

Jim Remley

MAKE
MILLIONS
SELLING **REAL
ESTATE**

Earning Secrets of Top Agents



Make Millions Selling Real Estate Earning Secrets Of Top Agents

JA Banks



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Make Million\$ Selling Real Estate Jim Remley,2005 They say you can t get rich quick but you can probably do it quicker in real estate than in any other profession But you ve got to know what you re doing *Make Millions Selling Real Estate* is your opportunity to learn from the best Jim Remley is not only an award winning real estate educator he s also an incredibly successful agent whose own wealth has skyrocketed in just a few short years How did he leapfrog more experienced agents to become one of the top earning real estate professionals in the country In this book Jim shares his secrets for knocking years off of the pay your dues period He ll give you the priceless information that most agents need a lifetime to learn and that many never do

Make Million\$ Selling Real Estate Jim Remley,2005 Every real estate agent knows that making serious money doesn t happen overnight But *Make Millions Selling Real Estate* details how agents can completely and forever change how they work leap frogging over more experienced agents to become true superstars shaving years off of the pay your dues period and reaping the fruits of their labours while still young enough to enjoy them Refreshingly simple and straightforward this book does not rely on deep philosophy or theory but instead gets right down to the nuts and bolts Featuring eye opening insights from top agents and brokers *Make Millions Selling Real Estate* shows how the top earners do it and reveals secrets and hard won lessons it might otherwise take an entire career to learn and that many agents never learn at all Real estate is a tough business Agents lacking the proper information and tools will quickly fall by the wayside *Make Millions Selling Real Estate* can help keep veteran and rookie sellers on top of their game and ahead of the curve

1,200 Great Sales Tips for Real Estate Pros Realtor Magazine,2011-01-06 Perfect for brokers agents and other real estate professionals this handy guide brings together the best ideas from years of incredibly practical lists and checklists published in REALTOR Magazine This practical one of a kind guide is perfect for learning the business of real estate and perfecting the best and most effective tactics and techniques for helping your real estate career and business grow

Successful Real Estate Selling Thomas Mourning,2007-03 Using Tom s techniques I went from being just an average agent to making 90 000 in one month Bruce Maxon Prudential Realty Whether you have worked in real estate for some time and are producing average earnings or you are already a top producer *Successful Real Estate Selling How to Make Big Money Even in Bad Markets* can show you how to double your production and generate the same results in half the time Author and former real estate broker Thomas Mourning guides you through the process of selling real estate and discusses how to avoid mistakes increase your sales earnings and work toward results *Successful Real Estate Selling* shares Mourning s basic keys to success on such topics as the following Prospecting for motivated clients Coordinating open houses Searching for legitimate referrals Working with builders Handling seller price objections Negotiating and presenting an offer Closing the deal Mourning uses many personal real life examples to provide you with the how to specifics he s learned in more than twenty years of award winning real estate sales and management Let *Successful Real Estate Selling* be your guide to a

lucrative real estate career [American Book Publishing Record](#) ,2005 [Popular Mechanics](#) ,1922-10 Popular Mechanics inspires instructs and influences readers to help them master the modern world Whether it s practical DIY home improvement tips gadgets and digital technology information on the newest cars or the latest breakthroughs in science PM is the ultimate guide to our high tech lifestyle **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 journey [California Real Estate](#) ,2007 [Popular Mechanics](#) Henry Haven Windsor,1913 *How to Become a Million Dollar Real Estate Agent in Your First Year* Susan Alvis,2016-09-30 [Popular Mechanics](#) ,1913 [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 generating profit Soon you ll have all the tools you need to Prospect your way to listings and sales Build a referral based clientele Work with expired and FSBO listings Plan and host a successful open house Present and close listing contracts Market yourself and your properties online and in print Negotiate contracts and avoid derailment Stake your competitive position Achieve excellent relationships with clients Spend less time to earn more money This guide features tips and tricks for working with buyers must haves for a successful real estate agent and common pitfalls that can be avoided Also included is a list of Web sites for real estate agents that are valuable resources for success With Success as a Real Estate Agent For Dummies you ll discover how to acquire key skills and get on track for a successful career *Real Estate Agent Diploma - City of London College of Economics - 3 months - 100% online / self-paced* City of London College of Economics, Overview Do you want to make 100 000 per year In any marketplace a real estate agent has the opportunity to create hundreds of thousands of dollars in income An agent s income is especially significant when viewed against the capital investment required by the business Most agents need as little as 2 000 to start up their practices Compare that to any other business and you ll find that most involve sizeable investments and burdensome loans to buy equipment lease space create marketing pieces develop business strategies and hire employees all to achieve what is usually a smaller net profit than what a real estate agent can achieve in the first few years It s almost too

good to be true This course will provide you with all the knowledge you need to become a successful real estate agent This specialist course is about acquiring sales skills marketing skills time management skills people skills and business skills It s about gaining more respect achieving more recognition making more money and closing more sales It s a guide that helps you achieve the goals and dreams that you have for yourself and your family You will be taught the real stuff that works and is laid out in a hands on step by step format You can also find time tested scripts in most sales oriented chapters The scripts are designed to move prospects and clients to do more business with you If you re a junior member of the grammar police you may find that some don t perfectly align with your expectation of the English language The objective of sales scripts though is not perfect sentence structure but rather maximum persuasion of the prospect or client Content Acquiring the keys to Real Estate Success Prospecting for Buyers and Sellers Developing a Winning Sales Strategy Running a Successful Real Estate Business ten tools that are essential for any real estate agent s success how to avoid the ten big real estate sales mistakes etc Duration 3 months Assessment The assessment will take place on the basis of one assignment at the end of the course Tell us when you feel ready to take the exam and we ll send you the assignment questions Study material The study material will be provided in separate files by email download link

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