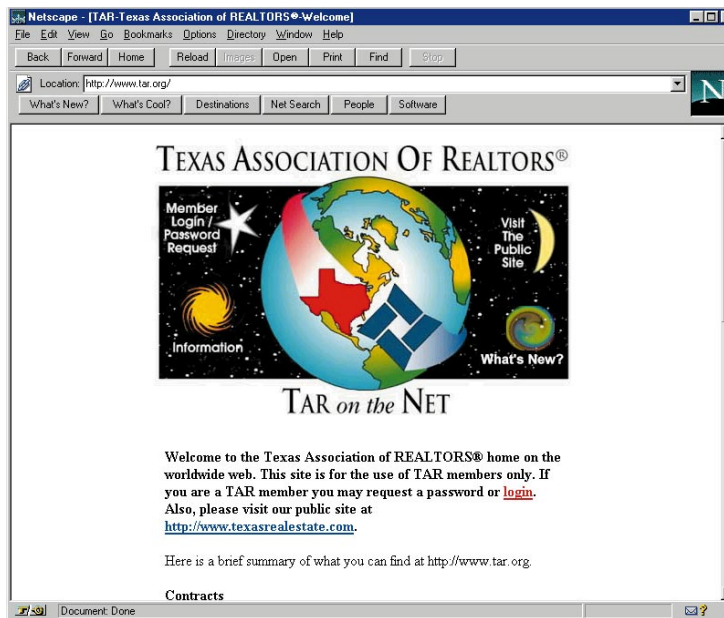


ADOBE CUSTOMER SPOTLIGHT

Texas Association of REALTORS®

Texas REALTORS Use Adobe Acrobat and Acrobat Forms Update for Easy Completion, Delivery, and Database Integration With PDF Forms

Adobe® Acrobat®



Members of the Texas Association of REALTORS can complete and submit real estate forms that are published in PDF on the TAR Web site (www.tar.org).

Key Benefits

- Adobe Acrobat Forms Update capabilities enable fast completion of critical real estate contracts online.
- The Acrobat Forms Update combined with the HAHTsite Enterprise Solution Module (ESM) provides a client/server solution for completing and managing documents over the Internet.
- Data entry, verification, field validation, and document transfer are handled up front so no time is wasted reworking and rekeying client information.
- Contracts delivered as Adobe PDF files retain the exact look and feel of the paper contracts required by the state real-estate commission.
- Instead of waiting weeks to receive revised contracts, REALTORS can now get updated materials on the same day.
- More than 40,000 Texas REALTORS have unlimited access to a centralized, online resource for forms management from anywhere in the world.

An anxious homeowner agrees to list his house with a Texas REALTOR, but by the time the agent gets to her office and completes the necessary paperwork, the homeowner decides to list with someone else. It's a frustrating experience that wastes the REALTOR's time and money. If the proper contracts had been on hand, the situation might have been avoided.

For REALTORS, these types of scenarios are played out daily. Whether it's listing a new house, setting up leasing agreements, selling a property, or handling tenant issues, REALTORS need quick access to numerous contracts every day—delays often mean frustrated, unhappy clients or possibly lost business.

Easy Completion and Quick Delivery of Contracts With Adobe Acrobat

To help REALTORS avoid these problems, the Texas Association of REALTORS (TAR) developed the *FastFill* Internet site. With *FastFill*, more than 40,000 REALTORS

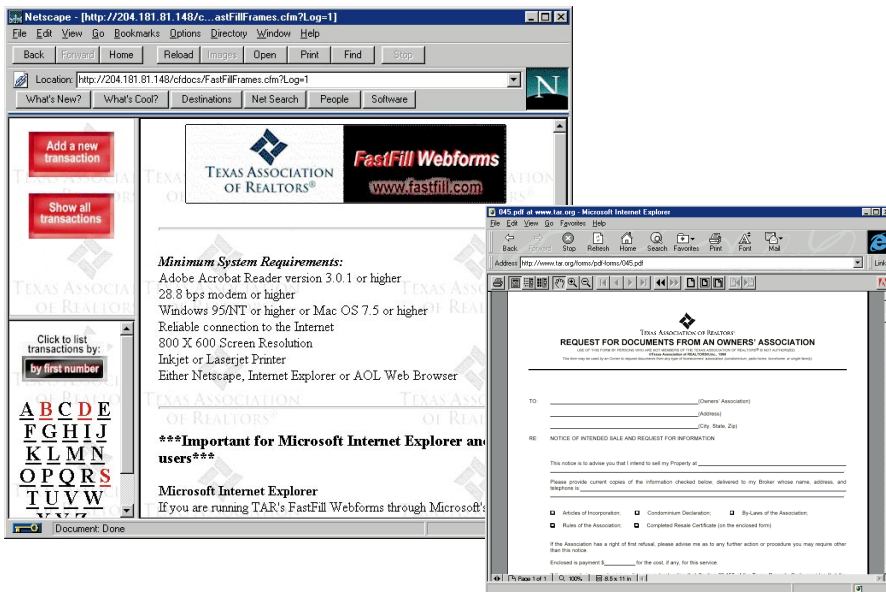
have a quick, efficient means of completing and retrieving critical TAR and Texas Real Estate Commission contracts online.

