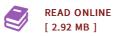


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Make Big Money Selling For-sale-by-owner Properties: The Smart Agent s Guide to Earning Six Figures

By John Maloof

Amacom, United States, 2007. Paperback. Book Condition: New. 226 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****. According to the National Association of Realtors, 86 of new real estate agents don t make it past their first year. The majority give up due to frustration and the overwhelming start-up costs involved in the industry. But there is an untapped resource that will help agents take their careers to new heights-the For-Sale-By-Owner (FSBO) listing. Many homeowners try to sell their home, without an agent, believing that they can find a buyer just as quickly and avoid paying a commission. But often, nothing can be further from the truth. Author John Maloof has built a stellar career by farming FSBOs. He made six figures his first year as a real estate agent using his prospecting plan. Now, in The Real Estate Agent s Guide to FSBOs, he shows other agents how they can do the same. Using these proven techniques, agents will learn how to: * find FSBOs * approach a prospect * make a listing presentation that will convince even the most reluctant homeowner * handle rejections * formulate a marketing plan * service listings *...



Reviews

This is an incredible ebook which i actually have ever go through. This can be for those who statte that there had not been a really worth reading. I am just quickly can get a delight of reading a published book.

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Egmont UK Ltd, United Kingdom, 2014. Paperback. Book Condition: New. Paul Howard (illustrator). Reprint. 196 x 128 mm. Language: English . Brand New Book. A heart-warming story about a hen with as much pluck as she has cluck from the author of...

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Createspace, United States, 2013. Paperback. Book Condition: New. 226 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****. What s your eBay story? My name is Nick Vulich. Over the years I have had the opportunity to work...

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