



WINNING LISTING PRESENTATIONS



DAVID M. MICHONSKI

Winning Listing Presentations For Life

Jim Remley



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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

Why Winners Win Gary Pittard, 2016-09-13 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 success Build and amplify winning qualities that that will keep you on course Learn a simple four step model for achieving consistent results Discover the single most important difference between winners and losers The goal is prosperity whatever that may mean to you and attaining a level of freedom and security that allows you to give back and be generous with your money time and knowledge Success is a journey but Why Winners Win provides the roadmap you need to start the journey today

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

How to Win in Real Estate Cameron Van Klei,2024-05-14 Are you a real estate agent looking to Elevate your career In *How to Win in Real Estate The Ultimate Guide for Realtors* award winning realtor broker and investor Cameron Van Klei offers up detailed practical advice for all realtors no matter where they work what kind of property they specialize in or how far along they are in their career This book is the wholistic step by step guide to help you build a successful and profitable real estate business in today s world It will help you attract business learn necessary sales skills and build a foundation of wealth over your career Stop the cheesy and soul sucking activities like door knocking cold calling and chasing internet leads and learn how to build a mature business where clients seek you out as their consultant Every salesperson should have a stable and productive business retire wealthy and live a life of adventure The author confesses to having made just about every mistake in the book and hopes to prevent you from doing the same through his sound and authentic advice And if you want to know how a few of those mistakes led to him once finding himself trapped upside down in his clients basement well you ll just have to turn to page

The Complete Idiot's Guide to Success as a Real Estate Agent Marilyn Sullivan,2006 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

Start With a Win Adam Contos,2021-10-12 Strengthen your leadership skills and achieve success at work and at home with advice from a proven business leader In *Start with a Win Tools and Lessons to Create Personal and Business Success* CEO of RE MAX Holdings Adam Contos delivers a powerful exploration of how leaders process information and lead boldly especially or even during times of crisis Packed with the practical lessons he learned as the leader of one of the most recognized real estate brands in the world the book shows you how leaders recognize emotion chaos and fear and transform those negatives into opportunity Whether you lead a team of one yourself ten or 10 000 and up you ll also find actionable advice on How to develop effective leadership skills by seeking out situations that require you to practice leading Avoiding the experience of becoming overwhelmed by relying on time tested frameworks to organize your thinking during stressful situations Overcoming fear and self doubt by recognizing that your doubts are only as powerful as you think they are Perfect for executives managers and other business leaders *Start with a Win* is an indispensable resource for entrepreneurs seeking to clarify and accomplish their goals

40 Days of Farming John McMonigle,2022-03-08 Most real estate agents fail in their first five years on the job but *40 Days of Farming* gives you the skills to not only beat those odds but also to build a thriving and successful real estate career Eighty seven percent of real estate agents fail within their first five years in the industry

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. An agent's 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 percent 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 estate offices in the southern region. *Success as a Real Estate Agent For Dummies* Dirk Zeller, 2017-04-03. Make your fortune in the real estate business. With home prices jumping nationwide, the real estate market is clearly starting to show stabilization. In the latest edition of *Success as a Real Estate Agent For Dummies*, expert author Dirk Zeller shows you how to become a top-performing agent. Whether it's lead generation via blogging or social media channels, you'll discover key ways to communicate and prospect in a new online world. Inside, you'll find the latest coverage on being successful selling high-value homes, how to sell short sales to buyers without scaring them off, dealing with residential and commercial real estate, how to use third parties to drive leads and create exposure like Trulia, Realtor.com, and Zillow, and much more. Features tips and tricks for working with buyers. Includes must-haves for successful real estate agents. Offers tried and true tactics and fresh ideas for finding more projects. Gives you the skills to close more deals. Whether you're looking to rev up your real estate business, deciding whether to specialize in commercial or residential real estate, or just interested in fine-tuning your skills, *Success as a Real Estate Agent For Dummies* has you covered. Jennifer Allan, 2007-01-01. Engaging, Highly Readable.

Clear and Informative 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 with Soul Sell with Soul has all the excitement of a good novel yet it delivers tons of solid information It is a refreshing change from cookie cutter business and how to books that forget to put the reader into the equation Not only informative and highly readable it s witty charming and a good read Jennifer really draws you into her world and makes you interested in it Real estate her way sounds as if it s fun and rewarding Sell with Soul is a must read for any real estate professional earning less than than 150 000 per year It provides a clear picture of how ethical business practices can do far more to make you a winner than any persuasive sales tactics

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In a global driven by information and connectivity, the ability of words has be much more evident than ever. They have the ability to inspire, provoke, and ignite change. Such is the essence of the book **Winning Listing Presentations For Life**, a literary masterpiece that delves deep in to the significance of words and their affect our lives. Compiled by a renowned author, this captivating work takes readers on a transformative journey, unraveling the secrets and potential behind every word. In this review, we will explore the book is key themes, examine its writing style, and analyze its overall impact on readers.

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