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# Secrets Of Closing Real Estate Sales

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## **Secrets Of Closing Real Estate Sales:**

*Secrets of Closing Real Estate Sales* Larry L. Sandifar, 1983      **Secrets of Buying and Selling Real Estate...** Robert Shemin, 2004-04-28 An expert guide to the ins and outs of real estate financing *Secrets of Buying and Selling Real Estate Without Using Your Own Money* is the definitive insider's guide to traditional and creative yet legal and ethical real estate financing In understandable step by step language it walks you through explanations and examples of conventional real estate financing so you understand clearly how most financing works It examines all the available creative or unusual financing strategies that seasoned investors and homebuyers use every day to buy and finance properties Drawing on his long experience as a successful real estate investor Robert Shemin spotlights the advantages and disadvantages of various types of mortgages terms and financing strategies so you know all your best options He also includes informative material on how credit scoring works and understanding credit ratings and credit problems that could scuttle your loan Offering proven techniques expert tips and creative alternatives along the way Shemin details every important aspect of the financing process with in depth discussion of topics such as Owners terms Contracts for deed land contracts and lease options How to use partners or cosigners How to get approval after a mortgage company turns you down How to buy property even if the bank says no Creative ways to obtain down payments getting the seller to contribute using nonprofit programs      The Secret Is Selling Not Closing. Closing Is the Result of Effective Selling. Joel Pinero, 2016-04-28 My intention in this book is to provide an innovative perspective and approach of what is a must in the sales process so that you the sales professional can be more effective in closing deals in today's market The information in this book shies away from the high pressure old sales tactics The sales principles that I will share when applied correctly will give you the power to change your sales career and financial future forever The strategies I will share with you in this book will increase your opportunities of achieving more easily closed sales The book will show you that we as sales professionals need to get out of the way of making the sale by following the correct sales sequence In many of my coaching sessions we have found that the reason the prospects don't purchase is the salesperson Let me be your coach on why people buy why people buy today and why people buy now Highlights The name of the game is selling not closing There are no new words in sales The magic of selling is on the sequence Telling is not selling selling is influencing Objections The difference between pressure and urgency are they the same The battle of the guilts Breaking the old myths      *How to Make Big Money in Real Estate in the Tighter, Tougher '90s Market* Tyler Gregory Hicks, 1992 How to invest successfully in bad times as well as good and make a bundle doing it from the original nothing down guru Drawing on his own successful real estate experience Hicks shares a bundle of streetwise tricks that will help readers net big profits in today's down market and the improving market to come Includes step by step examples allowing readers to work the numbers at their own speed      *Secrets of Selling Property: Cutting Edge Techniques for Making Top Dollar Sales* ,      **Millionaire Sales Secrets No One Talks About: How to Persuade, Influence, and Close More Deals**

Silas Mary, 2025-02-26 Sales are the lifeblood of any business but many people struggle to close deals and persuade others effectively **Millionaire Sales Secrets No One Talks About** uncovers the sales strategies that top earners use to persuade influence and close deals consistently In this book you ll learn how to master the psychology of selling build rapport quickly and create irresistible offers that compel customers to act The book also reveals techniques for handling objections overcoming resistance and closing sales with confidence If you re looking to increase your sales and boost your income this book provides the proven methods used by millionaire salespeople to achieve outstanding success      **Selling Electronic Media** Ed Shane, 1999 First Published in 1999 Routledge is an imprint of Taylor Francis an informa company      **Be a Real Estate Millionaire: Secret Strategies To Lifetime Wealth Today** Dean Graziosi, Perseus, 2007-10-09 Teaches the author s strategies for creating wealth in real estate including seven keys to identify hidden market values the five types of real estate markets and how to approach each one      *The Closer's 21 Proven Secrets to Close More Wholesale Deals in 30 Days with No Sales Experience* Tony Robinson, 2019-01-17 Imagine this you re face to face with a motivated seller You thought they wanted to sell their house to you but now that you are sitting across the table from them they won t budge WHY NOT If you are a real estate investor perhaps this has happened to you just as it has happened to nearly every other investor too The truth is most investors get stuck when talking to a seller and they struggle with closing the deal That s where Tony The Closer Robinson can help Tony is called The Closer because of his ability to close sellers simply and efficiently using skills he learned and skills he teaches other people too Tony has dedicated his life to helping investors learn the secrets to closing more deals even if they have zero sales experience In this book real estate investors will learn the 21 secrets that Tony uses to close more deals than most investors ever dream of closing His secrets include How he shifted his mindset to master sales and how you can do the same The right way to use the phone most people do it wrong The simple yet powerful technique to overcome objections The one thing most investors don t do which virtually guarantees they ll lose the deal His million dollar strategies for investors to follow step by step Tony has used these strategies to close more than 1 000 deals and he still uses them every single day How many more deals will YOU close when you ve learned these secrets You do not have to be born with sales skills nor do you need any sales training or experience Simply pick up a copy of Tony s book right now and discover his 21 proven secrets to close more motivated sellers than ever before      **Sales Success** Mark Bowser, 2016-05-01 Can a book actually help you close more sales Yes it can Sales Success is the book that shapes sales careers With this sales fable listeners will learn sales strategies used and recommended by members of the sales Hall of Fame including Zig Ziglar Tom Hopkins and Scott McKain Discover why sales success happens for the earnest student and why it doesn t for the rest Come along with master storyteller Mark Bowser as he takes you on a journey of discovering ultimate sales success In Sales Success you will meet Digger Jones the mentor we all wished we had Follow along as Digger teaches motivates and inspires his young prot g from failure to the heights of sales achievement and how you can apply these lessons to your own sales

