

WINNING IN COMMERCIAL REAL ESTATE SALES

An Action Plan for Success



Thomas Arthur Smith

Winning In Commercial Real Estate Sales An Action Plan For Success

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Winning In Commercial Real Estate Sales An Action Plan For Success:

Winning in Commercial Real Estate Sales Thomas Arthur Smith,1990 This is the first book to address the complexities and money making opportunities in commercial real estate sales The author offers a practical proven method for deal making and increased commissions He shows salespeople sales managers those who own and control entire brokerage organizations how to effectively increase earnings and profits **Commercial Investment Real Estate Journal** ,1995 **Power Real Estate Selling** William H. Pivar,1988 **The Real Estate Agent's Action Guide to Listing and Sales Success** Bob Deutsch,Dearborn Real Estate Education,1993 Read Bob Deutsch s best advice on successfully listing and selling real estate Included in this text are indexed skills for easy reference scripts for handling phone calls and contacting clients over 1 000 words that will punch up your ads and seven steps to listing properties **Dear Edith-- on Real Estate** Edith Lank,1990 Offers advice on the basics of home buying and selling discusses mortgages real estate law taxes FHA and VA loans and potential problems *Power Real Estate Letters* William H. Pivar,Corinne E. Pivar,1994 An essential time saver *Power Real Estate Letters* provides busy agents and offices with 280 fresh persuasive concise letter templates on dozens of topics Now completely revised with 47 new letters it includes a disk of the letters and an introduction explaining how to maximize the benefits of real estate letters The wide range covers all types of correspondence including letters that attract prospective buyers deal with conflict manage property communicate with other professionals such as attorneys and loan officers These letters on disk help keep agents one step ahead in the fierce competition of the 1990s *Rules for Real Estate Success* C. Perez,2011-09-16 A veteran real estate agent shares simple but powerful techniques to connect with more customers close more sales and maximize success There are more than 1 7 million real estate agents in the United States and Canada Thousands of new agents enter the profession each year hoping to make a comfortable living But more than 80 percent of them will not be successful To do well in this business you need to take your career seriously and equip yourself with training information and proven strategies This guidebook provides you with the tools you need including hundreds of marketing tips to help you and business advice on responding to objections from clients the thirty answers to the most common questions youll be asked strategies to ensure that open houses are successful tips on how to interact with people on the phone and in person While this guidebook offers hundreds of ideas youll prefer certain marketing and selling techniques over others The goal is to ensure that you have every strategy out there so you can sell and succeed You should know what to say when to say it and how to say it You will get the advice you need to close more sales with *Rules for Real Estate Success* *Real Estate Books and Periodicals in Print* ,1999 **Library Journal** ,1990 **Small Business Sourcebook** ,2010

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