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The Complete Idiot's Guide to Success as a Real Estate Agent, 2nd Edition Marilyn Sullivan,2006 The incredible growth of the real estate market over the past few years has more

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popular discounted fee structure Provides easy to follow customizable business markets

Real Estate Agent's Business Planning Guide Carla Cross,1994-08 Learn how to plan budget and spend your own funds wisely with a planning system that has been revised and refined over a ten year period This book includes over 50 worksheets and checklists such as Ready to

use customer surveys that inform you and generate referrals Creative low cost promotional tactics Two compete sample business plans Checklists for effective newsletters brochures and direct mail campaigns and more

The Complete Guide to Becoming a Successful Mortgage Broker Patricia Hughes,2008 A reliable mortgage broker is in constant demand and never

short on business in any economic condition According to the U S Department of Labor the average income of mortgage brokers is 43 210 The mortgage brokering business is one of the fastest growing occupations in America today yet the

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the company to help you succeed You need the proper training to be prepared This new book will provide you with a road map to financial success You will learn how NOT to make the big mistakes most new brokers make how to put a loan package

together how to find borrowers how and what to charge how to guarantee your fee how to make buyers and sellers happy and how to quickly and easily locate the best deals for your customers Additionally this book provides you with information

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Success Guide for Real Estate Sales Thriving in Tough Times Scott Allen, 2011-04 Success Guide for Real Estate Sales Thriving in Tough Times gives new perspectives on classic approaches to real estate sales Written from the vantage point of the end of the Great Recession this manual provides practical advice to get real estate agents productive and profitable even in a difficult market You will learn How the right attitude will take you farther The essential elements of a winning business plan Practical tips on using technology and systems to manage your business Effective customer service strategies How to price properties to sell Making the open house effective Common transaction problems and how to deal with them How to work on short sales and foreclosure properties How to generate referrals for long term success

Success as a Real Estate Agent For Dummies Dirk Zeller, 2011-03-03 Success as a Real Estate Agent For Dummies shows you how to make your fortune in the real estate business Whether you are looking to rev up your real estate business deciding whether to specialize in commercial or residential real estate or just interested in refining specific skills this book is for you This no nonsense guide shows you the fun and easy way to become a successful real estate agent It provides expert advice on acquiring the skills needed to excel and the respect and recognition you ll gain through making sales and

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