



# So You Think You Can Sell

**Katrin Zwirglmaier**



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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 Youll want to ask questions before choosing an employing broker about their training marketing and record keeping requirements Youll come to realize that youll 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

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Congress. House. Committee on Government Operations. Subcommittee on Government Information and Individual Rights, 1982      Hearings, Reports and Prints of the Senate Committee on the Judiciary United States. Congress. Senate.

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**Committee on Agriculture, House of Representatives, Eighty-third Congress First- Session** United States. Congress. House. Committee on Agriculture,1953      **Utilization of Farm Crops** United States. Congress. Committee on Agricultural and Forestry,1942

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