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many books exist on selling real estate and many exist on making presentations but none exist on making real estate presentations agents ability to pitch and give impressive presentations will become more important to the sale as the real estate market becomes tougher author remley is an active speaker and very involved in the national association of realtors and their real estate school realty u he has his own audio programs webseminars and a popular coaching program he is also being mentored by our very own ken edwards and learning ken's secrets to promoting his book ken knows about making great presentations within two years of obtaining his real estate license he was listed in the top

1 per cent of realtors nationwide he has won the instructor of the year award on realty u and has gone on to own a network of 11 real estate offices in the southern region

the most trustworthy source of information available today on savings and investments taxes money management home ownership and many other personal finance topics

tom hopkins career is the quintessential american success story from a 42 a month failure to millionaire through the real estate sales techniques he developed and perfected he has taught these techniques to more than one billion real estate pro on four continents and now shares them with readers revealing how to succeed in virtually any market

this powerful but concise how to guide is a must have for every real estate agent because it sets out a new way for agents to win listings based upon the proven techniques of the greatest sales trainers combined with 30 years of hands on living room tested experiences here you ll find over 100 of the exact scripts you need to build rapport with sellers it offers deep insights into seller personality types how to get at motivation and how to control the psychology of the sale it offers you a way to learn in advance of the presentation exactly what the seller wants you to say and do and exactly how to handle the transaction worried about objections here you ll find a whole chapter on how to handle even the toughest objection and win need a pre listing package here s a complete outline of the best pre listing package ever created one that is designed to win sellers over before the agent even meets with them at a time when consumers find it hard to distinguish one agent s services from another this incredible guide gives agents genuine differentiators that can separate any agent from the crowd whether you are a rookie or pro this is the best new guide on how to win listings in any price range at any time and anywhere an instant classic that should be front and center on your desk or be reassuringly located always at your bedside

using everyday language and straight forward examples this resource covers all areas of real estate buying and selling on the internet from financing and choosing and agent to researching neighborhoods and negotiating a sale or purchase

the steiners have assembled a complete guide to everything you could ever want to know and a lot of things you may not have known you needed to know not content to simply outline the do s and don ts of a typical move they also rate moving companies give useful tips on finding rentals sublets and trades and even some sensible advice on long distance job hunting they have taken a no stone unturned approach to moving in this fact filled thorough handbook even including tips on getting settled in your new neighborhood

do you want to double or triple the amount of deals you close every year the struggle of generating new leads in your brokerage can be very frustrating without following a winning strategy you ll often find in any company a few sales people at the top who seem to close deals effortlessly this audio program aims to identify and replicate those

strategies more often than not real estate agents find themselves wasting time on finding weak leads and end up getting discouraged whether your an introvert or extrovert real estate sales is all about following step by step formulas until you understand the process perfectly inside this book you will discover choosing the right company to deal with digital marketing strategies sales prospecting winning the deal getting the home ready for showings listing presentation strategies and much much more

two dozen successful accountants bankers ad managers marketers systems analysts and other executives explain what they do how they do it and how readers can too they also tell what skills they need any challenges they face and what the earning potential is in their line of work

this book address all of the important financial issues razzi covers what a home buyer needs to know about selecting brokers agents and mortgage bankers including how to fire them

the everything homeselling book answers any questions you may have and then some with expert advice on preparing your house for sale creating eye catching listings and holding open houses this all in one guide shows you how to get through each and every step like a pro features professional advice on determining the best sale price presenting your house at its finest selling your home at the right time negotiating offers getting everything in order for a swift closing with the everything homeselling book you ll avoid all the common pitfalls associated with putting your home on the market and sell it quickly with confidence

considered a classic in its field this comprehensive book guides buyers through the array of financing choices including fixed rate and adjustable mortgages fha or va loans and creative financing arrangements and shows sellers how to improve property screen buyers and set the right price readers will also learn how to take advantage of home equity to relieve financial concerns from remodeling expenses to college tuition

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