

Real Estate Hiring Pro

Blanche Evans

Hire Brian Icenhower, 2018-05-30 Hire the right person for the job, and they will make you money, ease your life, and eliminate the need to rehire another person for the same job. Hire the wrong person, and they will not only cost you time, money, and well-being, but you will have to go through the hiring process time and again until you get the right person in place. Even then, they might not stay long enough to make your efforts worthwhile. No busy professional can afford that sort of loss of time, resources and money. So, how do you hire the right person? This book answers that question. In nine simple but vital steps, this book walks you through the optimal hiring process so that you can get the right person hired the first time around. The whole hiring process is designed for busy professionals who don't have a lot of time to invest in hiring but still need to make a smart and selective hire. Our strategy includes generating hundreds of applicants and quickly whittling them down, through carefully designed eliminative criteria, until you get to the golden needle in the haystack that you're looking for. Your time is primarily spent on the most talented final candidates generated by this funneled hiring process and never wasted on unqualified applicants. Whether you're hiring administrative staff or commission-based sales agents, we walk you through every step carefully and completely and make the entire process very simple and accessible. Brian Icenhower is the author of several business performance training books and is the CEO & Founder of Icenhower Coaching & Consulting (ICC). ICC has established its elite status by consulting many of the real estate industry's top performing companies and organizations. The principles contained in this book are ingrained in every member of the ICC coaching staff and implemented with their clients. Now, HIRE can serve as your organization's hiring operations manual to allow you to make smart and strategic hires in the future. Visit IcenhowerCoaching.com

Sell Your Home for Top Dollar Joy Cross, Dan Blanding, 2018-12-18 Thirty year plus veteran Real Estate Agent Dan Blanding will take you through a very easy to follow and to the point series of steps in hiring an agent to sell your home. This will in turn help you, the client, amongst many other benefits, obtain top dollar for your home. Hiring the wrong agent can wreak absolute havoc on the outcome. The real estate industry can be quite complex, problems can seem to come out of nowhere. In chapter one Blanding zeros in on those potential difficulties and shows you straight out how a professional agent can not only solve problems but in many cases eliminate them completely by doing what is referenced many times in this book; due diligence. Why are you even considering selling your home? Although the answer may be obvious to you, often homeowners do not take into consideration that the proper agent needs to match those needs. Is there a financial problem that may put the house at risk? Is there a divorce involved or perhaps a probate situation? Is this a relocation? Whatever the case, choosing the agent with the proper skills is crucial. Where do you find such an agent? How do you even begin to muddle through the hundreds or perhaps even thousands of real estate agents in your area? Again, Blanding has a system that makes the process not only very easy but extremely successful. The result? Multiple benefits to you, including of course, more money in your pocket. Blanding's partner of over 25 years Joy Cross contributes in the chapter about the actual interview. Her decades of experience interviewing with potential clients for the job of selling their home is in a word; invaluable, and just on its own, is worth the price of this book. Make no mistake hiring a real estate agent to sell your home IS a job interview. You own a business, that business is your home, you are hiring someone to handle and represent you in a very large investment. This is not to be taken lightly. Buy Blanding's book and learn how to find, interview and hire the perfect real estate agent!

The High-Performing Real Estate Team Brian Icenhower, 2021-09-21 Transform your real estate business into a sales powerhouse In *The High-Performing Real Estate Team*, experienced real estate coach Brian Icenhower shares the systems and secrets of

top real estate agents and brokerages. The book offers actionable systems and processes that can be immediately implemented to take you, your fellow agents, and your team or brokerage to the next level. Focusing on the 20% of activities that drive expansion, this book shows you how to create renewed enthusiasm, productivity, engagement, and exponential growth at your real estate team. With this book, you will: Discover how to create a viral goal that spreads throughout your team and drives change Learn to focus on core activities that result in the majority of your growth and productivity Cultivate personal responsibility with public accountability and accelerate growth with a custom team dashboard that measures metrics for success Written for real estate agents, teams, brokerages and franchise owners, *The High-Performing Real Estate Team* is an indispensable resource that will guide you toward growth while providing you with the resources and downloadable materials to reach your goals faster.

