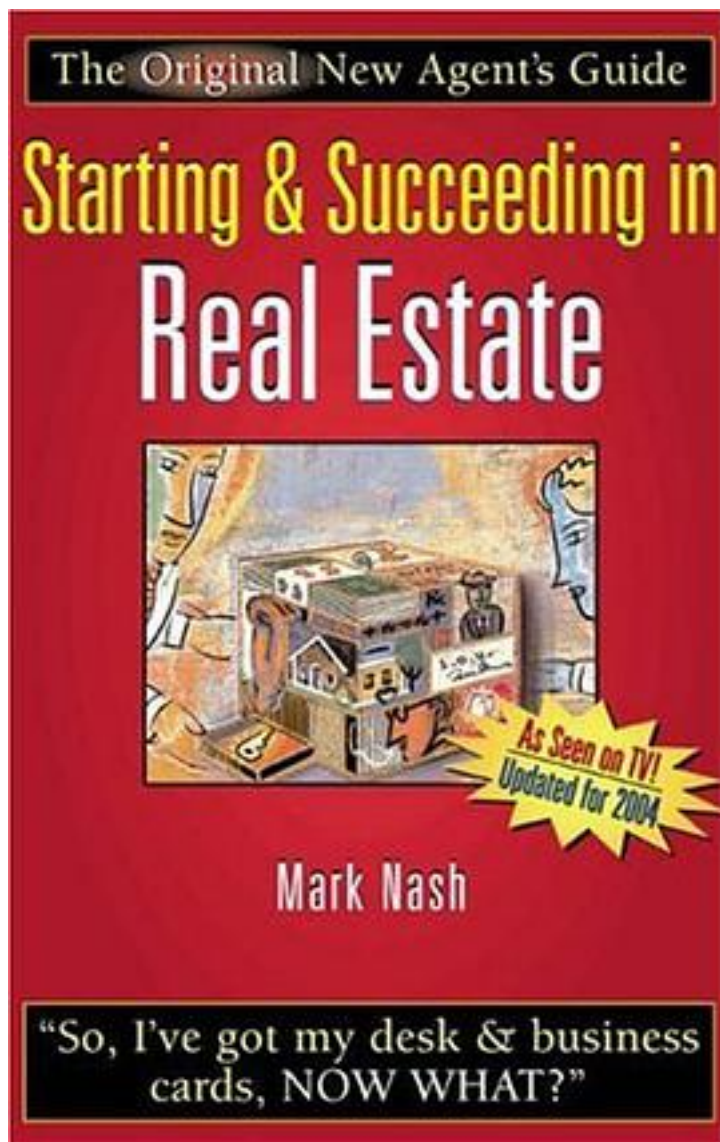


# Starting and Succeeding in Real Estate



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著者:Mark Nash

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This is your resource book for pre- and post-license real estate sales agent information. Nash's Starting and Succeeding in Real Estate is a step-by-step guide is for new agents or anyone considering a career in residential real estate sales, and will answer your basic questions, provide definitions, and help you plan your real estate sales business. A time-saver providing you with all the information that you would have otherwise learned by asking a stream of never-ending questions in your first real estate sales office. Keep this book in your briefcase for your first year in real estate sales. It's the reference tool that will keep you on track and let you move beyond gathering the basic information to closing your transactions.

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