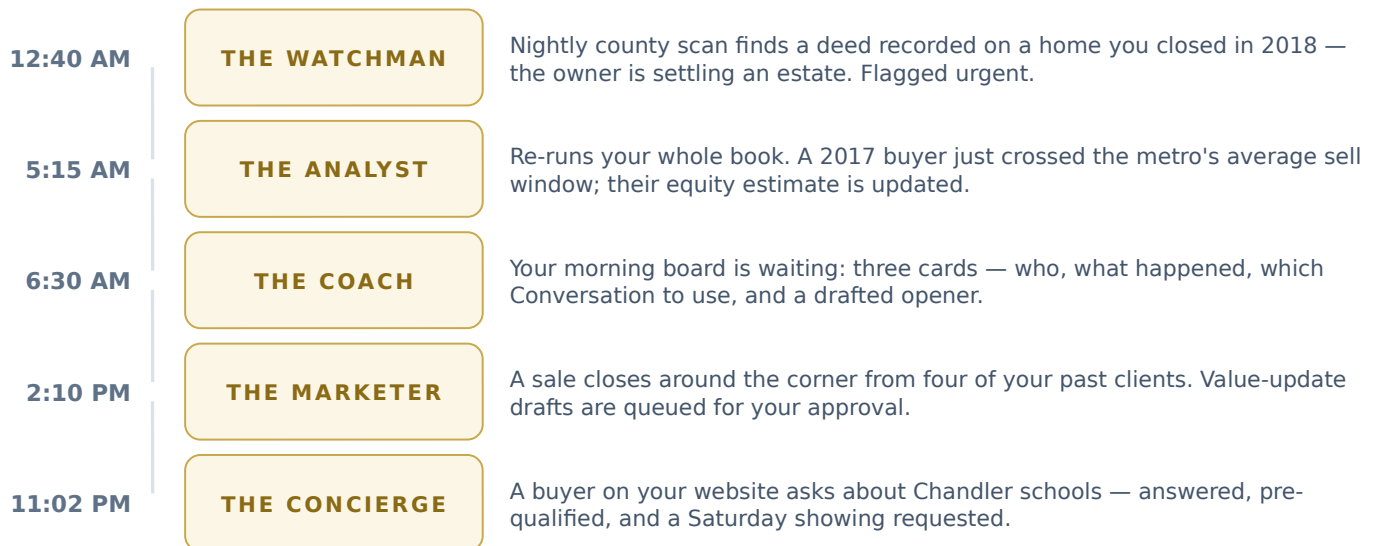


THE AGENTIC LOOP — WHAT “EMPLOYEE” MEANS, MECHANICALLY



🔄 *then it starts over — every night, on every client, without being asked*

24 HOURS ON YOUR BOOK — A REAL WORKING DAY



“That's not a calculator. That's not an assistant. That's an employee.”



Meet Agent Kairos — your AI employee.

One hire, working five jobs on your business — every one of them pointed at the same goal: no client of yours ever quietly becomes someone else's client again.

THE ANALYST

Reads your entire career — every closing, matched to public records. Computes who still owns the home you sold them, who was lost to another agent, and what every client's equity looks like today.

You've already met: The Analyst wrote the Book of Business Report in your packet.

THE WATCHMAN

Scans county records every night across your book: new deeds, foreclosure filings, estate transfers, absentee owners. Life events that signal a move — surfaced to you before anyone else knows.

The "Live Signals" section of your report is The Watchman's overnight memo.

THE MARKETER

Anniversary notes, neighbor-sale updates, monthly home-value reports to every still-owned client — personalized by data, under your name, and nothing sends until you approve it.

Runs the Quiet Watch cadence from your playbook so you never burn out on it.

THE COACH

Sends your daily report: who to call, ranked by data analytics and prediction, with the right Conversation and the opening line drafted. Live human coaching from us plugs in right here.

Your daily call list, with the reason attached to every name.

THE CONCIERGE — the buyer side of the house

While the first four work your past clients, The Concierge works your future ones: conversational home search on your own branded website, buyer questions answered and pre-qualified at 11pm, showings booked, and the document chase run on every transaction. Same employee — different shift.

THE FLYWHEEL — WHY IT GETS BETTER THE MORE YOU USE IT

Every morning, Agent Kairos sends your daily report — who to call, ranked by data analytics and prediction, with its own expert opinion on your book. Then the loop turns:

Your daily report:
who to call + why

You work
the list

Sellers won.
Buyers won.

More data
on your book

Sharper predictions
tomorrow

↳ and tomorrow's report is smarter than today's. The agents who work the list hardest get handed the most.

You do the human work — relationships, judgment, trust. They do the remembering.

Not automated. Augmented.



Your report is a to-do list in disguise.

STILL OWN

Clients still in the home you sold them. Your future listings — if someone is watching. The Marketer keeps these warm monthly.

LOST

Past clients who already re-transacted with another agent. The number that built this platform — and the Humble Reconnect list.

LIVE SIGNALS

County events on your book right now — deeds, estates, absentee flips. Call-this-week material from The Watchman.

THE LOST LIST

Named addresses, your closing year, and what it re-sold for. Read it once for motivation. Then never let it grow again.

EVERY CLIENT SORTS INTO ONE OF FIVE CONVERSATIONS — THE PLAYBOOK HAS THE WORDS

A The Equity Call

Past their sell window with real equity gained — you're calling with good news about money they didn't know they had.

