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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 *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 **Help! I Can't Sell My House** John Tur,2011-03-14 This book headlines would get your attention and teach you inside secrets of how to sell your real estate faster and easier Selling your house or any real estate is one of the most stressful things you can do there s so much to organize plan and do that it can leave your head revolving And when the sums of money involved are as high as they are then you really can t afford to make any kind of mistake prior or during the course of action It s perfectly natural to feel scared and anxious when selling your house or any other category of real estate The entire process can be made so much easier though with a helping hand You can maximize the deal and minimize the mixed

emotions you are bound to be feeling with my 100 Inside Secrets to Sell Your House Quickly and for More Money *How to Farm Successfully--by Phone* Deborah Johnson, Steve Kennedy, 1995 The Secrets of South Beach Real Estate Marie Anginette McBeth, 2003-10 Although situated for year round enjoyment Miami Beach represents the second or even third residence for many who consider it the perfect Pied a Terre People from over 11 countries now call the seven mile long Miami Beach Peninsula home At poolside one is as likely to overhear a conversation in French German or Italian as in English Your neighbors might be internationally recognizable fashion models entertainment executives world renown photographers and artists professors or professionals or entrepreneurs who have had the smarts to retire young Come discover the new Miami Beach and take advantage of the luxurious and entertaining waterfront lifestyle awaiting you From studio apartments to penthouses from Town Homes to Waterfront Homes of every price range size or layout imaginable this book will help you find the right professionals and make informed choices so you too can acquire one of the most desired addresses of any oceanfront residence in the world *Real Estate Marketing* M. Joseph Sirgy, 2014-05-09 Real Estate Marketing is specifically designed to educate real estate students with the art and science of the real estate marketing profession The ideal textbook for undergraduate and graduate level classes in business school and 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

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