

*The Original* New Agent's Guide To

# Starting & Succeeding in Real Estate



So, You Got Into Real Estate  
Now What?

**Mark Nash**

A Real Estate Agent Who  
Became A "Top 10" Successor  
With Professional Real Estate For Almost 20 Years

**2002**  
Edition

# Original New Agents Guide To Starting And Succeeding In Real Estate

**Lowell R. Hodgkins**

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Success Magazine, 1905 How to Succeed as a Real Estate Salesperson Lowell R. Hodgkins, 1990

*The New Success*, 1920 **The Real Estate Agent's Action Guide to Listing and Sales Success** Bob Deutsch, Dearborn Real Estate Education, 1993 Read Bob Deutsch's best advise on successfully listing and selling real estate Included in this text are indexed skills for easy reference scripts for handling phone calls and contacting clients over 1 000 words that will punch up your ads and seven steps to listing properties

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The American Economic Review, 1927 Includes annual List of doctoral dissertations in political economy in progress in American universities and colleges and the Hand book of the American Economic Association

*Popular Mechanics Magazine*, 1920 **YOUR FIRST 365 DAYS IN REAL ESTATE** Shelley Zavitz, 2019-06-03 Your successful career in real estate starts here The first 365 days of working in real estate can be one of the most tumultuous times in your career full of hard lessons heart breaks and hard work Just because you have a license doesn't mean you have a business But if you get the important stuff right a great future is yours for the taking This honest eye opening and completely practical insider's guide shows you how to get where you want to be even if you're starting from nothing Author and successful real estate agent Shelley Zavitz reveals in unprecedented detail what to expect the first year of your career how to implement systems that will impact your business in the next 90 days how to build a marketing plan in

a digital world how to work your contacts to start your referral pipeline how mindset can make or break your business and what to do about it why surrounding yourself with the right people is essential Shelley shares her own story as a new real estate agent including how she built a brand starting with a network of just four people in a totally new city The book also comes complete with worksheets hot lists and examples of great branding so that you can catapult your business into the fast lane right now Your First 365 Days in Real Estate is the number one resource for new agents in the industry don t miss out on your potential as a realtor without it

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