

# **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  
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## **Selling Real Estate... Working With Home Buyers**

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

Mortgages..Mortgage Payments.. Closing Costs

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## **Listing Real Estate: The Listing Appointment and**

The Challenge      **Marketing Presentation**      The CMA Presentation

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# So You're A Licensed Real Estate Agent Now What

**CL Gary**



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