



REAL ESTATE

FIELD

MANUAL

FOURTH EDITION

An Official Selling Guide

BARBARA NASH-PRICE

Real Estate Field Manual Selling Guide

Jianjun Gao



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Real Estate Field Manual Barbara Nash-Price, 2001 *Real Estate Field Manual* Barbara Nash-Price, 2007-08 This motivational book is written to help people go directly into Real Estate sales with a specific road map Drawing on more than 30 years of successful real estate experience this user friendly book is full of forms and provides new agents with a thorough overview covering everything an agent needs to succeed in this fast paced business Keying in on the importance of achieving balance in one's personal and business life and being savvy to time management it introduces readers to the concepts tools and techniques necessary for maintaining a profitable business Written as a handbook and guide to real estate topics covered include prospecting converting buyers dialogues listings closing techniques Internet advertising ad samples disclosure ethics and technology tips This new edition also provides helpful information on working with FSBOs savvy buyers sellers and relocations PLUS the CD ROM now included with the book includes valuable checklists documents and other useful forms and computerized tools necessary for managing a successful real estate business today **Real Estate Field Manual** Nash-price, 2001-01 Im-Real Estate Field Manual Nash-Price, 2000-06-01 2100 Business Books, and Guide to Business Literature Newark Public Library. Business Branch, 1920 **2400 Business Books and Guide to Business Literature** New Jersey. Public Library, 1920 *Distribution Data Guide* , 1954 **Real Estate Record and Builders' Guide** , 1916

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