B The Rate-Lock Reframe

Locked at 3% and never moving? Agree, make their equity useful anyway — and convert the call into referrals.

C The Quiet Watch

Still inside their window. No calls — The Marketer runs 6-10 data-personalized touches a year until it's time.

D The Humble Reconnect

Already sold with someone else. The honest no-pitch call nobody expects — and the referral source it creates.

E The Comeback Call

Buyers priced out in 2023-24. "Your numbers are stale — want fresh ones?" Run as a campaign, twice a year.

AGENT KAIROS DOES

- Sorts every client into A-E, and re-sorts as life changes
- Finds the signal — deeds, windows, equity milestones
- Drafts every touch, personalized by their actual numbers
- Runs the C cadence for years without fatigue
- Rebuilds your call list every morning, sharper each time

YOU DO

- Make the calls — the voice on the phone is always yours
- Approve every draft before it sends
- Sit at the kitchen tables the system books
- Ask the universal close: "who's the next person in your life making a move?"
- Track 3 numbers: conversations · referrals · appointments

THE NEIGHBORHOOD OPPORTUNITY REPORT — INCLUDED WITH YOUR SUBSCRIPTION

Your book's opportunities are yours free — they're in this packet. But every closing you ever made also earned you a street: the neighbors around it who are showing sell signals, absentee ownership, and equity milestones. That report runs nightly, only for active subscribers. It's the difference between working your book and working everything your book touches.



The part other AI coaches skip.

Everything in this guide can destroy a license if it's done wrong. We built the platform because of that sentence, not despite it.

Fair Housing at machine speed

We scanned 1.6M+ ARMLS listings and found 4,200+ with clear Fair Housing violations — “no Section 8,” “perfect for young families.” A consumer AI trained on that language will reproduce it at scale, under your name. Our drafts are compliance-reviewed before you ever see them.

Your ChatGPT has no privilege

A 2026 federal ruling confirmed conversations with consumer AI platforms can be subpoenaed — no attorney-client privilege, no privacy. Client details typed into ChatGPT are discoverable. Your book runs here on licensed, purpose-built infrastructure instead.

“The AI did it” is not a defense

Your license, your responsibility, every time — which is why nothing in this system auto-sends. Every draft waits for your approval, every equity figure is labeled an estimate, and every mailer carries the brokerage identification the rules require.

Compliance isn't the cost of AI. It's the competitive advantage.

Taught by an AI speaker and educator on legal issues in real estate — case law, statutes, and compliance frameworks, not vibes.

ACTIVATE YOUR BOOK

\$300 setup — platform training, your Book of Business Report loaded in, and a live group coaching session with Josh and Steven in the room to answer questions

\$250/month — the full roster running nightly on your book, month-to-month, no contract

Live in 7 days — the platform is already running; the week is your training and data review (add your own website: 14 days)



SCAN TO GET STARTED
kairosiq.ai/get-started

Today, in the room: pick three names off your report — and make those calls this week.

michael@kairosiq.ai · 520-251-9595 · Michael Boykin, CEO KairosIQ AI · Licensed AZ Designated Broker



Four partners paid for you to see this.

The analysis in your packet ran for this room because these sponsors believe agents should see their own numbers. They're not spectators — each sits on your coaching bench with a different piece of your book of business.



Josh Brunson

Lawyers Title
Sales Executive

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THE MARKETING SIDE OF YOUR BOOK

Every name your report surfaces deserves to hear from you more than once — Josh coaches the marketing that keeps you in front of them: farming the neighborhoods you've already closed, staying visible on the streets your book lives on, and turning every closing into the next introduction.

BRING HIM YOUR REPORT AND ASK:

- "Here are my book's neighborhoods — how do I market back to these streets?"
- "How do I stay visible to still-owned clients between touches?"
- Title questions, closing timelines, what a great closing feels like.

SC

THE CUSTOMER SIDE OF YOUR BOOK

Half the playbook ends in a financing question — Steven coaches that seam. The Rate-Lock Reframe lives on equity a client can actually use; the Comeback Call lives on buydown math that changed since 2023. He works those numbers so "we're never giving up this rate" becomes a conversation, not a dead end.

BRING HIM YOUR REPORT AND ASK:

- "My B-list is rate-locked — what can their equity actually do?"
- "Run fresh buydown scenarios for my 2023 comeback list?"
- Pre-qualification for buyers your reactivated clients send you.

Steven Cooper

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MB

Miles Blandi

Goosehead Insurance

THE PROTECTION SIDE

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Every home your report resurfaces carries a policy nobody has reviewed since closing. As values rise, Miles re-shops coverage — another no-pitch, pure-value reason to call a past client.

BC

Bob Clardy

AZ Home Inspection Services

THE CONDITION SIDE

(480) 805-2025 • bob@azhiservices.com

When a sell-window call turns into a listing, Bob's pre-listing inspections surface surprises before the buyer's inspector does — mold, air quality, pool & spa included.

HOW THIS WORKS — SAID PLAINLY

Our sponsors fund coaching and education — that's the whole arrangement. You are never required to use their services, no one here is paid for referrals, and your clients always choose their own title, lending, insurance, and inspection providers. We simply think you should know the people who invested in your book — and they're passionate about helping you work it.

The bench hosts coaching sessions with us — your activation includes a seat at the table.