

Dubai Real Estate Agent Guide

Sales Techniques

- Building rapport with clients
- Understanding client needs
- Presenting properties effectively
- Handling objections professionally
- Closing techniques and strategies

Market Knowledge

- Dubai real estate market trends
- Area-specific information
- Property valuation methods
- Investment opportunities
- Legal and regulatory requirements

Client Management

- Lead generation strategies
- Client relationship building
- Follow-up procedures
- CRM system usage
- Client satisfaction measurement

Technology Tools

- CRM software training
- Virtual tour platforms
- Social media marketing
- Digital marketing tools
- Mobile app usage