

REAL ESTATE TIPS: THE COMPLETE GUIDE TO SELLING YOUR HOUSE QUICKLY

BY ROBERT DAVID MCCULLOCH



The Complete Guide To Success In Real Estate Sales

Marilyn Sullivan



The Complete Guide To Success In Real Estate Sales:

The Complete Guide to Success in Real Estate Sales Larry Hauser, 2003-01-07 ARE YOU A SALESPERSON OR AN ORDER TAKER The Decision Is Yours In this book you will learn methods of selling and speaking which I have learned from 30 years of sales experience I have sold products as varied as Christmas cards to magazine advertising space From health and life insurance to stocks bonds and annuities And my favorite and I m sure yours as well REAL ESTATE Ask yourself Have I ever left an appointment for a presentation without the signatures I was seeking and said to myself as I was driving away If I had only asked Or If I had only said If the answer is YES then you have left money on the table because you were not prepared And the amount of money in the Real Estate Game is a lot of money Here Are Some Of The Things You Will Learn By Reading This Book 1 You will learn the NINE STEPS OF THE PRESENTATION which must be followed in order to persuade your prospects to think your way 2 You will learn the TEN MOST COMMON REASONS YOUR PROSPECTS USE FOR NOT SIGNING THAT LISTING and how you can be ready with the TEN reasonable solutions to each of those objections 3 You will learn the method trained salespeople use to overcome objections BEFORE they become objections 4 You will learn each of the FOUR TRAPS in which untrained salespeople get caught which invariably lead to failure in the presentation and how you can gracefully avoid them 5 You will also learn PROVEN METHODS OF GETTING OFFERS ACCEPTED which are substantially below full price and probably would get most agents thrown out of the house if presented in the usual manner 6 HOW and WHEN to ask for signatures on the BUYERS CONTRACT How much money have YOU left on the table for your competitors

The Complete Idiot's Guide to Success as a Real Estate Agent, 2E Marilyn Sullivan, 2006-12-05 Getting in from the ground floor to the attic The incredible growth of the real estate market over the past few years has more and more people looking to change jobs and get in on the action Fully revised and updated and written by a highly regarded real estate broker author and lawyer this book covers everything from whether or not real estate sales is the right career move to how to master the skills necessary to be successful Includes a consideration of the pros and cons of a career in real estate sales as well as hints for taking the exam and getting licensed Updated information on websites technology and newly popular discounted fee structure Provides easy to follow customizable business metrics

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The Complete Guide to Buying and Selling Apartment Buildings Steve Berges, 2011-01-06 Berges shares a framework investors can use to make the transition from buying single family homes to successfully investing in multifamily properties The Real Estate CPA 18 of the Best Books on Real Estate Investing Whether you re a first time real estate investor or a seasoned professional The Complete Guide to Buying and Selling Apartment Buildings helps you map out your future find apartment buildings at a fair price finance purchases and manage your properties Now revised and expanded this Second Edition includes tax planning advice case studies of real acquisitions and appendixes that add detail to the big picture Plus it includes a handy glossary of all the terms investors need to know helpful sample forms that make paperwork quick and easy and updated real estate forecasts With this comprehensive guide at hand you ll find profits easy to come by If you re thinking about investing in apartment buildings this is a good place to start

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The Complete Guide to Success in Real Estate Larry Hauser,2002

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The Complete Guide to Running Successful Workshops & Seminars Kristie Lorette,2014-11-15 A typical workshop doesn t always sound intriguing in fact it s something most people try to avoid attending Still seminars are held each year in many fields and industries and usually none are alike While thousands of executives employees and other professionals dread hours of lectures and preaching that the average conference involve the one you re planning doesn t have to be the norm The Complete Guide to Running Successful Workshops Seminars is your complete guide to putting together an effective conference that is sure to be a hit from start to finish regardless of your field and audience In this new book you will learn the ins and outs of planning a workshop from general decisions about how long the event will last to the minute details such as where each person will check in and sit This complete guide will teach you how to effectively target and communicate with your audience so you can give your attendees the information they were missing You will learn about the basics of leading a training program such as what characteristics you should portray to show your authority and credibility as well as the general structural elements of a workshop seminar and conference This comprehensive book will help you define the reason why you are holding a workshop and will teach you to succinctly create an objective for your participants so that you are destined for success You will even learn how to evaluate and measure your success during and after the event to prove your true effectiveness and determine your program s strengths and weaknesses Filled with information about how to build a budget planning scheduling and get funding for your workshop this book addresses the financial aspect of holding an hour day or weekend workshop so that you can adequately allocate your money This comprehensive guide has it all and will teach

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Steingold,2015-07-21 A perfect guide for entrepreneurs Whether you just want an overview of the business buying process or you re ready to acquire an existing business you know you ll need to finance negotiate and structure the deal and protect yourself from unpleasant surprises The Complete Guide to Buying a Business will give you everything you need to know including more than two dozen crucial forms and legal documents to help you do it You ll learn how to find the right business analyze the seller s numbers make sense of the tax issues avoid outstanding liens and liabilities prepare and sign a sales agreement close the deal prevent the seller from competing against you work with lawyers accountants and brokers The 4th edition of The Complete Guide to Buying a Business is completely updated to reflect the latest laws and tax information

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