



The Complete Guide to Success in Real Estate Sales

By Larry Hauser

AuthorHouse. Paperback. Book Condition: New. Paperback. 144 pages. Dimensions: 8.0in. x 5.0in. x 0.3in. ARE YOU A SALESPERSON, OR AN ORDER TAKER? The Decision Is Yours! In this book you will learn methods of selling and speaking which I have learned from 30 years of sales experience. I have sold products as varied as Christmas cards to magazine advertising space. From health and life insurance, to stocks, bonds, and annuities. And my favorite, and I'm sure yours as well . . . REAL ESTATE! Ask yourself, Have I ever left an appointment for a presentation without the signatures I was seeking and said to myself as I was driving away, If I had only asked . . . Or, If I had only said . . . If the answer is YES, then you have left money on the table because you were not prepared. And the amount of money, in the Real Estate Game, is a lot of money! Here Are Some Of The Things You Will Learn By Reading This Book: 1: You will learn the NINE STEPS OF THE PRESENTATION which must be followed, in order to persuade your prospects to think your way. 2: You will learn the TEN MOST COMMON...



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This pdf is definitely not straightforward to get started on studying but extremely exciting to see. It generally does not charge an excessive amount of. Your lifestyle period is going to be convert once you full looking over this publication.

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