



# Success as a Real Estate Agent For Dummies

*Dirk Zeller*

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## **Success as a Real Estate Agent For Dummies** Dirk Zeller

Success as a Real Estate Agent For Dummies shows you how to make your fortune in the real estate business. Whether you are looking to rev up your real estate business, deciding whether to specialize in commercial or residential real estate, or just interested in refining specific skills, this book is for you. This no-nonsense guide shows you the fun and easy way to become a successful real estate agent. It provides expert advice on acquiring the skills needed to excel and the respect and recognition you'll gain through making sales and generating profit. Soon you'll have all the tools you need to:

- \* Prospect your way to listings and sales
- \* Build a referral-based clientele
- \* Work with expired and FSBO listings
- \* Plan and host a successful open house
- \* Present and close listing contracts
- \* Market yourself and your properties online and in print
- \* Negotiate contracts and avoid derailment
- \* Stake your competitive position
- \* Achieve excellent relationships with clients
- \* Spend less time to earn more money

This guide features tips and tricks for working with buyers, must-haves for a successful real estate agent, and common pitfalls that can be avoided. Also included is a list of Web sites for real estate agents that are valuable resources for success. With Success as a Real Estate Agent For Dummies, you'll discover how to acquire key skills and get on track for a successful career!

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#### **Sybil Davis:**

Spent a free time and energy to be fun activity to accomplish! A lot of people spent their leisure time with their family, or their friends. Usually they accomplishing activity like watching television, likely to beach, or picnic inside park. They actually doing ditto every week. Do you feel it? Do you wish to something different to fill your current free time/ holiday? Could be reading a book could be option to fill your free of charge time/ holiday. The first thing you ask may be what kinds of book that you should read. If you want to consider look for book, may be the e-book untitled Success as a Real Estate Agent For Dummies can be excellent book to read. May be it might be best activity to you.

#### **Andrew Drake:**

Playing with family in a park, coming to see the ocean world or hanging out with good friends is thing that usually you could have done when you have spare time, subsequently why you don't try matter that really opposite from that. One activity that make you not sensation tired but still relaxing, trilling like on roller coaster you are ride on and with addition associated with. Even you love Success as a Real Estate Agent For Dummies, you may enjoy both. It is very good combination right, you still want to miss it? What kind of hangout type is it? Oh can occur its mind hangout people. What? Still don't have it, oh come on its referred to as reading friends.

#### **Patricia Humes:**

Many people spending their time frame by playing outside with friends, fun activity together with family or just watching TV the whole day. You can have new activity to enjoy your whole day by reading a book. Ugh, do you consider reading a book will surely hard because you have to use the book everywhere? It fine you can have the e-book, bringing everywhere you want in your Cell phone. Like Success as a Real Estate Agent For Dummies which is obtaining the e-book version. So , try out this book? Let's notice.

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