

How to Become a Power Agent in Real Estate

"This book should be required reading for every new and experienced real estate agent."
—Robert Bruss, Syndicated Real Estate Columnist

HOW TO BECOME A **POWER AGENT** In **REAL ESTATE**

A TOP INDUSTRY TRAINER
EXPLAINS HOW TO DOUBLE
YOUR INCOME IN 12 MONTHS

- HUNDREDS OF TIPS AND TECHNIQUES TO INCREASE YOUR PRODUCTION
- TIME-SAVING WORKSHEETS AND FORMS ● A 30-DAY ACTION PLAN FOR
MORE LISTINGS AND MORE SALES

DARRYL DAVIS

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In just twelve months you can double your income and make your career in real estate more productive, more satisfying and more rewarding in every way. With the lessons you learn in "How to Become a Power Agent in Real Estate" you will increase your listings, watch your sales figures soar, and double your income - and you won't be

working harder, just smarter. Based on author Darryl Davis' successful 'Power' Program, this battle-tested, agent-proven guide supplies all of the commanding sales techniques and practical management tips you need to become a top producing agent. The 'Power' Program has already helped thousands of new and experienced real estate agents and brokers close more sales and significantly increase their incomes. You'll learn twenty potent time-management techniques for working with clients and getting the most out of every day. You'll also discover six key concepts of prospecting, how to conduct a successful listing presentation, and the ten commandments of objection handling. Savvy insiders' tips show you how to market your listings and show properties, present offers to your sellers, and skillfully facilitate negotiations. You'll also discover the advantages of 'farming for dollars' and learn innovative techniques for promoting and publicizing your services. Darryl Davis will help you learn and implement the Three Power Principles of Real Estate: the Coaching Philosophy, Next Level Design, and Maintaining Focus. These principles will save you from getting lost in the mundane details of listing and selling and help you focus on working effectively with clients and helping them to achieve their own goals. Most importantly, this book will help you have more fun and less stress in your career while making more money. How soon will you see results? Immediately! From the moment you start, you'll begin to snag more listings and close more deals. Find the keys to achieving wealth and personal satisfaction in your chosen profession. Read "How to Become a Power Agent in Real Estate" and start doubling your income today! Double your income in just 12 months Packed with powerful sales techniques and administrative tips that will help you become a top producer, "How to Become a Power Agent in Real Estate" gives you both the business and personal skills you need to double your income in one short year. In this comprehensive guide, you'll learn how to list and sell more houses by helping buyers and sellers to achieve their goals. You'll find scores of battle-tested, agent-proven secrets that will send your commissions soaring, including: 16 powerful ways to find prospects; four key reasons why listings are so important; 22 winning dialogues for handling objections; ten effective ways to work with buyers; eight essential concepts of self-promotion; 18 servicing tips and techniques for your referral base; and, much, much more. "How to Become a Power Agent in Real Estate", will help you master every aspect of being a more effective real estate agent, from winning the listing to closing the sale. If you are committed to taking your career to the next level, start reading this book now, and be prepared for dramatic results!

作者介绍:

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