

Tips & Traps For Getting Started As A Real Estate Agent - Robert Irwin

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The practical, real-world guide to succeeding as an agent Scared of starting a new career in real estate? Wondering if you have what it takes? Don't worry! Robert Irwin's Tips and Traps for Getting Started as a Real Estate Agent answers all your toughest questions. Irwin helps you start your real estate career on the right foot, and presents proven, reliable guidance on every aspect of the profession. This handy guide shows you how to get licensed and start making money immediately. It walks you through those first tough days and weeks on the job, helps you find a great mentor, and shares all the basics of the business—from listing and selling properties to conducting open houses and escrow. Delivers the skills and tools you need to become a top-performing agent, including how to: Manage your time for maximum efficiency Work less and earn more by closing bigger deals Bring in more referrals so you can stop hunting for clients Take home a bigger commission in every deal Author: Irwin, Robert Publisher: McGraw-Hill Illustration: N Language: ENG Title: Tips & Traps for Getting Started as a Real Estate Agent Pages: 00288 (Encrypted EPUB) / 00288 (Encrypted PDF) On Sale: 2006-08-25 SKU-13/ISBN: 9780071463362 Lib Category: Real estate agents Lib Category: Real estate business Category: Business & Economics : Real Estate - General

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