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How to Become a Million Dollar Real Estate Agent in Your First Year: What Smart Agents Need to Know Explained Simply

By Susan Smith Alvis

Atlantic Publishing Company (FL). Paperback. Book Condition: New. Paperback. 288 pages. It's amazing how many people are starting careers in real estate today, yet how many are successful at it. There are many roadblocks to a thriving real estate career. If you are not listing and selling 15 to 30 properties per month each and every month then this book is for you. This book presents the research of the steps and tactics super-successful real estate sales agents employ today. What makes this book particularly useful is the actual case studies from agents who do this work every day. You will learn their time-tested secrets. This step-by-step guide will show you how to find the properties, how to list them, how to sell them, and ultimately, how to get your commission. Learn the hard-earned secrets of breaking into the real estate field, and become super successful in no time at all. You will learn to quickly attract new prospects, get the highest possible commissions, and get return business and referrals, while still having a life outside of work. In this new book you will learn: how NOT to make the big mistakes most new agents make, licensing and exam...



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