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How to Master the Art of Listing and Selling Real Estate Death of the Traditional Real Estate Agent: Rise of the Super-Profitable Real Estate Sales Team Real Estate Agent Real Estate Sales The High-Performing Real Estate Team The Lazy Realtor Real Estate Sales Agent Real Estate Sales Success as a Real Estate Agent For Dummies 1,200 Great Sales Tips for Real Estate Pros Real Estate Sales Handbook Real Estate Sales Double Your Income in Real Estate Sales Secret Of Estate Sales Marketing Success: REAL Estate Sale Techniques & Templates To Go From Beginner To Getting An Endless Stream Of Estate Sale Clients Mastering the Art of Selling Real Estate Real Estate for Beginners The Altman Close Building a Successful Real Estate Sales Career Real Estate Sales Agent Log The Real Estate Sales Secret MILLION DOLLAR SECRETS for REAL ESTATE, MARKETING and SALES Real Estate Sales Real Estate Sales Agent Log Real Estate Sales How to Enter Real Estate Sales Real Estate Sales Agent Log Book: Record Client Details, Information, Viewings, Sales, Etc. Laugh Your Way to Real Estate Sales Success Real Estate Sales Real Estate Sales Meetings Real Estate Agent See How They Sell Probate Real Estate Sales 101 Real Estate Sales Your First Year in Real Estate Real Estate Sales Agent Log Effective Real Estate Sales and Marketing U.S. Real Estate Sales List Big Book of Real Estate Ads Real Estate Sales Agent Log Easy Chinese for Real Estate Sales

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how to optimize your real estate investing regardless of which type of strategy that you choose *Ways to feel like your life is truly worth something *How to earn more money without sacrificing time that everyone cherishes. Spend more time with your family, and stress less*Ways to cultivate a growing real estate investment portfolio that can keep you financially secure through retirementPlus, so much more! Stop wasting time! Grab this book right now! Discover how to find new avenues of income that will benefit your wallet and expand your lifestyle capabilities now and far into the future. Download the e-book Real Estate Sales: Tips and Tricks for Realtors to have Successful Real Estate Sales now to start learning about the nuances of an ever-growing industry. While other types of products often become outdated or replaced by faster and cooler versions a similar good or service, the real estate industry seems to be always ripe with people who are eager to purchase new property. As cities continue to grow, you should be thinking about how you can profit from the real estate expansion that is taking place on a national level. Through the tricks and tips that are presented in this book, you'll be able to do exactly that. If you've ever wondered how some people are able to make big bucks in the real estate profession, look no further! This book will take you beyond the information that was presented in the e-book that I wrote as a beginner's guide on this topic. Now that you know how to become a real estate agent, you'll be given the tools that you need to grow your business into something real and exciting. It's often stated that if a business can thrive for between six months to a year, then it will most likely be successful for a long period of time. This book will give you the secrets that you need in order to keep your real estate business up and running now and far into the future. The tactics presented in this book will provide you with the potential to take your business from something small to something that is impactful and profitable. After reading this book and implementing the strategies that are presented within its pages, you'll be able to start planning for a comfortable retirement and future. What more could you ask for? If you read this book, you are guaranteed to learn: * Ways that you can take your current real estate business from good to great * Tips on how to host an open house that will have buyers begging you to sell them the home * Ways to publicize your business in exciting ways that will help to generate a buzz around you and your services * How to connect with other realtors in important and significant ways * How to save your money so that you can retire comfortably and early What are you waiting for? Real estate investing is a fabulous way to earn money, and you have no time to lose! Download the e-book Real Estate Sales: Tips and Tricks for Realtors to have Successful Real Estate Sales right now! Look up Real Estate training and coaching on the internet television, or any social media outlet, and you'll quickly see that the industry is lled with get rich quick schemes, magic pill promises, and the modern day version of the wild west snake oil salesman claiming they have the secret to overnight riches ... Seriously? Not a chance. There is a better way. Building a Successful Real Estate Sales Career A nA new book by Mike Ferry Recognized by the National Association of Realtors as one of the ve most innuential people in Real

