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Dexter Godfrey

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Swanepoel Trends Report 2007 Stefan Swanepoel, 2007

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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

Selling Real Estate Stanley L. McMichael, 1926

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.

Buyers Are Liars & Sellers Are Too! Richard Courtney, 2006-05-30 An award-winning Realtor offers the ultimate guide to navigating the confusing and often cutthroat world of home buying and selling.

Real Estate Investing 101 H. Richard Steinhoff, 2015-12-06 Buying or Selling a house? Don't do anything before reading this book. Buying or selling a house is a whole lot easier when using a real estate agent. But not just any agent, you need a Realtor. They will save you time, money, and keep you out of trouble. This book will teach you how to find the best Realtor for you. In this book, you will learn things like o What Realtors are o What they can do for you o Why you should use one o Difference between a Realtor and an agent o How to find the best Realtor for you And a whole lot more. Scroll up and click the Buy button now, and learn how to make your real estate transaction a successful one.

Your First Step to Becoming a Millionaire Real Estate Agent Rick Knowles, 2012-05 It is possible to be successful in the fast

pace world of real estate and still look yourself in the mirror at the end of the day. You don't need to sell your soul and leave your ethics behind to be successful. Many people take the short cut in Real Estate and break the moral and ethical rules. However, almost all of those who take the short cuts eventually end up with nothing. As these get rich quick artists fail they pass the prudent ethical real estate agent on their way down while they are still moving up. Many people take the short cut in Real Estate and break the moral and ethical rules. However, almost all of those who take the short cuts eventually end up with nothing. As these get rich quick artist fail they pass the prudent ethical real estate agent on their way down while they are still moving up.

Real Estate for the Generations Steve Loyal, Steve Messerschmidt, 2009-08-01 Steve really took time to explain everything to us. Being first-time home buyers you have lots of questions and he answered everything honestly. He was willing to show us anything we asked about and we got a great house because of him! Becky Frederiksen Loyal, thank you so much for taking care of everything for us! With two little kids, pregnant with our third, a husband traveling for business and building our next house I had enough stress to deal with without having to try and sell my house. It was such a relief to know you would take care of us and everything else as well. Thank you so much! Meghan Glover Working with Rick was an awesome experience. He did all the leg work for us so we didn't have to spend time trying to figure out what document goes to who, he kept right on top of things and kept us informed every step along the way. This was an experience we are very grateful for. Thank you Rick for all of your hard work! Brian & Kimberly Quackenbush The Messerschmidt Team is very pleasant to work with. Efficient \$ Effective! Roger Ingber

Real Estate Investing Ricky Lott, 2020-03-25 Yes, timing is everything. In the real estate market, that means buying in markets that are ready to take off and cashing out before prices crash. Here's what you'll be learning within this book: How to make sure you get your prospecting done, so you stop making excuses, and you begin making the great amount of money that comes from continually getting your prospecting done every single week. How to get the phone numbers for the people you want to do business with, and how to get your database into excellent condition. What to say to the receptionist and to the decision maker when you're making your prospecting calls, and how to leave powerful voicemail messages that will compel more decision makers to call you back. How to deliver outstanding presentations, so that more of your clients and prospects will feel more compelled to just move forward and give you the listings on their properties. How to build solid long-term relationships with your clients, so that you're getting more repeat business from them, instead of needing to constantly chase new prospects for new business. How to organize and systematize your brokerage business, so that you're working much more productively, bringing in more new deals, and not being bogged down by doing administrative and follow-up activities that are just completely sapping your time and energy. How to position yourself within people's minds as the best commercial real estate broker they could ever want to work with, long before they ever have their next commercial real estate need. You're sure to enjoy this witty guide and keep it as a reference throughout your career.

Zero to Diamond Ricky Carruth, 2017-02-10 With over 100 Residential Real Estate transactions every year, Ricky Carruth shares his outlook on what it takes to succeed as a real estate agent in today's market.