Results Matter Nancy Gardner, 2015-11-05 Real estate is the single most expensive investment most people make. How is it then that we find ourselves hiring real estate agents who aren't up to the task? As a buyer or seller of real estate you'll spend thousands of dollars on commission fees. Now more than ever, you want your money working for you in buying and selling decisions. *Results Matter* is written for buyers and sellers who want the objective information they will need to hire a qualified real estate professional - based on the agent's track record of getting results for their clients. Written by an industry insider, the book is divided into two sections: The first section is written for Sellers. It provides the questions to ask an agent that focus on their results as well as shedding light on possible conflicts of interest and what you should expect, as a Seller working with a skilled real estate professional who is representing your interests. Questions for Sellers How can you be sure you're hiring a skilled real estate professional? Does a relationship with an agent guarantee you anything? How can you determine whether the real estate agent you are interviewing has a track record of getting results for their clients? Does the agent understand current market conditions and how they can affect your ability to sell? The second section is written for Buyers. The focus is on hiring a qualified agent based on their track record of results, provides the essential questions to ask and the answers that matter most to Buyers. This section also illustrates the real value a skilled consumer-centric agent can provide for the Buyer in a real estate transaction. Questions for Buyers Are you getting pricing guidance from an agent with a solid pricing track record? How can you better insure that your agent is acting in your best interests? Does the agent understand current market conditions and how they can affect your ability to buy? A skilled agent can save you time and money - *Results Matter* - How smart people hire smart real estate agents can show you how to find the right agent that will get you the results you're looking for.

Careers in Real Estate Mark Rowh, 2002-09-17 Describes the work environments, duties, salaries, advancement possibilities, and educational requirements of several real estate careers, from residential brokerage to urban and regional planning to mortgage loan processing, and lists professional associations and further resources.

Recruit: Recruiting Real Estate Agents Brian Icenhower, 2019-01-09 If your business isn't growing then it's dying. To attract agents to your real estate team or brokerage, you must evidence your ability to increase their productivity and help them sell more real estate. In his most important work to date, veteran coach and real estate consultant, Brian Icenhower, shares the systems and strategies he used to build some of the fastest growing real estate companies in the United States. Recruiting is the single most valuable skillset in real estate and the linchpin of all successful real estate businesses. To exponentially and sustainably increase the net profit of your real estate business, it is essential that you operate a committed and systematic recruitment practice. From sourcing recruits and recruiting with technology to setting, conducting, and closing recruiting appointments, this exhaustive book provides invaluable insights and practical instruction for creating a

production-centric growth environment that attracts agents to your real estate team or brokerage. With our consultative approach, recruits guide agents to a place where they self-discover that the best way to sell more real estate, become more successful, and increase their net income is by joining your team or company.

Opportunities in Real Estate Careers, Revised Edition Marilyn Evans, 2002-04-22

Opportunities in Real Estate Careers offers you essential information about a variety of careers within real estate and includes training and education requirements, salary statistics, and professional and Internet resources.

Professional Real Estate Development Patrick Keigher, Joyce Emory, 1994-01-01

Commercial Real Estate Investing For Dummies Peter Conti, Peter Harris, 2011-02-09

Make real estate part of your investing strategy! Thinking about becoming a commercial real estate investor? Commercial Real Estate Investing For Dummies covers the entire process, offering practical advice on negotiation and closing win-win deals and maximizing profit. From office buildings to shopping centers to apartment buildings, it helps you pick the right properties at the right time for the right price. Yes, there is a fun and easy way to break into commercial real estate, and this is it. This comprehensive handbook has it all. You'll learn how to find great properties, size up sellers, finance your investments, protect your assets, and increase your property's value. You'll discover the upsides and downsides of the various types of investments, learn the five biggest myths of commercial real estate investment, find out how to recession-proof your investment portfolio, and more. Discover how to: Get leads on commercial property investments Determine what a property is worth Find the right financing for you Handle inspections and fix problems Make big money in land development Manage your properties or hire a pro Exploit the tax advantages of commercial real estate Find out what offer a seller really-really wants Perform due diligence before you make a deal Raise capital by forming partnerships Investing in commercial property can make you rich in any economy. Get Commercial Real Estate For Dummies, and find out how.

