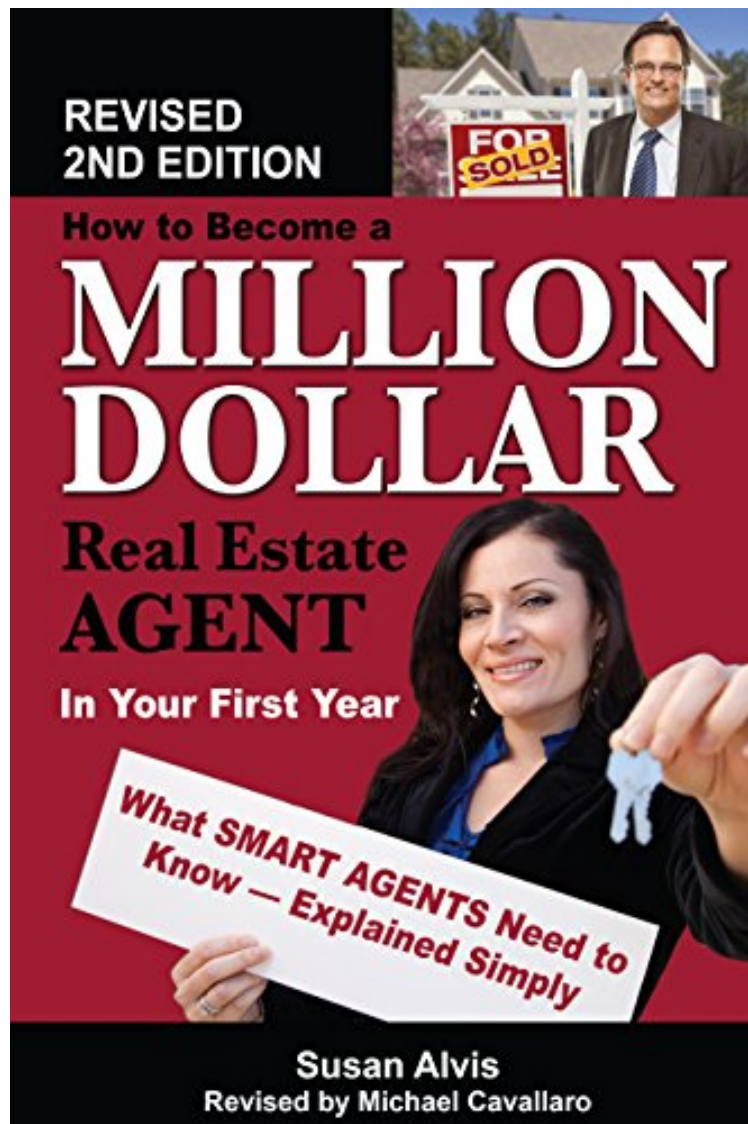


(Online library) How to Become a Million Dollar Real Estate Agent in Your First Year: What Smart Agents Need to Know Explained Simply

How to Become a Million Dollar Real Estate Agent in Your First Year: What Smart Agents Need to Know Explained Simply

Susan Alvis

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and I loved every minute of this book. It gave me some new ideas and a fresh perspective on how I should operate my business. This is the first book I read from cover to cover in a long time. It's an easy read and it was time well spent. Applying the concepts mentioned in this book will make all the difference in my business. 1 of 1 people found the following review helpful. Great Book By Danny This is exactly what I needed to read, as a new agent coming into the field. It brought me up to speed and got to the real "meat," of what you need to know. 0 of 1 people found the following review helpful. Five Stars By Thessy Onyenedum Grea

Packed with new material and updated for the 2016 (and beyond) market, this guide will show you how to find properties, how to list them, how to sell them, and how to get your commission. Learn to attract new prospects, get the highest possible commissions, and get return business and referrals, while still having a life outside of work. You will also learn how not to make the big mistakes most new agents make, licensing and exam fees, Multiple Listing Service (MLS), expenses of doing business, and more.

How to Become a Million Dollar Real Estate Agent in Your First Year is a very realistic approach to a wide-open field. The author defines devotion to a profession and lists the steps that translate into spectacular money. This book can keep beginning agents from spinning their wheels and show those already in the business how to make opportunities to succeed. This is the only business where you wake up every morning unemployed and your success is a direct result of how hard you work! Here you will get the advice of one who has succeeded and avoided the mistakes and faults she observed in others. This book will give you the impetus and confidence to approach anyone, help them make investments, get the home of their choice, and enhance their worth, while doing the same for yourself. --Ann Bailen, GRI, ABR; Coldwell Banker ForeWord Magazine's Book of the Year Awards - 2008 Career Finalist; ForeWord Magazine's Book of the Year Award - 2007 Finalist --Book Awards About the Author Susan Alvis has her Tennessee Real Estate License in Retirement. She writes gaming articles, books, and literary works as a ghost writer and has upcoming works in nonfiction as well as fiction. Susan lives in Northeast Tennessee with her husband, Brent and their two children, Matthew and Amber.