



Winning Listing Presentations: (For Life) (Paperback)

By David M Michonski

Createspace, United States, 2011. Paperback. Book Condition: New. 226 x 147 mm. Language: English . Brand New Book ***** Print on Demand *****.This powerful but concise how-to guide is a must have for every real estate agent because it sets out a new way for agents to win listings based upon the proven techniques of the greatest sales trainers combined with 30 years of hands-on, living room tested experiences. Here you ll find over 100 of the exact scripts you need to build rapport with sellers. It offers deep insights into seller personality types, how to get at motivation, and how to control the psychology of the sale. It offers you a way to learn in advance of the presentation exactly what the seller wants you to say and do and exactly how to handle the transaction. Worried about objections? Here you ll find a whole chapter on how to handle even the toughest objection, and win. Need a pre-listing package? Here s a complete outline of the best pre-listing package ever created, one that is designed to win sellers over before the agent even meets with them. At a time when consumers find it hard to distinguish one agent...



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