

# **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?

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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

The Property Inspection

The Marketing Presentation      Marketing Information

The Listing Agreement

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

**John A. Yoegel**



## **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

**So You Want to Be a Real Estate Agent: How to Pass Your State License Exam** Angela Erickson, 2017 You decided you want to be a real estate agent which seemed like the hard part However the state license exam might be a little harder Teens that have taken interest in the real estate market can expand their interests through the information provided in this book Confusing and seemingly dull definitions and concepts have been broken down and are explained easily for the young adult audience Material such as real estate legal issues encumbrances real estate law financing real estate purchases leasing escrow accounts contracts and legal documents are covered in the book but in a fun and clear way The book is full of examples and vibrant photography to make a complex subject interesting and easy to understand At the end of the book you will find sample tests so that every reader will know what they're getting into Young adults that have decided the real estate market is for them can get a head start and can ensure that when the time comes they will pass the license exam on the first try

**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

what probably doesn't. Most importantly Jennifer shows us that you can be a successful real estate agent and still have soul that is to be a positive, honorable and respectful person. That even though you work on commission you can adhere to the Golden Rule and be proud of how you handle yourself and your business. New agents will be inspired and well equipped to begin their real estate adventure after assimilating the soulful approach Jennifer delivers in this insightful well written guide. Early Reviews for *Sell with Soul*. *Sell with Soul* has all the excitement of a good novel yet it delivers tons of solid information. It is a refreshing change from cookie cutter business and how to books that forget to put the reader into the equation. Not only informative and highly readable it's witty, charming and a good read. Jennifer really draws you into her world and makes you interested in it. Real estate her way sounds as if it's fun and rewarding. *Sell with Soul* is a must read for any real estate professional earning less than 150,000 per year. It provides a clear picture of how ethical business practices can do far more to make you a winner than any persuasive sales tactics.

**Real Estate License Exams For Dummies** John A. Yoegel, 2023-10-31. Get ready to close on your new career as a real estate agent. *Real Estate License Exams For Dummies* is packed with all the information you need to know to get your license and begin your lucrative and rewarding real estate career. With four practice tests and 525 flashcards online you'll be well on your way to launching the real estate career of your dreams. Plus there are more practice questions throughout each of the subject review sections in the book so you can work through all the topics covered on the test. With real estate laws for all 50 states this is your perfect study guide no matter where you're planning to work. Learn the latest on real estate taxes, contracts, mortgage types and beyond. Then get test day tips that will help you succeed. Real estate here you come. Review everything you need to know to pass your real estate licensing exam. Get proven study techniques and testing strategies to help you earn a high score. Use flash cards, a glossary of terms and online practice tests to prepare. Learn about new fair housing initiatives and other changes in the market. Looking to start or restart a career in real estate? *Real Estate License Exams For Dummies* is your guide.

[So You 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 deals Put the

system and team in place to leverage your time remove yourself from the model Finally a practical easy to follow approach to flipping houses With dozens of examples and case studies you finally have the blueprint to make a million dollars a year flipping houses

**The Pebbles Path to Real Estate Wealth** R. Donahue Peebles,2008-09-22 You can still find plenty of good deals in a failing real estate market by applying the advice in *The Pebbles Path to Real Estate Wealth* How to Make Money in Any Market Multimillionaire real estate mogul R Donahue Peebles makes it possible for you to always win in real estate provided you have the right knowledge and exercise good judgment in the deals you make Start with small investments and work up to bigger more profitable properties before you know it you ll be a smart investor earning large profits

**Profits in Buying and Renovating Homes** Lawrence Dworin,1990 Lawrence Dworin s guide covers a variety of topics essential to the purchase and renovation of homes for profit Included are chapters on remodeling for profit selecting the right house using real estate agents buying a home getting the appropriate financing repairing structural and mechanical problems decorating the interior selling the house and keeping rental property

*Buying a Property For Dummies* Nicola McDougall,Bruce Brammall,2023-04-25 Take the stress out of buying a property with this handy guide that covers everything you need to know Are you a first time buyer Or perhaps you re looking to move on and up in today s competitive property market If you feel overwhelmed by the jargon the unsolicited advice and the complicated finances you re not alone So how can you be confident you re ticking all the right boxes With *Buying a Property For Dummies* This straightforward step by step guide will help you get the best deal on your new house apartment or investment property Learn about different types of residential properties and different buying strategies Calculate the costs ahead of you and understand how your mortgage will work Learn how to value a property negotiate and make a successful bid or offer Get tips on when and where to seek expert help There s no denying that buying property can be stressful But with *Buying a Property For Dummies* you can sleep easy This clear practical handbook will ensure you re making the right moves to realise your property dream sooner and that new your property is a sound investment for your future

[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



## **So You're A Licensed Real Estate Agent Now What** Book Review: Unveiling the Power of Words

In a global driven by information and connectivity, the power of words has become more evident than ever. They have the ability to inspire, provoke, and ignite change. Such could be the essence of the book **So You're A Licensed Real Estate Agent Now What**, a literary masterpiece that delves deep to the significance of words and their affect our lives. Published by a renowned author, this captivating work takes readers on a transformative journey, unraveling the secrets and potential behind every word. In this review, we shall explore the book's key themes, examine its writing style, and analyze its overall effect on readers.

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