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Preparation and Success Guide Gregory J. Caviness, 2021-11-25 This book is designed to not only prepare you for successfully passing the New York State Real Estate Licensing Examination but to also prepare you for a successful real estate career This book is divided into three parts The first part of this book provides the knowledge necessary for you to obtain a license to pursue the real estate profession The second part covers the application of that knowledge which can serve as a precursor for achieving success in real estate The third parts focuses on identifying the specific niche to which that knowledge would be applied This section will concentrate on the development of steps and systems to apply the knowledge including effective operations during a period of a health crisis It is with these three basic concepts that I write this book in hopes that you too can achieve the successes that have followed me throughout my career **Instructor's Manual for Real Estate Brokerage** , 1992 **The Complete Idiot's Guide to Success as a Real Estate Agent, 2E** Marilyn Sullivan, 2006-12-05 Getting in from the ground floor to the attic The incredible growth of the real estate market over the past few years has more and more people looking to change jobs and get in on the action Fully revised and updated and written by a highly regarded real estate broker author and lawyer this book covers everything from whether or not real estate sales is the right career move to how to master the skills necessary to be successful Includes a consideration of the pros and cons of a career in real estate sales as well as hints for taking the exam and getting licensed Updated information on websites technology and newly popular discounted fee structure Provides easy to follow customizable business metrics

Real Estate Brokerage, a Management Guide John E. Cyr, Joan m. Sobeck, Laurel D. McAdams, 1999 With its emphasis on the nuts and bolts of starting and operating a broker brokerage this new edition supplies all the information agents and brokers need includes checklists forms and step by step explanations that guide the reader through must know topics *A Master Guide to Income Property Brokerage* John M. Peckham, III, 2006-03-31 The reliable classic guide to INCOME PROPERTY BROKERAGE now updated for the 21st century For more than thirty five years this guide has been the most

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