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Sell with Soul: Creating an Extraordinary Career in Real Estate Without Losing Your Friends, Your Principles or Your Self-Respect

By Jennifer Allan

Bg Books. Paperback. Book Condition: New. Paperback. 233 pages. Even in so-called boom markets, rookie real estate agents almost always find their new careers to be harder than anticipated, but today, even experienced agents are failing in record numbers. Statistics quote figures ranging from 70 to 95 dropout rate for first year agents and it's common knowledge in the industry that only a small percentage of the licensed agents are making enough money to live on. Why is the failure rate so high Is it a matter of unrealistic expectations Maybe. A lack of enthusiasm Probably. A lack of support and training Definitely. What agents need is good solid training on how to competently sell real estate and Jennifer Allan's book *Sell with Soul* offers just that. The second edition of *Sell with Soul* has been updated to reflect the realities of today's more challenging real estate marketplace. The book takes on the tough issues of survival in a slowing housing market and provides a blueprint for success to help new agents navigate the critical first year and beyond. *Sell with Soul* comes complete with checklists to help agents keep on top of listings and contracts, step-by-step...



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Reviews

A fresh e book with an all new viewpoint. It can be rally exciting throgh studying period of time. You will like the way the writer write this publication.

-- **Tania Cormier**

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-- **Clinton Johns DDS**