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Consider It Sold Mike Randall, 2013-03-21 This book is about preparing yourself and your home to be put on the real estate market. If you're looking for a quick, easy to read resource on how to get the most money for your home, in the least amount of time with the least amount trouble, you've found it with Consider it Sold. Mike's straight forward, no nonsense advice will help you look at your home objectively, through the eyes of the buyer, increasing your chances for success. Mike has been selling real estate since 2000 and is consistently one of the top agents in his market. Everything he shares in this book is through experiences with buyers and sellers. He knows what works and what doesn't. Consider it Sold is the ultimate guide to selling a home in today's market.

How to Make It Big As a Real Estate Agent Mark Ferguson, 2021-06-17 There are many great suggestions in How To Make It Big As A Real Estate Agent. I am returning to real estate sales after a several decades long hiatus and have a game plan to implement which lines up with those which Mark has used. But the idea of building a team is a new one to me and is one I will implement. Great advice for new agents, particularly making it clear the extent of dedication and hard work required to achieve the upper levels of success. I strongly recommend this book.-RayMark Ferguson has been a Realtor for over 15 years. He runs a sales team of 10 who have sold over 1,000 homes. Mark has personally sold over 200 homes in one year. Mark has been featured in the Washington Post, Yahoo, Zillow, Realtor.com, Realtor Magazine, Time, Trulia and many other major media outlets. In this 220 page book Mark describes exactly how he has made it big in real estate and what to expect as a real estate agent. Mark breaks down how much money real estate agents can really make as well as how much work an agent will have to do. There are many stories out there about how little money agents make and how they are on call at all hours. The truth is real estate can be a wonderful business if you treat it as a business and plan accordingly. There are many things an agent can do to be successful, which Mark details in this book. Choosing the right brokerGetting off to a fast start selling housesFinding the right lead sourcesWhere to spend your money Where not to spend your moneyThe best ways to networkHow to build a business not create a jobHow to make your real estate agent business a sell-able assetMuch, much moreIf you are family with Mark and his writing style, you know he hates fluff. This is a straight to the point book with an immense amount of usable information and techniques. You can find mark at https://Investfourmore.com, where he has created one of the most popular real estate blogs.

The PMZ Way Michael P. Zagaris,2005 In The PMZ Way: Strategies of Highly Successful Real Estate Agents, author Michael Zagaris--president and CEO of PMZ Real Estate, one of California's leading real estate companies--shares valuable insights gained from his 28 years in the business. The PMZ Way includes personal stories and advice from 21 of PMZ's top agents. PMZ, a family-run real estate company based in Modesto, California, was founded in 1947 and has 325 agents who sold \$1.5 billion in property in 2004. Any person considering real estate as a career will find this book a powerful tool.

<u>Super Agent</u> Joseph Callaway, JoAnn Callaway, 2014-03-25 Reading Super Agent is like spending a day with two of the most successful real estate agents in America. Joseph and JoAnn Callaway sell 300 to 500 high-end homes per year.

Now they share the secrets of their incredible success. Based on those Callaways' core concepts of honesty, competence, and caring, Super Agent is filled with practical, money-making advice that will turn beginner and veteran real estate agent alike into a Super Agent. Every chapter is a lesson in the fundamentals of listing and selling more real, including: The five superpowers that make you a super agent The secrets of super time management, how best to use assistants, and how to run a super team The two quick fixes that can double your income overnight without so much as one new client With tested tips and tactics and a unique and positive approach, Super Agent will inspire and propel you to build a steady stream of buyers and sellers, get more listings, and close more deals.

1,200 Great Sales Tips for Real Estate Pros Realtor Magazine,2011-01-06 Perfect for brokers, agents, and other real estate professionals, this handy guide brings together the best ideas from years of incredibly practical lists and checklists published in REALTOR Magazine. This practical, one-of-a-kind guide is perfect for learning the business of real estate and perfecting the best and most effective tactics and techniques for helping your real estate career and business grow.

