



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 *...



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Reviews

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-- Prof. Dan Windler MD

It is really an amazing publication i actually have at any time read. It is really simplistic but unexpected situations inside the 50 percent of your pdf. Its been written in an exceptionally simple way in fact it is just right after i finished reading this ebook where actually transformed me, alter the way i really believe.

-- Dr. Celestino Spinka III