

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

Corinne T. Luna



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.

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Achieved Financial Freedom Jason J. Lee,2024-12-03 How did a twenty four year old become a multi millionaire and earn

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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

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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

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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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