The Awful Truth about Careers in Real Estate and What to Do about It George W.

Mantor, 2017-07-21 Are you considering a career in real estate? Has talk of 'big-money' gotten you thinking, 'I could do that.' You're not alone. And, that is an almost insurmountable obstacle that very few real estate licensees ever overcome. Failure is far more common than success. Many people are not a good fit for the realities of the business, but even great candidates often fail through no fault of their own simply because they are not doing the right things or not doing them in the right way. The Awful Truth About Careers in Real Estate and What to Do About It is a compendium of real estate wisdom gleaned from the author's nearly 40 years exploring virtually every aspect of the real estate business. Columnist, businessman, radio host, and educator George W. Mantor, known as the Real Estate Professor, provides a blueprint for any personal service business to grow and thrive. No one can achieve their full potential doing things they do not enjoy; the key to finding one's best path through life is by recognizing and developing the unique strengths and talents that we are endowed with. It is in the pursuit of those activities that we attract like-minded others who will become the source of listing referrals if we implement systems and strategies to support that process. 'The savviest and straightest-shooting real estate broker I know: George Mantor.' Career Counselor, Marty Nemko host of Work on KALW. 'George Mantor has transformed my life and given me the understanding and tools to compete with large offices and so called mega agents with confidence and great success.' - Dan Maloney, Oceanside, CA. 'Thank you for sharing your recommendations and insights as regards to building a referral business.' Christine Paradee, Orlando, FL. 'Having been full-time in the real estate business since 1983, it's not that often that I run across new concepts. Thank you for your contribution toward improving my practice? keep up the good work!' Kenny Rogers, Springfield, MO. 'I applaud you for telling it like it is.' Joanie

Schaatt, Houston, TX

Eyes of a Real Estate Professional RJ Salerno, 2018-04-12 This book is dedicated to the aspiring Real Estate Agent searching for a pathway to SUCCESS. What will be discussed are real-world ideas and solutions to the ever continued to hunt for the next prospect. These will be ideas mostly not taught in the varying settings of offices where real estate is sold. Today you can change everything if you just dare to believe in the extraordinary of what is possible. I could only hope that the Art of the Open House will have the impact on you as it did for me. What is and will be taught truly works for those that have the desire to take their real estate careers from the bottom of the pack to among the top in any real estate office of any country. RJ began his real estate career like some many with all the excitement, passion and a can-do attitude. Within eight months' time, he was all but out of a real estate career until one day when the most profound game-changing discovery was revealed and his Real Estate Career would never be the same. Go from 0 to a 6 figure income within your 1st year. To the future SUCCESS may the road in front you now have direction.

Real Estate Careers Carolyn Janik, Ruth Rejniss, 1994-04-13 Real estate, an industry both large and diverse, is on the rebound. This excellent guide offers an overview with the perspective of distance and insights of work-a-day knowledge. Explores various careers in real estate including relocation, appraising, realtor, office manager, leasing agent and auctioneer. Stories and quotations are based upon extensive nation-wide interviews. Features other information sources at the end of most chapters and in the appendices.

