

REAL ESTATE RAINMAKER®

GUIDE TO

ONLINE MARKETING



- 20 New Rules of Online Marketing
- 6 Steps to an Effective Online Marketing Plan
- Techniques to Capture Leads from the Web

Dan Gooder Richard, author of
REAL ESTATE RAINMAKER®: Successful Strategies for Real Estate Marketing

Real Estate Rainmaker Guide To Online Marketing

Dan Gooder Richard



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Real Estate Rainmaker Dan Gooder Richard, 2004 So You Think You Want A Website Sharon Hassler, 2006 This step by step ebook for do it yourself Internet promotion covers these topics and more Where to find a FREE full featured real estate website Why launching a site is just the beginning Identifying and composing two essential pages Introduction to domain names search engine optimization site submission generating traffic keywords and meta tags The top placement on Google scam Basics of directories link exchanges blogs forums free ads free publicity and more Dan Gooder Richard Author of Best Seller Real Estate RainMaker Guide to Online Marketing says Any agent seriously considering a website should start with this book The Broker's Bible Nancy Gardner, 2011-03-10 Real estate has long been a relationship business basically a baby boomer model and due to significant changes in the consumer the industry will no longer be able to thrive and prosper on this basis alone The consumer is mistrustful and skeptical and the relationship will not stand alone as a way to secure business going forward it will be based on a combination of relationships and verifiable skills with the emphasis on skills Compound this with the worst downturn since the great depression a seemingly jobless recovery and tight lending standards we are the midst of great challenges for the future of our businesses In all of this there is great opportunity for real estate companies The opportunity exists for companies to move away from an agent centered universe to a consumer centered one and to be of service to the consumer in ways the consumer wants and needs and is willing to pay for Bottom line we have to get better at what we do It is all here the way back to profit Roll up your sleeves be willing to relearn things you thought you already knew change real estate service delivery as you know it and prosper **Real Estate Rainmaker** Dan Gooder Richard, 1999-10-18 Would you like to triple your income as a real estate agent or broker Close thirty or fifty or more transactions a year rather than the national average of twelve Reduce your advertising expenses by half and cut marketing costs per transaction by forty percent Can you imagine converting 100 percent of your prospect inquiries into customer

presentations Working a four day week while maintaining a six figure income Cashing out of your practice financially independent yet still young enough to enjoy the fruit of your labors If these questions sound like an impossible dream then reality is about to give you a very pleasant surprise Real Estate Rainmaker introduces a powerful marketing system that multiplies your personal efforts and enables you to generate more prospects and close more sales at lower cost Drawing on proven marketing principles and insights from other industries Dan Gooder Richard a leading authority on real estate marketing presents the dynamic 3 Step Rainmaker Lead System Following each step of this system you will learn how to Overcome inevitable market fluctuations faced by all real estate agents and brokers Master the latest marketing techniques to increase leads at reduced cost Close more prospects by focusing on customer needs Boost referrals and maximize profits through customer retention Write your own marketing plan in six easy mornings Build a Trophy Database and develop an exit strategy to cash out financially independent Complete with an invaluable collection of marketing tools never before assembled in one place and all the essential contact information you will require to find what you need easily Real Estate Rainmaker brings you a torrent of indispensable principles techniques and savvy insider's tips that will flood your practice with customers profits and success beyond your wildest dreams Doing business without marketing is like winking in the dark You know you're doing it but nobody else does From the Foreword by Laurie Moore Moore The real estate industry has never been more active or more competitive than it is today Anyone who wants to achieve real success must have a foolproof marketing system to create prospects convert them into customer appointments and turn past clients into future referral sources Real Estate Rainmaker introduces the most reliable marketing system in the real estate industry today the 3 Step Rainmaker Lead System This is your opportunity to learn the key components of a proven dynamic system that you can put into practice immediately and discover advanced marketing methods and techniques that can help build your practice throughout your career In this remarkable and revolutionary guide you will learn Twenty easy techniques to boost advertising results at no extra cost Proven direct response lead generation techniques Can't miss direct marketing copywriting and design secrets Unbeatable Internet marketing strategies How to build a Trophy Database that really pays off And much much more to generate more leads more sales Don't let your career languish while you waste precious marketing dollars through trial and error Let Real Estate Rainmaker start making you a rainmaker today

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