

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

Michelle Overstreet



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

YOU GOT YOUR REAL ESTATE LICENSE, NOW WHAT? Christiano Sampaio, 2024-07-08 So you've got your real estate license now what Many new agents feel lost after passing the test because what you learn there doesn't always match up with what you need to know on the job This guide will help you determine those next steps and get you on the right track to kickstart your real estate career

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Real Estate License Exams For Dummies with Online Practice Tests John A. Yoegel, 2017-04-10 Your ticket to passing the real estate license exam In order to become a licensed real estate agent you must pass your state's real estate licensing exam and with this hands-on guide you'll get everything you need to succeed Inside you'll find the latest and most up-to-date information on contracts deeds appraisals leasing and mortgage types plus four full-length practice tests to help prepare you for test day Before you know it you'll have all the knowledge you need to pass the exam and join the ranks as a professional real estate agent Every year thousands of Americans make the leap to an exciting rewarding new career in real estate If you want to get the best possible score Real Estate License Exams For Dummies will help you pass with flying colors and get your new career off to a great start Includes four sample tests with detailed answer explanations and walk-throughs Covers real estate laws for all 50 states Provides proven test-taking strategies and study techniques Offers a glossary of real estate terms If real estate is your dream career this unbeatable bestselling guide arms you with the skills to make it a reality

Jennifer Allan, 2007-01-01 Engaging Highly Readable Clear and Informative Fantastic Phenomenal Fun to Read Excellent Content Loved It In Sell with Soul Jennifer Allan shares her rise from a nervous rookie agent to a successful real estate broker in this warm witty and relatable guide This book is an answer to every new agent's daily quandary What do I need to do today to succeed and how do I do it Sell with Soul is written by a real real estate agent one who is willing to share her early insecurities mistakes and missteps with you She describes everyday dilemmas and creative solutions to them shows you innovative marketing plans and concrete organizational tools Jennifer's strategies are simple and clear and will save you a tremendous amount of time figuring out what really works and

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Think You Want to Sell Real Estate Michelle Overstreet, 2010-03-11 This book is designed to give you a realistic idea of the marketing time and efforts that you will spend learning the real estate business. You'll want to ask questions before choosing an employing broker about their training, marketing and record keeping requirements. You'll come to realize that you'll need to spend hours researching what role the title companies play vs the role of the lender in your real estate transactions. Learn to read a Preliminary Title Report and ask about the prorations of taxes, insurances and interest from the title companies. Ask several lenders about loan programs and ask to sit in while your customer is shopping for their loan. Know the differences and requirements and learn to pre qualify just by having a conversation with your potential buyer. This book gives several anecdotes as tools of what you might expect when dealing with the emotional aspect of the different personalities including your own reactions. More importantly this book will give a simple understanding of real day to day experiences and the challenge of being a sales person vs going out on your own to broker an office and the unlimited income.

potential real estate has to offer **How to Become a Million Dollar Real Estate Agent in Your First Year** Susan Alvis,2016-09-30 *Eyes Wide Open* Starla Barnhill,2007-04-02 Starla Barnhill speaks directly from the heart to her first time home buyers written specifically on how to purchase their first home and to avoid costly mistakes I want every home buyer that reads this book to learn how the points and interest rates work and what locking in your interest rate really means I want you the first time home buyer to walk into that Mortgage Company or bank and know exactly what you re doing I want you to have the solid knowledge behind you to make an honest decision regarding every step of your loan process By the time you finish my book you will know how not to get taken in the mortgage industry and how to truly buy a home with little or nothing down **Escaping the Real Estate Investing Newbie Zone** Christopher Bruce,2017-01-18 What does it really take to flip houses with no money or credit Are you finally ready to regain your job and finally quit the rat race Finally be able to take vacations when you want No more asking your boss for time off and finally give to live life on your own terms Well you re about to discover the hidden secret on how to truly create income on demand through no money down investing real estate investing Author Chris Bruce is a full time real estate investor serial entrepreneur and host of the top rated podcast on iTunes Escape The REI Newbie Zone He s flipped 100 s of deals all over the country and has been accredited to over hundreds of successful students all across the country His straight approach no Fluff approach to business and life has gained him tens of thousands of followers and subscribers to his weekly newsletter Many of whom have started their real estate business quit their jobs and live a life of Freedom You re about to be next [How to Buy and Manage Rental Properties](#) Mike Milin,Irene Milin,1988-06-15 Devoted to the beginning or small real estate owner or manager this guide offers a complete program in which tenants self manage the property and explains how to attract and keep good tenants obtain maximum rent and simplify bookkeeping [The Executor's Guide](#) Mary Randolph,Jennie Lin,2024-06-07 The step by step guide to serving as an executor trustee or estate representative If you need to wrap up the affairs of a loved one who has died you may feel overwhelmed especially when you re grieving But you can do it and this book will show you how The Executor s Guide provides a clear road map through an unfamiliar land of legal procedures and terminology You ll learn what to do right away and what can wait Find help on preparing for the job of executor or trustee the first steps you should take after a loved one dies claiming life insurance Social Security and other benefits making sense of a will and what to do if there is no will how to determine whether probate is necessary filing taxes managing assets inherited by a minor child probate court proceedings handling simple trusts and working with lawyers appraisers accountants and other experts The 10th edition of The Executor s Guide contains updated tables that outline the key points of each state s laws It also provides the latest information on estate tax laws With Downloadable Worksheets download and customize worksheets detailing information executors need to get organized including an inventory of assets and debts details inside *How a 24-Year-Old Achieved Financial Freedom* Jason J. Lee,2024-12-03 How did a twenty four year old become a multi millionaire and earn