The Top 10 Real Estate Investing Tips and Tricks Every Real Estate Agent and Broker Needs to Know Dexter Godfrey, 2010-09-21 Discover top real estate investing tips, tricks and tools used by high-performance professionals including:- The proper way to use the MLS to find deals fast...- The difference between a plan and a strategy...- Expecting immediate results versus Reality...- How to do deals with no money or credit of your own...- How to find your first deal quickly and profitably...And Much more...Award-winning Real Estate Broker, Investor and National Trainer, Dexter Godfrey, shares some of his most valuable insights in this AQuickReadBook(tm). On many occasions Dexter was recognized as the regional real estate Rookie of the Year. He received countless sales production awards and has been ranked in the top 5% of real estate agents in America. But Dexter still didn't find the wealth he sought. After many unpredictable years of receiving his lean commission checks at the closing table and observing his real estate investor clients getting the lion's share of the deal, Dexter had a revelation. He finally saw the need to expand his own real estate portfolio by making real estate investing a major part of his business. Over the years Dexter has had the opportunity of working with some of the greatest real estate minds in the world. In addition to actively investing in real estate and land development, Dexter is a nationally known speaker and director of training and career development for the largest privately held real estate company in America, Long & Foster Realtors. With the heart of a leader and the stamina of an eagle, Dexter devotes his time to empowering agents to succeed in real estate by teaching them to build their wealth from their current financial condition. Additional information is available at his website: www.DexterGodfrey.com

Real Estate for the Generations Steve Loyal, Rick Messerschmidt, 2009-08-01 Steve really took time to explain everything to us. Being first-time home buyers you have lots of questions and he answered everything honestly. He was willing to show us anything we asked about and we got a great house because of him! Becky Frederiksen Loyal, thank you so much for taking care of everything for us! With two little kids, pregnant with our third, a husband traveling for business and building our next house I had enough stress to deal with without having to try and sell my house. It was such a relief to know you would take care of us and everything else as well. Thank you so much! Meghan Glover Working with Rick was an awesome experience. He did all the leg work for us so we didn't have to spend time trying to figure out what document goes to who, he kept right on top of things and kept us informed every step along the way. This was an experience we are very grateful for. Thank you Rick for all of your hard work! Brian & Kimberly Quackenbush The Messerschmidt Team is very pleasant to work with. Efficient \$ Effective! Roger Ingber

List It Like A Pro Rick Harrison, III, 2020-08-12 Shhh! The Secrets All Real Estate Agents Don't Want You To Know Are Finally Revealed! Here's How You Can List Like A Pro & Sell Your House In Less Than 30 Days! Ever wondered why some properties sell in just a few days while others (like yours, probably) are on the market forever? No, it's not because your house doesn't have enough bedrooms or counter space. And it's not because of the neighborhood. It's because YOU didn't do your homework. Learn How To Sell Your Home Like A Pro Real Estate Agent In A Month! If you are looking for an all-inclusive real estate guide that will let you in behind the curtains and help you use all the marketing tricks used by 7-figure real estate agents, look no further. Rick Harrison III has created a foolproof, step-by-step home selling guide that will help you slap that SOLD sticker on your for sale by owner sign in 30 days or less. Top 5 Key Takeaways From This Comprehensive Real Estate Guide For Homeowners: □ Make Your Home Irresistible: learn how to find your target audience, be proactive, and start with an end in mind. □ Supercharge Return On Investment: ROI is the key to a successful sale. Discover how you can maximize ROI with simple ROI projects. □ It's All About The Strategy: learn how to develop your own sales and pricing strategy - including open houses, social media marketing, and real estate marketplaces. □ Sell The Dream: help people envision themselves living in your home with 3D tours, drone photos, professional real estate photography, and more! □ Marketing Made Easier: explore multiple marketing techniques and find the one that covers your needs. And Finally... The Moment Of Truth. Closing The Deal Like A Pro! Rick Harrison III leaves no stone unturned when it comes to preparing you for the final stage of the sale. Learn how to take offers, how to negotiate, how to counter-offer, and how to close the deal. Why Choose This Home Sale Guide? If you are a homeowner and want to take all the fuss out of selling your own home, this guide will help you understand the ins and outs of real estate deals. If you want to hire a real estate agency and want to make sure that they are doing everything they can to sell your property, this real estate guide will help you stay ahead of the pack. What Are You Waiting For? Click Buy Now & Learn How To List Your Home Like A Pro!

31 Days to Purchasing and Renting Your First Investment Real Estate Property W Rick Harris, 2021-09-27 What you can accomplish in thirty-one days will challenge and amaze you-and the return will pay dividends for life.

The Real Before the Estate: Chastin Miles, 2018-10-23 Are you are an aspiring, a practicing or a struggling Real Estate agent?

