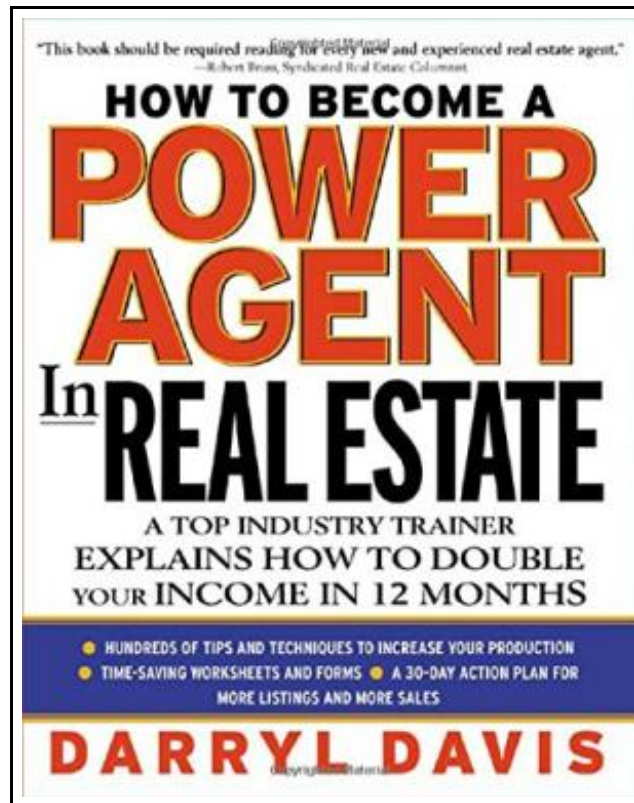


How to Become a Power Agent in Real Estate: A Top Industry Trainer Explains How to Double Your Income in 12 Months



Filesize: 7.08 MB

Reviews


This ebook could be worthy of a read through, and far better than other. I am quite late in start reading this one, but better then never. I realized this publication from my dad and i advised this publication to learn.


(Stefan Von)

HOW TO BECOME A POWER AGENT IN REAL ESTATE: A TOP INDUSTRY TRAINER EXPLAINS HOW TO DOUBLE YOUR INCOME IN 12 MONTHS



McGraw-Hill Education - Europe. Hardback. Book Condition: new. BRAND NEW, How to Become a Power Agent in Real Estate: A Top Industry Trainer Explains How to Double Your Income in 12 Months, Darryl Davis, In just twelve months you can double your income and make your career in real estate more productive, more satisfying and more rewarding in every way. With the lessons you learn in "How to Become a Power Agent in Real Estate" you will increase your listings, watch your sales figures soar, and double your income - and you won't be working harder, just smarter. Based on author Darryl Davis' successful 'Power' Program, this battle-tested, agent-proven guide supplies all of the commanding sales techniques and practical management tips you need to become a top producing agent. The 'Power' Program has already helped thousands of new and experienced real estate agents and brokers close more sales and significantly increase their incomes. You'll learn twenty potent time-management techniques for working with clients and getting the most out of every day. You'll also discover six key concepts of prospecting, how to conduct a successful listing presentation, and the ten commandments of objection handling. Savvy insiders' tips show you how to market your listings and show properties, present offers to your sellers, and skillfully facilitate negotiations. You'll also discover the advantages of 'farming for dollars' and learn innovative techniques for promoting and publicizing your services. Darryl Davis will help you learn and implement the Three Power Principles of Real Estate: the Coaching Philosophy, Next Level Design, and Maintaining Focus. These principles will save you from getting lost in the mundane details of listing and selling and help you focus on working effectively with clients and helping them to achieve their own goals. Most importantly, this book will help you have more fun...

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