Estate ... The rst to introduce One-on-One Coaching to the Real Estate industry more than 37 years ago ... Founder and CEO of the Mike Ferry Organization, coaching thousands of agents to become top producers - more than any other individual or organization ... M Mike Ferry has spent his entire career looking at the question of why Real Estate companies, industry leaders, management, and agents do what they do ... why so many of them do it so well while so many others fail within the rst 18 months. In his latest book, Building a Successful Real Estate Sales Career, Mike gives you the opportunity to beneet from his decades of experience as a coach, mentor, author, business owner and yes, a successful Real Estate Sales Professional. W With his immutable style that gets straight to the point, Mike takes his readers on a systematic journey through each point in the Mike Ferry Real Estate Sales System, a process that anyone can follow to build a successful and meaningful sales career. Transform your real estate business into a sales powerhouse In The High-Performing Real Estate Team, experienced real estate coach Brian Icenhower shares the systems and secrets of top real estate agents and brokerages. The book offers actionable systems and processes that can be immediately implemented to take you, your fellow agents, and your team or brokerage to the next level. Focusing on the 20% of activities that drive expansion, this book shows you how to create renewed enthusiasm, productivity, engagement, and exponential growth at your real estate team. With this book, you will: Discover how to create a viral goal that spreads throughout your team and drives change Learn to focus on core activities that result in the majority of your growth and productivity Cultivate personal responsibility with public accountability and accelerate growth with a custom team dashboard that measures metrics for success Written for real estate agents, teams, brokerages and franchise owners, The High-Performing Real Estate Team is an indispensable resource that will guide you toward growth while providing you with the resources and downloadable materials to reach your goals faster. Weve all heard the stats and stories about how tough it is to make a profitable living in real estate without high (and often devastating) lifestyle costs, but what do you know about the super successful agents, those netting \$500,000, \$1 million, \$3 million, or more a year selling real estate? What do you really know about how they think, what they do, and how they approach the business, most often rejecting the industry norms that enslave the average agent? The fact of the matter is, if your real estate business depends on you, you dont really have a business you have a job. In stark contrast, these mega agents have true businesses built on turnkey systems and well-organized teams. There is no stopping this trend. More and more teams will come, garner more market share, and get paid premium fees at the same time working less and playing more than the typical agent. Inside these pages, well introduce you to sixteen of these super successful, highly profitable real estate team leaders who share the secrets of their rise to the top 1 percent of the entire industry, how they did it, and how you can copy your way to your own megasuccessful real estate business. America's leading authority on real estate education puts her proven arsenal of

techniques and strategies at readers' fingertips, in this updated edition of her popular and practical guide to improving sales performance in real estate. Shift your real estate business into high gear, this REALTOR training book makes listing and selling property easy Learn lead generation, marketing strategy and tips, client prospecting, systems, formulas, scripts and more No more stumbling blindly trying to build a successful real estate business, follow Wade Webb's proven real estate success system and generate a great income while creating the lifestyle of your dreams Simply follow the field tested tactics in this realty handbook loaded with creative advertising and promotional ideas for the beginner and seasoned professional alike. Executive coaching for full time and part time REALTORS seeking effective tools and professional, business and life coaching backed with a solid business philosophy Real Estate Business Training to Build a Market Proof Successful Realty Empire The Lazy REALTOR by Wade Webb is built on universal, proven and tested business principles designed to inspire and educate you into reaching and surpassing your wildest dreams to build a successful real estate business and to enjoy the lifestyle that goes along with it. The Lazy Realtor goes into great detail on all the main components required to start, grow, and maintain a recession proof real estate empire. Learn about getting started, the learning curve, budgeting, goal setting, how to become an EXPERT Buyer & seller cycles, listing cycles, pricing psychology Databases & relationship lists, expanding your database Potential clients everywhere, multiplying leads, lead generation, cashing in on leads Glengarry style, sales and power prospecting methods Enter the World Wide Web, power of connecting, new Marketing IT Open House strategies Triggering emotions, features vs. benefits, psychology in sales Staging homes, selling sellers on staging Farming, direct mail, cold calling, warm calling Expired listings, for sale by owner, FSBOs Making listings more salable Managing your time, time blocking, breaking the realtor-phobia, selling yourself Showing luxury homes In buyers shoes, one house at a time, Exclusive Agent anyone?, helping owners with direct sales Winners never quit, quitters never win, discipline can go a long way, 3-Part Formula for Success Pricing strategies, connecting with your sellers, getting inside their head 22 solutions to kick-start your business (and yourself!) Insider's Tips 7 figure income for me? Specifications 6" x 9" (15.24 x 22.86 cm) Black & White on White paper 126 pages Wade Webb Real Estate Coaching Handbook for Seasoned Professionals and "Dummies" Alike Why stumble through your real estate career learning the hard way when you can learn from a master who has "been there, done that" and chiseled through all the trial and error for you? The last thing you want when trying to attain your financial and professional goals as a REALTOR is to waste days, months and even years spinning your wheels not to mention thousands of dollars on mis-spent advertising dollars and business expense... and let's not forget the potential lost income of doing it right the first time. Buy Wade Webb's The Lazy Realtor and Receive the Following All the rock solid real estate training mentioned above and much more Bonus training materials Bonus videos from Wade and marketing materials Product Guarantee -

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