When starting out as an agent, there are many challenges you come across. You may have great ideas blowing up in your mind but before long, you realize that nothing has worked. If you are at this stage, don't worry, you are not alone. The main reason why over 80 percent of the beginner agents quit is that they do not know how to differentiate the REALITY from the REAL ESTATE. I feel like I wasted my first 2 years as an agent. I did not make any progress in my career. I made unnecessary mistakes and my personal and professional life was full of struggles. I can't remember how many times I felt like quitting. But then I also learned a few secrets that I want to pass out to all aspiring and beginner agents. My Name is Chastin J. Miles and I'm an award-winning and accomplished real estate agent. I started off in Dallas, TX and had to struggle like most agents. Through the many years of my career, I have managed to turn things around and now I sit among the best. I have won over 10 awards in this short period including being named Best Real Estate Agent by D Magazine and the 2018 Top Social Media Expert Texas by Top Agent Magazine. My work has been featured in over 8 magazines and even TV shows. I could go on and on about my success but this is not about me. This is about you and what you need to break through. The Real Before The Estate is a book I wrote specifically to help those trying to scale up the ladder in the industry. The Real Before The Estate takes you away from the theories you learn in school and the ideas you have in your mind by introducing you to the real world of real estate. Think of this book as the demo mode of Real Estate world. This book gives you practical knowledge and step by step processes on how to get started and actually succeed in the real estate world. It took me over six years of making mistakes, interacting with industry leaders, and making tough decisions to acquire this knowledge. If I had the knowledge I have now when I started I would be very far in my career. But I don't regret anything; through years of experience, I have managed to reach the peak of my career. Now I use my knowledge to mentor upcoming agents. This is everything you must know before you get into the prosperous yet tumultuous community of Real Estate Agents.

How to Flip a House Rick Reynolds,2015-07-22 How To Flip A House: The Ultimate Real Estate Investing Guide To Flipping HousesFlipping a house can be a very lucrative business. Many people have made thousands of dollars by buying, flipping and selling homes in today's market. There are thousands of homes on the market today that with a little bit of work could potentially re-sell for a profit. Most people today don't want to put the work into a home; instead, they are looking for move-in ready homes. So, that's where you come in. If you are seriously interested in flipping homes, you become the middleman in buying the homes that need a little work. Then you take that home, put in the time, effort and money to getting the home move-in ready, and then sell your flip to those people looking for a move-in ready home. Your personal level of experience with do-it-yourself type projects is helpful, but not essential to making your flip a success. As long as you are willing to learn and have a good attitude, you can teach yourself how to do just about any cosmetic household change.How To Flip A House: The Ultimate Real Estate Investing Guide To Flipping Houses book will teach you everything you need to know to start flipping homes today. After reading this book you will be able to start making money on flipping homes while being able to avoid all the most dangerous mistakes fresh real estate investors make. This book covers the following topics: Finding right area The most important things to watch for Finding homes with great potential Owning a property How to sale your home to make profit Many other secrets that will make you successful in flipping houses

Reinforcement Learning, second edition Richard S. Sutton,Andrew G. Barto,2018-11-13 The significantly expanded and updated new edition of a widely used text on reinforcement learning, one of the most active research areas in artificial intelligence. Reinforcement learning, one of the most active research areas in artificial intelligence, is a computational approach to learning whereby an agent tries to maximize the total amount of reward it receives while interacting with a complex, uncertain environment. In Reinforcement Learning, Richard Sutton and Andrew Barto provide a clear and simple account of the field's key ideas and algorithms. This second edition has been significantly expanded and updated, presenting new topics and updating coverage of other topics. Like the first edition, this second edition focuses on core online learning algorithms, with the more mathematical material set off in shaded boxes. Part I covers as much of reinforcement learning as possible without going beyond the tabular case for which exact solutions can be found. Many algorithms presented in this part are new to the second edition, including UCB, Expected Sarsa, and Double Learning. Part II extends these ideas to function approximation, with new sections on such topics as artificial neural networks and the Fourier basis, and offers expanded treatment of off-policy learning and policy-gradient methods. Part III has new chapters on reinforcement learning's relationships to psychology and neuroscience, as well as an updated case-studies chapter including AlphaGo and AlphaGo Zero, Atari game playing, and IBM Watson's wagering strategy. The final chapter discusses the future societal impacts of reinforcement learning.

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