

So, You're Licensed to Sell Real Estate!

So, What Are You Doing Now?

**Getting Started, There is a Reason
They're Not Called Basics Anymore!**

Your Toolbox? Your Database?
Are you a Secret Agent?

Do you know where your next listing
is coming from?

Marketing Materials

Email/Templates/Subscriptions

Selling Real Estate... Working With Home Buyers

You're Onstage/No ReDos 5 W's The Home Buying Process

Mortgages..Mortgage Payments.. Closing Costs

Buyer Information Packet Preparing Contract to Get It Signed

Listing Real Estate: The Listing Appointment and

The Challenge **Marketing Presentation** The CMA Presentation

The Property Inspection

The Marketing Presentation Marketing Information

The Listing Agreement

So You're A Licensed Real Estate Agent Now What

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