Built using Adobe Acrobat, Acrobat Forms Update, and HAHT Software's HAHTsite Enterprise Solution Module (ESM), *FastFill Web Forms* allow REALTORS to complete and print legally binding contracts over the Internet. Users can select from 85 contracts delivered as Adobe Portable Document Format (PDF) files. The online forms appear in a user's Microsoft® or Netscape® Web browser and contain fields mapped to specific locations in a Sybase™ database. Once data is entered, HAHTsite ESM manages the sending and retrieving of data to and from the database. In addition, HAHTsite ESM automatically takes information from HTML templates and feeds it into corresponding contracts delivered as PDF files.

No Hassles, No Delays

Whether at home, in the office, or visiting a client, REALTORS have easy, online access to accurate materials—earnest





Using the Acrobat Forms Update capabilities, TAR members enter data into fields within PDF forms, which are mapped to a Sybase database. The HAHTsite ESM manages seamless data transfer once forms are complete.

money contracts, leasing agreements for homes or apartments, listing agreements, and others—for opening and closing a deal.

“Using *FastFill Web Forms*, REALTORS enter information once and do not waste time reworking contracts,” said Frank Kinstler, network administrator for TAR.

“The Acrobat Forms Update software enables data entry, verification, field validation, and document transfer to be handled up front so users can generate completed contracts in minutes. In addition, the system guarantees quick access to the latest versions of contracts. Now, instead of waiting weeks to receive updates from forms vendors, REALTORS can access our Web site to get the most current TAR and Texas Real Estate Commission contracts available.”

Matching the Exact Fidelity of Originals

One of the main advantages of using PDF is the ability to retain the fidelity of original contracts, regardless of their native formats. “Many of the forms we provide are legal contracts so nothing can be altered,” Kinstler noted. “Fonts, layout, graphics—all have to remain intact. With PDF, the materials printed from our Web site retain the exact look and feel of the paper contracts required by the state real estate commission.”

“By combining Acrobat Forms Update with HAHTsite ESM, we are able to give our members exactly what they want—a dynamic forms management system for processing client information in real time.”

— Frank Kinstler,
Network Administrator,
Texas Association of REALTORS

The materials for TAR’s Web site come from the association’s forms development department, the Texas Real Estate Commission (TREC), the Environmental Protection Agency (EPA), and the U.S. Department of Housing and Urban Development (HUD). TREC distributes contracts as PDF files to guarantee that each document’s appearance remains unchanged. As a result, TAR can place these files directly on its Internet site without processing.

Other files—Microsoft Word, QuarkXPress®—that are created in-house or come from the EPA or HUD are run through Acrobat

Distiller® software or PDF Writer to generate PDF files that can be distributed over the Internet. “Preparing materials for online distribution is easy,” Kinstler commented. “With Acrobat, documents from any format can be converted to PDF in seconds without reauthoring.”

A Solid Foundation for Growth

TAR’s move to online form completion was a natural extension of the services the association offers to members. For the past year, TAR has used Adobe Acrobat to provide REALTORS with a centralized, online library of contracts in PDF. “Acrobat and the freely available Adobe Acrobat Reader give REALTORS an easy, cost-effective way to retrieve information,” Kinstler said. “At any time and from anywhere in the world, our members can download and print the materials they need.”

Shortly after TAR placed contracts in PDF on its Web site last year, REALTORS asked for the ability to complete and save contracts online. “Adobe Acrobat gave us a solid foundation for expanding member services,” Kinstler commented. “By combining Acrobat Forms Update with HAHTsite ESM, we are able to give our members exactly what they want—a dynamic forms management system for processing client information in real time.”

Additional information about the Texas Association of REALTORS can be found at www.tar.org. More information about Adobe Acrobat, Acrobat Forms Update, and other software from Adobe is available at www.adobe.com.

Texas Association of REALTORS Systems At-A-Glance

Software:

Adobe Acrobat 3.01
 Adobe Acrobat Exchange® 3.01
 Adobe Acrobat Reader 3.01
 Adobe Acrobat Forms Update
 Microsoft Word
 QuarkXPress
 Sybase Database

Hardware:

Dell 2200 system running
 Windows NT® server

Adobe Systems Incorporated
 345 Park Avenue
 San Jose, CA 95110-2704 USA

Adobe Systems Europe Limited
 Adobe House, Midland Court
 Edinburgh EH11 4DU
 Scotland, United Kingdom

Adobe Systems Co., Ltd.
 Yebisu Garden Place Tower
 4-20-3 Ebisu, Shibuya-ku
 Tokyo 150-6017 Japan

World Wide Web
www.adobe.com

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