

<<房地产商成功之道 Success>>

图书基本信息

书名：<<房地产商成功之道 Success as a Real Estate Agent For Dummies>>

13位ISBN编号：9780471799559

10位ISBN编号：0471799556

出版时间：2006-12

出版人：John Wiley & Sons Inc

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页数：366

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内容概要

Features proven, effective strategies for better prospecting and lead generation Learn key skills and get on track for a successful career Whether you're new to real estate or an old pro, Success as a Real Estate Agent For Dummies shows you how to become a top-performing agent. This hands-on guide will teach you all the best tricks of the trade, including tried-and-true tactics and fresh ideas for finding more and better prospects — and closing more sales! Praise for Success as a Real Estate Agent For Dummies "Get ready for real estate training camp. Finish a winner!" —Blanche Evans, editor, Realty Times "Solid, practical advice from one of the most dynamic coaches in real estate today." —Stefan Swanepoel, thirteen-time author and CEO of RealtyU Group, Inc.

Discover how to Master the art of prospecting Research and understand your market Develop the key skills of an agent Find the perfect agency for you Manage and maximize your time

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作者简介

Dirk Zeller, who as an agent rose to the top of the real estate field quickly, has been on a meteoric rise since he began his career in 1990. Throughout his sales career, Dirk was recognized numerous times as one of the leading agents in North America

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