Broker to Broker Robert Freedman, 2005-11-07 Praise for Realtor? Magazine's BROKER to BROKER By providing best practice management tips with thought-provoking ideas, Broker to Broker offers invaluable guidance on virtually every aspect of our dynamic industry. The book's easy-to-read format, with in-depth supporting material available online, is an innovative approach to helping the country's brokers and managers find effective solutions to today's challenges. --Ron Peltier, President and CEO, HomeServices of America, Inc., Minneapolis, Minnesota This compilation of the latest Realtor? Magazine articles on real estate brokerage management could be of help to brokers and managers looking for practical ideas to boost their operations. The book quotes extensively from veteran brokers and managers who are trying new ways to build sales and tackle problems. Within the book's range of articles could be helpful ideas for you. --J. Lennox Scott, Chairman and CEO, John L. Scott Real Estate, Seattle, Washington The editors did their homework. The pace of change in our business is a constant challenge. Even if you don't want to lead the charge in industry change, brokers would do well to study the innovative concepts (such as the employee-agent model) illustrated here. This section on operations is particularly useful for brokers of a multi-office/multi-region operation. --Steve Brown, ABR?, CRB, Vice President and General Manager, Crye-Leike, Realtors?, Memphis, Tennessee The editors of Realtor? Magazine do a fantastic job of keeping Realtors? on top of all real estate concerns. No issue is more timely or essential to building good business than brokerage practices. --Blanche Evans, Publisher, Agent News, and Editor, Realty Times, Dallas, Texas

Opportunities in Real Estate Careers Mariwyn Evans, 2002-04-17 Provides an overview of the real estate field, discussing what it takes to succeed in a real estate career, and looks at the different types of jobs available in the industry, with information on training and salaries, and lists of professional and support organizations.

Real Estate Agents Vs. Realtors Vs. Brokers Razaq Adekunle, 2020-12-29 Building a career in real estate can be exciting and challenging. It offers diversity from the clients you meet to the types of property you represent. Many individuals confuse the terms real estate agent, realtor, and broker and it can be a bit challenging to sort out. What you will learn in this book How to Look for the Good Real Estate Agent - If you wish to sell your house, or

planning to buy a house, you would need the help of a good real estate agent to make the process easier on your part. A good agent is someone who listens to what you need and what you wish to achieve. Qualities of a Top Real Estate Broker - The real estate business sees different people playing different roles. These include mortgage brokers, bankers, home inspectors, contractors, appraisers, property managers, and several others. That's not even counting the seller and potential buyers, for any property listed. The various contributions they make are too numerous to list but are all very important. One thing that remains constant: it is the Real Estate Broker who ties it all together. That's right, he or she calls all these different people out where needed, and to get the client's needs met. They facilitate communication between all of the people involved and keep track of the progress. How to Choose the Real Estate Broker When Selling Your House? - Many times, a seller will select a broker based upon a referral. That is fine if that broker is experienced in your market and is not the husband or wife of friends who just entered the real estate profession. Most Dangerous Realtor Website Mistakes - As more and more people are using the internet to find information, it's not a surprise realtors are using websites to leverage their business online, especially in the current downturn in the real estate market. Every advantage over the competition matters. Having a solid website is a great extension of the traditional realtor's offline marketing approach. Not only does a realtor look personable and professional in the eyes of their clients, but also to visitors online who come across their site. Unfortunately, realtors who launch their websites end up with ones that aren't optimal to their businesses. Reasons to Hire a Real Estate Agent or Broker - There are several reasons to hire a professional real estate agent or broker to sell your home. You can opt to sell your property yourself, but a real estate agent or broker can often do a better job for you. In this book, we discuss some of the things homeowners should do to help their Realtor sell their home. At the beginning of the relationship, all too often homeowners do not do their research and as a result they make poor choices. A real Estate Agent can only control certain component parts of the transaction. The rest is up to the homeowner and market conditions.

Insider Secrets Cynda Sells Rader, 2011-07-11 Insider Secrets is a comprehensive guide to a successful real estate career. Clear and concise, it contains the basics for new agents, insights for the more experienced agent and help from the pros. Just a few of the secrets you will learn: How to make everyone you meet a potential client for life. How to become a phenomenal problem solver putting you in the top 20% of high producers. How to stay off the roller coaster of inconsistent sales and earn hundreds of thousands year after year. The Cynda Sells Real Estate Group has continued to grow, consistently earning six figures for the last 15 years. As a top listing agent, broker and team leader, Cynda has shared her expertise by training and mentoring hundreds of agents, helping them to have successful real estate careers. The Cynda Sells team has consisted of her three children, two buyers agents and a transaction coordinator. They currently are with Keller Williams Realty and sell real estate in both Missouri and Kansas. Cynda will tell you that she has a love affair with real estate. She loves her clients, fellow agents and business associates and gives back to them whenever she can by using her skills and experience to teach and empower them to be the best they can be. www.cyndasells.com

