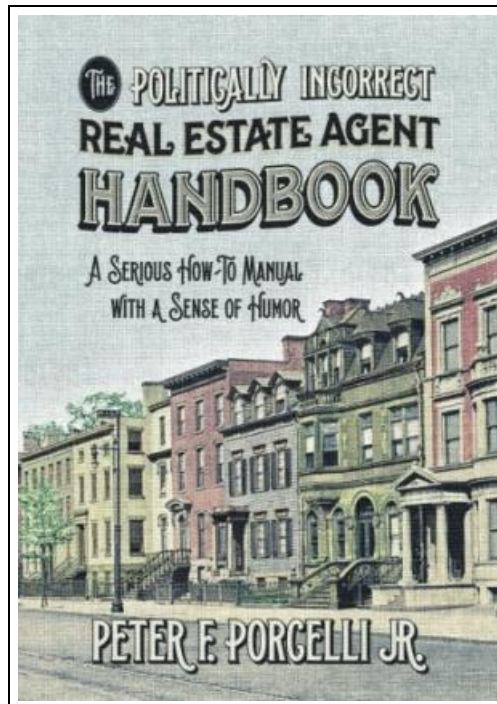


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(Dr. Haylee Grimes PhD)

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Backyard Bookworks, 2017. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. WARNING: This book is not about politics nor does it promote being a jerk; however, victims, wimpy-minded, and lazy people will hate it. Wow! This real estate handbook is not like the others: it has flow charts and over 100 common (and not-so-common) real estate agent tasks-presented as simple, step-by-step recipes. And it has pictures. And it s funny (or at least grin-worthy). In other words, it s comprehensive and not boring. The best part is: as a collection of brief articles, this book is easy to digest in small bites; however, because real estate tasks are so interrelated, each article is heavily cross-referenced. This way, the reader may delve deep into any topic (or train of thought) by either turning the page or by following a cross-reference. Such layout makes for easy navigation now and in the future, because you ll wanna return to certain articles over and over again. So, you can read it from cover-to-cover, or you can choose your own real estate adventure, reading only the bits that fit your current curiosity. Whether you re a new real estate agent or are in need of a business boost, what you need now is this entertaining guide to real estate sales. If you buy only one real estate agent book, make it this one; you ll carry it with you everywhere. You will learn: How-to choose a broker who fits your needs How-to maximize your prospecting efforts (including 105 ways to meet prospects) How-to pre-qualify buyers and sellers (so you don t waste time on duds) How-to discover what your buyers really want How-to show property and help your buyers decide How-to conduct a slam-dunk listing presentation How-to attract buyers...



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