

Iuwow Track Real Estate Agent Location 10

Nick Tsai

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Confessions of a Real Estate Professional: Top 10 Mistakes to Avoid When Starting Your Career Jeff Petsche,2016-06-22 This book is a must read for any newly licensed agent or anybody looking to start a career in real estate. Knowing what mistakes are most common among newly licensed agents can save you headache, frustration, money and most importantly, YOUR CAREER!! If you don't know what to look for when starting out, many of the mistakes outlined in this book could cause a new agent's career to END before it ever BEGINS! Mindset, Being Financially Prepared and Picking the Right Brokerage are just a few of the mistakes addressed in this book, and knowing how to address each one can make the difference between having early success or lots of frustration.

Death of the Traditional Real Estate Agent Craig Proctor,Todd Walters,2015-03-20 Craig Proctor is founder and CEO of Craig Proctor Coaching,

an international real estate success coaching organization that has improved the lives of over thirty thousand real estate agents around the world via Proctor's quantum leap real estate success system. This system is based on Proctor's own highly successful real estate career that spanned over twenty years and eight thousand homes sold and is uniquely positioned to deliver real, current, and proven solutions to real estate agents and brokers, empowering them to build highly profitable businesses that deliver exceptional customer service without high lifestyle costs. ? Todd Walters is a Platinum coach with Craig Proctor Real Estate Coaching as well as CEO of Optimus Real Estate Brokers, Inc., Georgia's fastest growing real estate company. Named among the top 20 agents in the United States by NAR and top 10 RE/MAX worldwide, Todd was featured in the Billion Dollar Agent, Lessons Learned, and Real Estate Rainmaker: Guide to Online Marketing, before retiring from selling at age thirty-nine with over five thousand real estate transactions. Laura Petersen started her real estate career in Orlando, Florida, in 2005 after more than twenty years of business management and ownership. Buying FrontGate Realty in 2008, Laura and her team sell hundreds of homes and consistently earn a five-star client rating for excellent customer service. A member of Craig Proctor's Elite Titanium Group, consisting of agents in the top 1 percent of North America, Laura also coaches realtors across North America in Craig Proctor's quantum leap system. In 2014, Orlando Style Magazine named Laura as one of the top 10 realtors in Orlando.

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Top Agent Pro William McIntosh, 2015-09-13 This is not an academic theory book! It's a practical step-by-step guide based on over 30 years of experience selling luxury homes! In this book you will learn; * How to go from being a new agent to a top selling agent in record time * How to create a strong foundation to enjoy a long and successful career * How to beat out your competitors and become the agent of choice for home owners * 10 effective prospecting techniques to find (and keep) qualified buyers * How to conduct successful home visits that result in sales * The 4 pillars of effective real estate marketing * Negotiation Skills for Obtaining Offers * How to Close the Sale Every Time * How to Have a Life, Work Less and Earn More Money * Plus so much more! Are you new to real estate sales? Have you been in the business for a while but not earning the income you desire? Are you a manager or broker looking for an easy to follow training program to help your agents succeed? If you answered yes to any of the above, this book is for you! International luxury real estate expert William McIntosh shares his secrets to a wildly successful 30+ year real estate business. Unlike many authors and trainers, William continues to actively work in the business selling multi-million dollar homes. In this book you will learn the same techniques William uses day in and day out to succeed in one of the world's most fiercely competitive luxury real estate markets - Saint-Tropez on the French Riviera.

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