

Winning Listing Presentations For Life

Gary Pittard

Winning Listing Presentations For Life:

Winning Listing Presentations David M. Michonski, 2011-12-06 This powerful but concise how to guide is a must have for every real estate agent because it sets out a new way for agents to win listings based upon the proven techniques of the greatest sales trainers combined with 30 years of hands on living room tested experiences. Here you ll find over 100 of the exact scripts you need to build rapport with sellers It offers deep insights into seller personality types how to get at motivation and how to control the psychology of the sale It offers you a way to learn in advance of the presentation exactly what the seller wants you to say and do and exactly how to handle the transaction Worried about objections Here you ll find a whole chapter on how to handle even the toughest objection and win Need a pre listing package Here's a complete outline of the best pre listing package ever created one that is designed to win sellers over before the agent even meets with them At a time when consumers find it hard to distinguish one agent's services from another this incredible guide gives agents genuine differentiators that can separate any agent from the crowd Whether you are a rookie or pro this is the best new guide on how to win listings in any price range at any time and anywhere An instant classic that should be front and center on your desk or be reassuringly located always at your bedside The Complete Idiot's Guide to Success as a Real Estate Agent, 2E Marilyn Sullivan, 2006-12-05 Getting in from the ground floor to the attic The incredible growth of the real estate market over the past few years has more and more people looking to change jobs and get in on the action Fully revised and updated and written by a highly regarded real estate broker author and lawyer this book covers everything from whether or not real estate sales is the right career move to how to master the skills necessary to be successful Includes a consideration of the pros and cons of a career in real estate sales as well as hints for taking the exam and getting licensed Updated information on websites technology and newly popular discounted fee structure Provides easy to follow customizable business metrics

Why Winners Win Gary Pittard, 2016-12-19 Your journey to success starts here Why Winners Win identifies the crucial elements of business success and provides step by step guidance on getting there Author Gary Pittard shows you why consistent results are the key contributing factor to lasting success and helps you identify your personal barriers Whether you lack the ability to set goals or a plan motivation or focus this book will show you how to adjust your course and direct you to the top Based on the Success Journey model the discussion focuses on attitude knowledge skill and competent action to give you a solid framework to boost your potential and achieve prosperity You ll learn the essential qualities of a winner and how to demonstrate these qualities every day in every interaction Case studies demonstrating success and failure provide you with clear examples of the framework in action and illustrate the cause and effect relationship behind everyday choices Believe it or not failing at something is a great way to become successful Experience teaches a lesson no advice could impart and not being at the top just means there s more room to grow This book equips you with a solid success plan the skills you need to execute it and expert insight into your own unique path Identify and overcome your personal barriers to achieve

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John McMonigle founder of Agentinc named the Top Real Estate Team five years in a row by The Wall Street Journal has made history by selling properties totaling more than 7 5 billion He s written 40 Days of Farming to share with you how geographic farming a proven system of generating lead productivity based on love and community stewardship has been the key to his success and can unlock your full potential The secret to successful geographic farming and indeed to succeeding in today s highly competitive real estate industry is having spiritual physical mental emotional relational financial and vocational health John leads you on a guided forty day journey to cultivate each of those areas in your life to make way for exponential growth Utilizing a combination of experience networking faith and scripture John has transformed the art of geographic real estate farming into a lucrative and time tested system designed to generate personal and financial success To that end in 40 Days of Farming John applies the over 7 000 promises of Scripture to your career and includes a life plan handed down by God along with a proven business plan culled from his decades long career as a leader in the industry As a real estate agent you re in the business of changing lives for the better The journey you take in 40 Days of Farming will lead you closer to career success and deeper fulfillment in your spiritual life Real Estate Presentations that Make Millions Jim Remley, 2007 Many books exist on selling real estate and many exist on making presentations but none exist on making real estate presentations Agents ability to pitch and give impressive presentations will become more important to the sale as the real estate market becomes tougher Author Remley is an active speaker and very involved in the National Association of Realtors and their real estate school Realty U He has his own audio programs webseminars and a popular coaching program He is also being mentored by our very own Ken Edwards and learning Ken's secrets to promoting his book Ken knows about making great presentations Within two years of obtaining his real estate license he was listed in the top 1 per cent of Realtors nationwide He has won the Instructor of the Year award on Realty U and has gone on to own a network of 11 real Jennifer Allan, 2007-01-01 Engaging Highly Readable Clear and Informative estate offices in the southern region Fantastic Phenomenal Fun to Read Excellent Content Loved It In Sell with Soul Jennifer Allan shares her rise from a nervous rookie agent to a successful real estate broker in this warm witty and relatable guide This book is an answer to every new agent s daily quandary What do I need to do today to succeed and how do I do it Sell with Soul is written by a real real estate agent one who is willing to share her early insecurities mistakes and missteps with you She describes everyday dilemmas and creative solutions to them shows you innovative marketing plans and concrete organizational tools Jennifer's strategies are simple and clear and will save you a tremendous amount of time figuring out what really works and what probably doesn t Most importantly Jennifer shows us that you can be a successful real estate agent and still have soul that is to be a positive honorable and respectful person That even though you work on commission you can adhere to the Golden Rule and be proud of how you handle yourself and your business New agents will be inspired and well equipped to begin their real estate adventure after assimilating the soulful approach Jennifer delivers in this insightful well written guide Early Reviews for Sell

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