

Secrets of the Million-Dollar Sales Year in Real Estate

Henry Donald L.

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Secrets of the Million-dollar Sales Year in Real Estate Donald L. Henry, 1981-01-01 *How to Become a Million Dollar Real Estate Agent in Your First Year* Susan Smith Alvis, 2007 You will learn to quickly attract new prospects get the highest possible commissions and get return business and referrals while still having a life outside of work In this new book you will learn how NOT to make the big mistakes most new agents make licensing and exam fees Multiple Listing Service MLS local Board of Realtors real estate boards expenses of doing business your vehicle and insurance coverage sales techniques simple methods to get hundreds of referrals how to make buyers and sellers happy how to quickly and easily locate the best deals for your customer presenting offers software programs that make running your business effortless the luxury housing market dealing with FSBO s the commercial market secrets to using the Internet setting up a record keeping and computer system brokers and how to work with them your professional image the new frontier online tools and ideas and much more **Real Estate Presentations that Make Millions** Jim Remley, 2007 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 Profitable Professional Practice** Donald L. Henry, 1985 *Making Agents Wealthy* Karen Coffey, 2021-04-27 Making Agents Wealthy guarantees that if agents follow the step by step blueprint Karen Coffey offers they will produce money generating results In Making Agents Wealthy Karen Coffey walks agents new and seasoned through a step by step process of creating fast money generating results Throughout its pages readers sense that she is serious about her motto Success takes as long as you give it because Karen proves it doesn t take long when agents apply the right strategies The systems she shares are based on her first hand success of earning over 100k in her first 100 days as an agent in a brand new market where she knew no one then finishing off the year working an average of 30 hours a week and earning just under 500 000 in income for the year The uniqueness of Making Agents Wealthy comes from the fact that Karen holds nothing back she shares the tools templates and systems that worked for her She also shares the mindset shifts and beliefs that every agent must have to reach the high levels of success that she is committed to giving readers **The Ultimate Sales Letter** Dan S. Kennedy, 2011-02-14 Rev ed of The ultimate sales letter attract new customers boost your sales 3rd ed 2006 The 100 Absolutely Unbreakable Laws of Business Success Brian Tracy, 2002-01-11 What makes one business flourish while another fails This book of laws has

something for everyone who wants to be a success in any walk of life Gen H Norman Schwartzkopf In The 100 Absolutely Unbreakable Laws of Business Success Brian Tracy draws on thirty years of experience and knowledge to present a set of principles or universal laws that lie behind the success of businesspeople everywhere in every kind of enterprise large and small These are natural laws he says and they work everywhere and for everyone virtually without exception Every year thousands of companies underperform or even fail and millions of individuals underachieve frustrated by thwarted ambition and dreams all because they either attempted to violate or did not know these universal laws But ignorance of the law is no excuse Tracy breaks the 100 laws down into nine major categories Life Success Business Leadership Money Economics Selling Negotiating and Time Management Drawing on a lifetime of observation investigation and experience Tracy not only identifies and defines each law he also reveals its source and foundation whether in science nature philosophy experience or common sense He illustrates how it functions in the world using real life anecdotes and examples and shows how to apply it to your life and work through specific questions practical steps and exercises that everyone can use sometimes in just minutes to begin the journey toward greater business success Eloquent yet practically written should be required reading for every entrepreneur manager and leader Scott McKain author of The Ultimate Customer Experience **Subject Catalog, 1982** Library of Congress, 1982 **The Part-Time Real Estate Investor** Dan W. Blacharski, 2016-11-30 Today's booming real estate market offers plenty of opportunity a chance to build wealth and secure your future If you are saying to yourself that sounds great but I cannot quit my job and begin investing full time then this book is for you Discover how to become a skilled professional real estate investor who can generate thousands even millions of dollars in your spare time Unlike starting a retail business where you need to be there every day you can work a full time job invest in real estate on the side and reap huge profits This book will help you learn the ropes of real estate investing and focus on the limited time you have to achieve your goal The revised 2nd edition of The Part Time Real Estate Investor How to Generate Huge Profits While Keeping Your Day Job is an updated comprehensive and detailed study of the real estate investing business as a perfect part time business Tips and case studies are included throughout the book Real estate is a business in which assets appreciate and cash flow is generated even when you are absent This book will give you the information and advice necessary to buy finance and successfully manage a small number of positive cash flow producing properties in your spare time Investing in real estate is one of the safest and smartest investments you can make Real estate appreciates at a rate far greater than the rate of inflation builds equity provides a steady return on investment provides cash flow and can offer substantial tax benefits With the sound guidance in this book you could retire comfortably and EARLY You will discover how to find below market deals and how to invest with little or no down payment Learn about valuable internet resources seller financing foreclosures and REOs investment property negotiating purchase offers and managing rental property Find out about flipping auctions tax sales financing mortgage terms agents cash flow inspections contracts tenants lease agreements insurance taxes and

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