Land Contract Homes Michael Delaware, 2014-01-23 This book covers the subject of seller financing of residential real estate, and addresses the top ten mistakes home buyers make when choosing this method of acquiring a home. The reader will learn what a land contract is, how it is structured and what are the essential legal problems to be aware of and avoid. This book was prepared and compiled to help educate the reader on the subject of seller financing. It continues to expand on the subject of the authors previous books on the subject: 'Understanding Land Contract Homes: In Pursuit of the American Dream' and 'Land Contract Homes for Investors'. This book will help the reader identify quickly the key areas that can create trouble for the home buyer with the land contract, and construct an agreement mutually beneficial to both parties to avoid these problems. Understanding these common areas of difficulty makes it simple and easy to avoid. Neglecting any of them can make for a painful and expensive lesson after the fact. Land Contracts are a popular form of seller financing. They offer a home buyer a means to purchase a home on an immediate basis, while they prepare for refinancing the home at a later date. This book will serve to educate the reader on how they work, as well as give them the knowledge they need to create the best possible future for themselves as a home owner.

<u>FINDING THE BEST REALTOR IN TEXAS</u> NASIR QURESHI,2023-11-30 LOOKING FOR A REALTOR? Difference between a Realtor and Real Estate Agent Why Do You Need A Realtor? Know Different Kinds of Realtors What Kind of Realtor Do You Need? What to Look for in a Realtor? 10 Different Ways to Find a Best Realtor in Texas Answers to 8 Common Misconceptions Resources

The Miracle Morning for Real Estate Agents Hal Elrod, Michael J. Maher (Realtor), Michael Reese, Jay Kinder, 2012-12-12 All real estate agents share one thing in common: we're all striving to get to the NEXT LEVEL of personal and professional success. We want to take our lives, our businesses, and ourselves to the next level. What if you could get there, faster than you ever thought possible, by simply changing how you start your day? The

original Miracle Morning book took the Real Estate industry by storm, transforming the lives and businesses of tens of thousand of agents. Now, The Miracle Morning for Real Estate Agents will do exactly that for you by taking you on a journey into the lives of top-producing agent, Rick Masters and his wife, top-producing lender, Michelle Masters. First introduced to you in the best-selling book, The 7 Levels of Communication, real estate professionals Rick and Michelle are now married and expecting their first child, but the demands of their industry have left them overworked, overweight, stressed out and unfulfilled. Something's got to change. They attend a seminar and meet other agents who have transformed their lives-both personally and professionally-using a simple 30-day Challenge. Although Michelle is optimistic, Rick is skeptical. But with nothing to lose and a lot to gain, Rick agrees to sign up. Little does he know that you really can transform any-or EVERY-area of your life, in just 30 days. You're about to discover how! Grab Your Copy of The Miracle Morning for Real Estate Agents today! The Miracle Morning Book Series includes all of the titles below and doesn't have to be read in any particular order. Book 1: The Miracle Morning Book 2: The Miracle Morning for Real Estate Agents Book 3: The Miracle Morning for Salespeople Book 4: The Miracle Morning for Network Marketers Book 5: The Miracle Morning for Writers Book 6: The Miracle Morning for Parents and Families Book 7: The Miracle Morning for Entrepreneurs Book 8: The Miracle Morning for Transforming Your Relationship Book 9: The Miracle Morning for College Students Book 10: The Miracle Morning Companion Planner Book 11: Miracle Morning Millionaires

Your Best Business Entity For Real Estate Investing Michael Lantrip,2019-01-05 The biggest mistake made by Real Estate Investors is not using a Business Entity. The second biggest mistake is using the wrong one. Learn how to:
1.) select the best business entity for you. 2.) use multiple entities for protection. 3.) stack entities to maximize profit. 4.) convert one entity to another. 5.) double your Charging Order protection. 6.) make your assets judgment-proof. 7.) make yourself judgment-proof. 8.) and much, much more. Real Estate Investing is a whole new ballgame, and the rules have changed.

Home In 10 Steps Michael Pearson, 2012-10-09 Home In 10 Steps is a quick and enjoyable read for anyone thinking about purchasing a new home in the current market. The entire home buying process is explained in easy to understand language, by industry expert Michael Pearson. Home In 10 Steps will teach you how to: Choose the right Realtor, Secure a mortgage, Shop for your new home, and Negotiate and write an offer that will be accepted!

How to Become a Million Dollar Real Estate Agent in Your First Year Susan Smith Alvis,2007 You will learn to quickly attract new prospects, get the highest possible commissions, and get return business and referrals, while still having a life outside of work. In this new book you will learn: how NOT to make the big mistakes most new agents make, licensing and exam fees, Multiple Listing Service (MLS), local Board of Realtors, real estate boards, expenses of doing business, your vehicle and insurance coverage, sales techniques, simple methods to get hundreds of referrals, how to make buyers and sellers happy, how to quickly and easily locate the best deals for your customer, presenting offers, software programs that make running your business effortless, the luxury housing market, dealing with FSBO's, the commercial market, secrets to using the Internet, setting up a record keeping and

computer system, brokers and how to work with them, your professional image, the new frontier, online tools and ideas, and much more.

