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Market Leader Inc. Q3 2008 Earnings Call Transcript

Earnings Call Excerpt

Market Leader Inc. (LEDR)

Q3 2008 Earnings Call

November 17, 2008 4:30 pm ET

Executives

Ian Morris – CEO

Jacqueline Davidson – VP of Finance

Mark Lamb – Director IR

Presentation

Operator

Welcome to Market Leader conference call regarding results for the third quarter of 2008. Joining us today on the Market Leader call will be the CEO Ian Morris and the CFO Jacqueline Davidson. To introduce today's call I will now turn it over to Market Leader's Director of Investor Relations, Mr. Mark Lamb.

Mark Lamb

Welcome everyone to Market Leader's third quarter investor conference call. This conference call contains forward-looking statements relating to the company's anticipated plans, products, services, and financial performance.

The words believe, expect, anticipate, intend and similar expressions identify forward-looking statements but their absence does not mean that statement is not forward-looking. These statements are not guarantees of future performance and are subject to certain risks, uncertainties, and assumptions that could cause actual results to differ materially from those anticipated in the forward-looking statements.

The factors that could affect the company's actual results include its ability to retain and increase its customer base, to respond to competitive threats and real estate market conditions, to manage lead generation and other costs, to develop new products, to successfully rebrand the company, and to expand its new lines of business.

Please refer to the company's 2007 Form 10-K and the most recent Form 10-Q filed with the Securities and Exchange Commission for a more detailed description of these and other risks that could materially effect actual results.

Given these risks and uncertainties you should not place undue reliance on these forward-looking statements. The forward-looking statements are made as of today's date and the company assumes no obligation to update any such statements to reflect events or circumstances after the date hereof.

Unless otherwise noted comparisons of results made on this call are sequential quarter comparisons that we believe are most meaningful.

This conference call will include discussion of adjusted EBITDA, a non-GAAP financial measure that is a term defined in Regulation G. A reconciliation of adjusted EBITDA with net income, the most directly comparable GAAP measure, is presented in our press release and was furnished to the SEC on October 28, 2008, on our Form 10-K and posted to the Investor Relations section of our website located at www.marketleader.com.

For the third quarter the company scheduled its regular quarterly investor call for today, rather than coinciding with the October 28th date on which we released results under our former company name of HouseValues, Inc.

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