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professional continuing education programs in Real Estate this book will also be of interest to professional real estate entrepreneurs looking to boost their knowledge and improve their marketing techniques The book is divided into five major parts Part 1 focuses on introducing students to fundamental concepts of marketing as a business philosophy and strategy Concepts discussed include strategic analysis target marketing and the four elements of the marketing mix property planning site selection pricing of properties and promotion of properties Part 2 focuses on personal selling in real estate Students will learn the exact process and steps involved in representing real estate buyers and sellers Part 3 focuses on negotiations in real estate How do effective real estate professionals use negotiation approaches such as collaboration competition accommodation and compromise as a direct function of the situation and personalities involved in either buying or selling real estate properties Part 4 focuses on human resource management issues such as recruiting and training real estate agents issues related to performance evaluation motivation and compensation as well as issues related to leadership Finally Part 5 focuses on legal and ethical issues in the real estate industry Students will learn how to address difficult situations and legal ethical dilemmas by understanding and applying a variety of legal ethical tests Students will also become intimately familiar with the industry's code of ethics

**Getting Started in Real Estate Day Trading** Larry Goins, 2009-03-23 Real estate day trading is using the Internet to buy and sell houses without leaving home In many cases the investor closes on a house and resells it the same day Readers will learn the author's system for how to buy and sell 5-10 houses a month in today's market using the Internet phone fax and email to analyze research and find the properties buyers and others needed for the transaction Author Larry Goins has personally done deals in nine different states and has students in the US Canada Australia New Zealand Japan China Israel the Philippines and Denmark Day trading can be used for wholesaling properties to other investors retailing lease options short sales foreclosure investing etc The basic steps are Search online for potential properties to make offers on using specific techniques for finding the right ones Once an offer is accepted usually within 1-2 weeks put it on paper using clauses included in the book and get the property inspected by a rehab contractor to get a free estimate of how much the repairs will cost This is done by finding reputable contractors online and through referrals from realtors and through autoresponders Order an appraisal Sell it fast Using the buyers list you have built on the internet through email marketing groups social networking sites blogs free classified sites bank owned property sites and more send an email with the details of the property and instructions on how they can get the property under contract Usually within two hours several potential buyers will reply Set up a closing to buy it and to sell it on the same day closings are about 30 minutes apart Buy it at 10:00 and sell it at 10:30 for example There are many ways to fund and close on the property The book will contain step by step easy processes for assignments options flex options simultaneous closings using hard money private money cash partners and credit partners none of which will require an investor's own cash or credit With praise from New York Times Bestselling Author Dr Albert Lowery Robert Shemin Frank McKinney and foreword by Michael E Gerber Larry

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J.K. Lasser's Real Estate Investor's Tax Edge Scott M. Estill, Stephanie F. Long, 2009-10-16. Top tax guidance for today's turbulent real estate market. Despite the downturn in the real estate market, savvy investors can continue to capture profits by using money-saving tax strategies. In The Real Estate Investor's Tax Edge, authors Scott Estill and Stephanie Long provide all of the necessary tax planning techniques to lower your tax bill and fully capitalize upon your real estate investments. In addition to this, you'll learn how to protect your assets and avoid losses in a down market through smart tax planning strategies. Containing the most updated tax law information and offering tax planning tips geared toward today's real estate market, this reliable resource is a complete guide to managing your real estate taxes. Outlines effective strategies for legally reducing the impact of taxes on your real estate assets. Offers detailed coverage of the newest tax laws and rules affecting

real estate Focuses on tax smart techniques for making the most of your real estate investments In today s volatile real estate market it s important to make the most of your assets by paying the legal minimum in taxes no more and no less The Real Estate Investor s Tax Edge will show you how to achieve this goal and put you in a better position to profit during even the most difficult of times



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