The Armchair Real Estate Millionaire Michael Dominguez,2021-05-11 Financial freedom with property investment isn't about owning 100 doors. You want a fun life, not a frantic one! You just need a few quality houses, a couple hours a week, and a comfy armchair. When you're working a 9-5 and buying property for passive income, risky and overwhelming opportunities can lead to big financial losses and bigger regrets. Real estate should fund your life, not run your life! In Armchair Real Estate Millionaire, investor realtor Michael Dominguez provides the roadmap to crafting a portfolio of quality investment properties for positive cash flow. Filled with expert wisdom and a straightforward approach, this is your simple guide to property investment that creates consistent and sustainable wealth and savvy retirement planning-without taking over your life. You're about to learn: A predictable property-buying framework that can boost you to millionaire status in just 10 years. How to compile a power team of professionals to maximize your investment potential. A formula to find the best tenants for you and your houses. Tips to increase the resale value of a home with simple upgrades. Case studies, insider tips, and lessons from other risk-adverse investors-and much more! With the right strategies, buying and selling real estate can be a low-risk, high-reward side hustle that can make you a millionaire-without costing you time or sanity. Get Armchair Real Estate Millionaire and uncover the secrets to joining the Triple Crown Club today!

<u>The Ultimate Home Buyers Guide</u> Kinder Jay, Experts The Nation's Leading, Reese Mike, 2013-02-01 Topics covered include: choosing the right agent to represent you; handling short sales; why buying and selling strategies are important; referrals, contracts and negotiations; and how to avoid common mistakes when buying or selling real estate.

Commission Recorder Mike Murphy, 2018-03-23 Do you worry that you can't receive commission? Or you paid a commission, but Salesperson did not reach out? Here is the helper for this situation! This series have two different kinds of interior: series 1-5 and series 6-11. The book contain property address, date, commission rate, commission, and the most important is signed for get paid. 64 pages for record each deal. 15 lows in each page. Large Size: 8x10 Buy Today, and Get Help!

Death of the Traditional Real Estate Agent: Rise of the Super-Profitable Real Estate Sales Team Todd Walters, Craig Proctor, 2015-03-23 Weve all heard the stats and stories about how tough it is to make a profitable living in real estate without high (and often devastating) lifestyle costs, but what do you know about the super successful agents, those netting \$500,000, \$1 million, \$3 million, or more a year selling real estate? What do you really know about how they think, what they do, and how they approach the business, most often rejecting the industry norms that enslave the average agent? The fact of the matter is, if your real estate business depends on you, you dont really have a businessyou have a job. In stark contrast, these mega agents have true businesses built on turnkey systems and well-organized teams. There is no stopping this trend. More and more teams will come, garner more market share, and get paid premium fees at the same time working less and playing more than the

typical agent. Inside these pages, well introduce you to sixteen of these super successful, highly profitable real estate team leaders who share the secrets of their rise to the top 1 percent of the entire industry, how they did it, and how you can copy your way to your own megasuccessful real estate business.

