



## Super Agent: Real Estate Success at the Highest Level

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By Joseph Callaway

John Wiley & Sons. Paperback. Book Condition: New. Paperback. 352 pages. New York Times Bestselling authors Joseph and JoAnn Callaway sell 300 to 500 high end homes per year. Over the last fifteen years they appeared on panels, answered questions, and found themselves frustrated with how vast the need for information was, how much they had to say, and how limited was their opportunity to make a difference. The New Real Estate Super Agent will fill this information vacuum with practical real world answers, methods, and advice from the two most successful fellow agents in the US with over 5000 homes sold. This book will teach agents to serve the clients needs, and in that service, find their indispensability. The New Real Estate Super Agent introduces many new ideas such as: Why and how to STOP the practice of pricing based on comparable sales. Getting rid of the Buyer Broker Agreement and instead relying upon proven service methods and techniques to build a client stronger than any agreement could hope to, Making a conscious effort to keep the client empowered and active, instead of dependent on the agent. This item ships from multiple locations. Your book may arrive from Roseburg, OR, La...



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