

The Dynamics of Successful Selling

- How to increase your selling power
- How to find the "hidden" sources of buyers, sellers and sales
- How to gain the confidence of buyers and sellers
- How to use the techniques of negotiation
- How to be subtle
- How to be aggressive
- How to build discipline
- How to think the way you want

REAL ESTATE PSYCHOLOGY

JAMES E. A. LUMLEY

Real Estate Psychology The Dynamics Of Successful Selling

Valerie J. Nurcombe



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