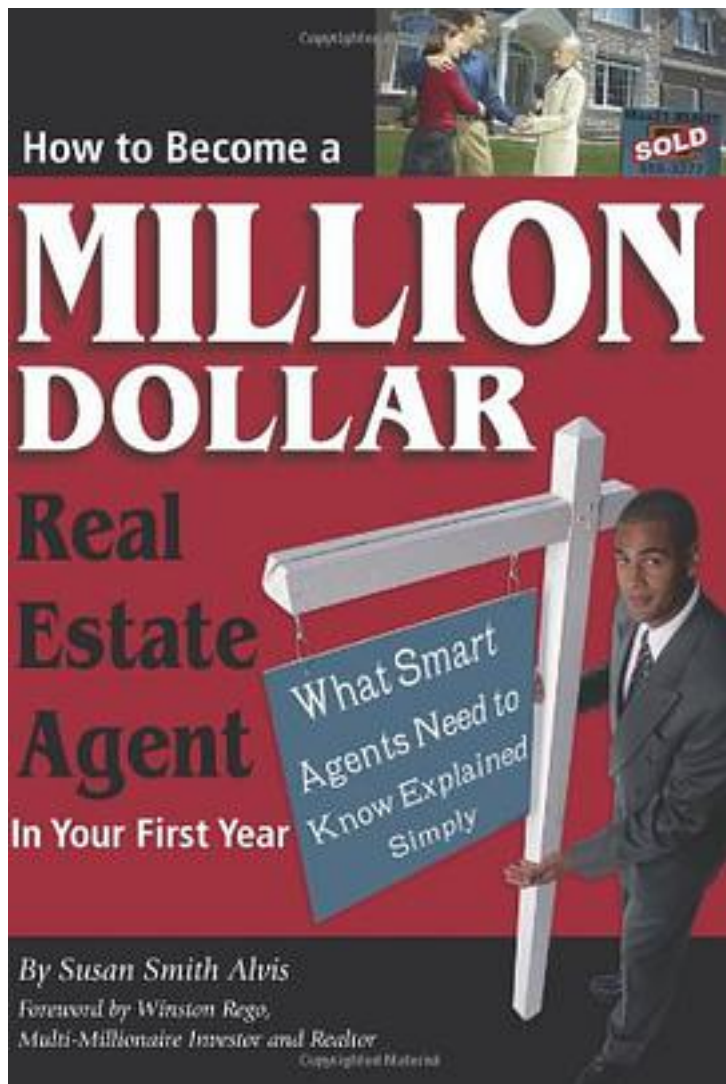


How to Become a Million Dollar Real Estate Agent in Your First Year



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You will learn to quickly attract new prospects, get the highest possible commissions, and get return business and referrals, while still having a life outside of work. In this new book you will learn: how NOT to make the big mistakes most new agents make, licensing and exam fees, Multiple Listing Service (MLS), local Board of Realtors, real estate boards, expenses of doing business, your vehicle and insurance coverage, sales techniques, simple methods to get hundreds of referrals, how to make buyers and sellers happy, how to quickly and easily locate the best deals for your customer, presenting offers, software programs that make running your business effortless, the luxury housing market, dealing with FSBO's, the commercial market, secrets to using the Internet, setting up a record keeping and computer system, brokers and how to work with them, your professional image, the new frontier, online tools and ideas, and much more.

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