over a hundred thousand dollars a year in passive income Did he do anything different No Did he have any special talents No Does he come from money No Author Jason Lee picked the road less traveled had goals that were too crazy to tell anybody and went all In How a 24 Year Old Achieved Financial Freedom Jason reveals his struggles his biggest money maker and how he was able to accomplish his goals faster than 99 99 percent of self made people The best part Now you can do it too

Home Buying Kit For Dummies Eric Tyson,Ray Brown,2016-03-14 America s 1 bestselling home buying guide Are you looking to buy a house but don t quite know where to begin Have no fear This new edition of Home Buying Kit For Dummies arms you with Eric Tyson and Ray Brown s time tested advice and strategies for buying a home in current market conditions Packed with valuable tips for getting the best deal on your new home and navigating an ever changing housing market it shows you how to find the right property make smart financial decisions and understand the latest lending requirements and tax implications Thanks to looser lending standards lower down payment mortgages and a wider selection of homes to choose from first time homebuyers are making a comeback in the housing market But if you don t know a Colonial from a counter offer the process of buying a home can be daunting Luckily this bestselling guide is here to take the confusion out of the process In plain English it provides step by step guidance for buying the home of your dreams from inspecting a property to evaluating a location to making sense of loan applications tax documents and counter offer forms Negotiate your best deal and obtain a lower down payment mortgage Improve your credit score Make sense of changing lending standards Take the confusion out of lending laws mortgage rates and marketplace conditions Whether you re a renter investor or current homeowner everything you need to plant roots in a new home sweet home is just a page away **Introduction to Personal**

Finance Kristen Carioti,2024-03-18 Introduction to Personal Finance helps students understand their relationship with money while they learn the fundamentals of personal finance Regardless of their financial background or career aspirations students will walk away with a clear roadmap for setting and achieving their financial goals *How to Make a Million*

Dollars a Year Flipping Houses Jerry Norton,2014-12-03 If done correctly and with the right system flipping houses should be a million dollar a year business After doing hundreds of deals the nation s most highly sought after expert reveals his exact system to find analyze renovate and sell houses earning 25 000 or more per deal From construction worker to millionaire Jerry not only shows you his comprehensive step by step system to flip 40 deals or more per year in any market regardless of expertise or experience you will also learn how to Set up follow a step by step systematic approach to each aspect of the business Beat the competition to the best deals Consistently find deals each and every month Accurately estimate repair costs on any deal in 15 minutes or less Identify the ideal property and area to flip houses Sell your properties in 30 days or less Renovate a home with no delays even if you have no experience Select the exact materials and the design to attract the ideal buyer Organize and maintain a budget Effectively find and manage the best subcontractors to do all the work Determine the precise after repair value ARV of any deal Find unlimited sources of other people s money OPM to fund your

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So You Wanna Buy A House! Corinne T. Luna,2006-05-15 This handbook is about choices Making proper choices requires being equipped with the right information This guide will help you make choices that significantly reduce miscommunication misunderstanding and unmet expectations when buying a home This is a clear to the point no nonsense guide to buying a home especially your first home You will understand the details of the entire process without having to become a real estate professional or a lender You will understand how to best work with these professionals to quickly close your transaction with the least amount of stress This book provides a glimpse of what is happening behind the scenes during the entire transaction

Michael Yardney's Rules of Property Michael Yardney,2016-05-18 Here s your plan for financial freedom in the new economic era using property investment principles that are tried and tested by Australia s leading authority in wealth creation through property Fortunes will be made as Australia s property markets move into the next cycle and the divide between the rich and the average Australian is only

going to widen Yet Australia is the land of opportunity and becoming wealth does not have to be a dream So how do the wealthy get rich It s not luck and it s not that they had a better education or rich parents For many it s because they know The Rules of Property Investment In his new book best selling author Michael Yardney will help you achieve your financial goals faster by showing you to grow a multi million dollar property portfolio as he shares a roadmap of proven principles and updated strategies in THE RULES OF PROPERTY INVESTMENT This book is ideal for Beginning property investors who want to fast track their success by understanding what successful property investors do Experienced investors who feel stuck and want to take their property investing to the next level and Professional property investors who want to revisit the basics as well as learn some distinctions from Australia s leading expert in wealth creation through property

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