The Hottest E-careers in Real Estate Blanche Evans, 2000 Practical, cutting edge advice formed by years of observing technological innovations in real estate is the hallmark of the work of Blanche Evans. The Hottest e-Careers in Real Estate documents the technology revolution in real estate for both consumers and practitioners. Evans shares unique insights, ideas and perspectives for professionals in the new wired real estate game. Learn how to: establish an effective online presence; grow sales and listings via the internet; market and advertise services online; and determine how much to spend to reach technologically savvy consumers. A practical, down-to-earth guide.

Admin Brian Icenhower,2018-10-10 Focus on income, not office operations. Train your administrative assistant the right way to amplify your sales potential. Invest in your administrative assistant's training. This nine-module course will quickly educate and empower your new hire to own the administrative and transactional duties of your business. It not only identifies the four key roles of a real estate assistant, it also breaks down the precise workflows when serving as a listing manager, transaction coordinator, marketing director, and administrative manager. This book shows you exactly what your new assistant must know to keep your office running smoothly so you can meet prospects and take care of your clients. Focus on generating business, following up on leads, conducting appointments, writing offers, and negotiating contracts.

Careers in Real Estate Sales Institute for Career Research,2017-05-23 DIFFERENT PEOPLE WANT DIFFERENT THINGS from their careers. Some people value predictability, while others prefer flexibility. Some people like to be in charge, while others prefer to let somebody else make the big decisions. Everybody wants to make money, but most people are willing to settle for less income if they can get other things that they value in a career. The only person who can decide what you want to get out of your career is you. Careers in real estate sales can be many different things. Full time, part time, self-employed or reporting to somebody else. You can make just a moderate income, or you can make millions. Work from an office or work from home. Maybe even from your car. Over 400,000 people work as real estate brokers and sales agents, and every one of them goes about it a little differently. It would be difficult to find a career that offers as much diversity. There are two kinds of real estate sales professionals: brokers and agents. Brokers are licensed to run their own brokerages, and buy and sell real estate on behalf of clients. Agents work for brokers. Agents and brokers are often referred to as Realtors, but this title - note the capitalization - is conferred only upon brokers and agents who have earned accreditation from the National Association of Realtors, the main professional association for real estate careerists. It is incorrect to use the title Realtor as a generic label for all real estate professionals. Getting into the real estate business is easy. Making serious money at it is hard. If you pursue this career, you will find that most real estate sales pros earn a solid living, but only a few have very high earnings. In a sense, you will get out of your real estate career as much as you put into the work. Pay close attention to the information contained in this report. You will find sections on what kind of education you will need for your career in real estate, how much money you can expect to earn at various stages of your career, and even a few things you may like or dislike about the business. If you like what you read here, be sure to check out the links to associations and websites.

Your California Real Estate Survival Guide Bradford Curtis Brinkman,2014-05-03 Yes, \$19 will definitely save you thousands, and it will also save you time. This book will give you a clear picture of your options so that you feel you have made the right decision with your property sale or purchase. From the specific questions you need need to ask during the Realtor hiring/interview process, to important details of the California real estate contracts, this book reveals all the critical things you must do in order to ensure a successful real estate experience.

Unveiling the Magic of Words: A Report on "**Real Estate Hiring Pro**"

In a global defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their ability to kindle emotions, provoke contemplation, and ignite transformative change is actually awe-inspiring. Enter the realm of "**Real Estate Hiring Pro**," a mesmerizing literary masterpiece penned with a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within

every word. In this critique, we shall delve in to the book is central themes, examine its distinctive writing style, and assess its profound impact on the souls of its readers.

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Real Estate Hiring Pro Introduction

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