Million Dollar Agents Phil Hollander, Dan Lok, 2021-08-23 How Top Real Estate Agents Really Create HIGH INCOME, WEALTH, AND INDEPENDENCE A rare and insightful view into how highly successful Real Estate Professionals create a balanced and prosperous lifestyle out of what can be a chaotic and highly unpredictable business. Written in a refreshing interview format that brings to life the unique systems and strategies of Agents that have truly made it in the Real Estate Industry. Jillian Dobson Broker RE/MAX Realtron Realty Inc., Brokerage THIS BOOK IS the result of over fifteen years of travelling throughout both Canada and the United States and meeting, speaking and working with literally thousands of real estate agents. After working with some of the top agents in North America, there is a clear and definitive common thread that defines them. If you really take a close look at what we would refer to as the top 10% of realtors who are successful and prosperous, while there are differences, there are many profound similarities: In how they structure their business, Their strategies, Their overall mindset and how they approach what they do. This stands in stark contrast to the vast majority of agents who are struggling or just getting by barely making a living. We have often said that we have never met the five year old that decided they want to be a realtor when they grow up. Most come to real estate as a second or third profession and usually from vastly different backgrounds. Most agents start off in the same place with lots of unanticipated startup expenses and little or no business at the beginning. The ones who actually build a prosperous and successful real estate career with consistent income and a great lifestyle for their families have done so by discovering a few simple truths about the real estate business. Simple truths like how to manage themselves and their relationships. They have done so in such a way as to navigate the journey from being a transactional agent perpetuating the feast-to-famine cycle, always being at the whim of the economy and competing with every other agent in their market, to creating a systems-based business and taking back control over their business and their lives. Ultimately, this book is about the journey from being a transactional agent to becoming a prosperous systems-based one where it is all about the lifestyle. What these agents interviewed in this book have done is make the real estate business work for them rather than the majority of agents who can be at the whim of what can be a wildly unpredictable and tumultuous business. In writing this book, we interviewed a broad cross section of the most successful agents and allowed them to tell their story with the ultimate goal of uncovering and sharing some of their golden nuggets of wisdom. One of our favorite sayings is that all the great truths in life are simple for if they were complex everyone would understand them. It is our intent to share some of these simple truths with you so that you too will have a rich and rewarding real estate career. Phil Hollander & Dan Lok

Dear Real Estate Agent, THERE ARE ANSWERS. Gregory R Cohen Esq,Katherine Scarim,Gregory R. Cohen,Gerald Pumphrey,Guy Hartman,Mark Shanz,Kelly Sturmthal,2016-10-18 Offering their advice and expertise, a real estate broker, real estate attorney, mortgage broker, home inspector, insurance broker, and business attorney provide

answers to the common problems faced by realtors.

Success as a Real Estate Agent For Dummies Zeller,2017-03-14 Make your fortune in the real estate business With home prices jumping nationwide, the real estate market is clearly starting to show stabilization. In the latest edition of Success as a Real Estate Agent For Dummies, expert author Dirk Zeller shows you how to become a top-performing agent. Whether it's lead generation via blogging or social media channels, you'll discover key ways to communicate and prospect in a new online world. Inside, you'll find the latest coverage on being successful selling high-value homes, how to sell short sales to buyers without scaring them off, dealing with residential and commercial real estate, how to use third parties to drive leads and create exposure like Trulia, Realtor.com, and Zillow, and much more. Features tips and tricks for working with buyers Includes must-haves for successful real estate agents Offers tried-and-true tactics and fresh ideas for finding more projects Gives you the skills to close more deals Whether you're looking to rev up your real estate business, deciding whether to specialize in commercial or residential real estate, or just interested in fine-tuning your skills, Success as a Real Estate Agent For Dummies has you covered.

The Essential Daily Planner for Real Estate Agents Melissa Zavala,2013-10 Catapult your real estate career in only 10 minutes a day Staying organized is the key to being top of your game as a real estate agent, and The Essential Daily Planner for Real Estate Agents will help you do just that. This clever book is a business coach and an accountability tool all in less than 250 pages Read it, use it, and watch your productivity skyrocket --Barbara Corcoran, real estate mogul, business coach, and star of ABC's Shark Tank The Essential Daily Planner for Real Estate Agents is an easy-to-use daily organizer with a unique format that includes six months worth of space to record daily activities and achievements. Endlessly useful, the daily log makes it simple for users to note prospecting, marketing, and sales goals while also including space for record keeping, appointments, and personal notations. The thought-provoking daily motivators offer a starting point for agents seeking additional direction in their business. Research shows that goal setting and self-monitoring accelerates success. So whether you are a novice real estate agent or an experienced top producer, this daily planner will provide motivation, tools for analyzing patterns in your daily and weekly activities, and a record of your accomplishments. It's amazing the success that you can achieve in only 10 minutes a day

The Ultimate Guide to List and Sell Commercial Investment Property Michael Simpson, 2018-10-14 Commercial Real Estate Training. Filled with the terminology, formulas, and calculations Residential Agents, Brokers and brand new Commercial Real Estate Agents need to know to successfully handle transactions involving Commercial Investment properties, this resource from The National Commercial Real Estate Association was written for Resimercial(TM) agents. If you are a residential agent just starting to work commercial/investment transactions or a Broker/Sales Manager looking for an innovative and effective way to help your sales team take more marketshare and increase profit margins by adding Commercial transactions to your existing business, then this workbook is for you. For more training resources like these, visit www.TheNCREA.com

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