



The Complete Guide to Success in Real Estate Sales

By Larry Hauser

AuthorHouse. Paperback. Book Condition: New. Paperback. 144 pages. Dimensions: 8.0in. x 5.0in. x 0.3in. ARE YOU A SALESPERSON, OR AN ORDER TAKER? The Decision Is Yours! In this book you will learn methods of selling and speaking which I have learned from 30 years of sales experience. I have sold products as varied as Christmas cards to magazine advertising space. From health and life insurance, to stocks, bonds, and annuities. And my favorite, and I'm sure yours as well . . . REAL ESTATE! Ask yourself, Have I ever left an appointment for a presentation without the signatures I was seeking and said to myself as I was driving away, If I had only asked . . . Or, If I had only said . . . If the answer is YES, then you have left money on the table because you were not prepared. And the amount of money, in the Real Estate Game, is a lot of money! Here Are Some Of The Things You Will Learn By Reading This Book: 1: You will learn the NINE STEPS OF THE PRESENTATION which must be followed, in order to persuade your prospects to think your way. 2: You will learn the TEN MOST COMMON...

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Createspace, United States, 2015. Paperback. Book Condition: New. Apoorva Dingar (illustrator). Large Print. 214 x 149 mm. Language: English . Brand New Book ***** Print on Demand *****.Klara is a little different from the other cows, because she has a very special...



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Lulu.com, United Kingdom, 2015. Paperback. Book Condition: New. 210 x 148 mm. Language: English . Brand New Book ***** Print on Demand *****.Two of a series of short Bedtime Stories for 3 to 5 year olds, of a family of three hedgehogs,...



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Createspace, United States, 2014. Paperback. Book Condition: New. 251 x 178 mm. Language: English . Brand New Book ***** Print on Demand *****.The ultimate learn-by-doing approachWritten for beginners, useful for experienced developers who want to sharpen their skills and don t mind...



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